

AUGUST 2018

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**HILLHEAD 2018 SETS
NEW ATTENDANCE
RECORD**



**445 INCHES OF SNOW
TESTS RESILIENCY**



**PRESERVING THE FUTURE
THROUGH DIVERSION**



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Hillhead 2018 sets new attendance record





- Drilling & blasting
- Technology
- Drones



Hillhead 2018 sets new attendance record

On the cover:

There were live demonstrations of the EvoQuip Cobra 290R feeding the Colt 1000 throughout the day.

Inset L-R: EvoQuip’s Matt Dickson, global business line director, Powerscreen Mid-Atlantic VP, Ian Williamson and sales manager Michelle Murphy

Story and photos by RockRoadRecycle.com staff writer

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Associations and affiliations:



Hillhead 2018 sets new attendance record

RockRoadRecycle.com staff writer



Hillhead saw Sandvik Mining and Rock Technology launch a number of new products from its mobile crushing and screening range.

Held in a limestone quarry in the heart of the Derbyshire countryside in the UK, Hillhead is the largest exhibition of its kind anywhere in the world. Continually adapting, it provides a spectacular and unique setting for exhibitors and visitors alike to do business in the midst of live working demonstrations and static displays. As such an important trade show, with a growing number of US exhibitors and visitors, RockRoadRecycle reports on the highlights of this increasingly important exhibition.



Fergal O'Neill, sales director from Rammer's UK dealer, Murray Plant.

Record visitor numbers

Tarmac's Hillhead Quarry, near Buxton, Derbyshire, once again hosted the world's biggest working quarry exhibition. From June 26-28, Hillhead welcomed UK and overseas suppliers of plant, equipment, materials and services — many of them using the show as a platform for the launch of their latest products.

For once, the UK's weather gave the show an almost Mediterranean feel, with the gloriously hot conditions seeing unprecedented crowds attend over the three days of the show. According to the official figures, a record-breaking 19,686 unique visitors attended this year's event, surpassing the show's previous highest attendance record set in 2005. This year also saw more exhibitors (527+) in attendance than ever before, many of them occupying newly created space in the enlarged Registration Pavilion. Exhibition director Richard Bradbury said: "With clear blue skies, record crowds and all the majors from the plant and equipment world in attendance, business was buoyant and the atmosphere [among] the exhibitors and visitors was superb."

As always, the showground, pavilions and various demonstration areas were packed with all the latest plant and equipment for the quarrying, aggregates, concrete, asphalt, recycling and construction sectors. Many of the products were on display for the first time in the UK. Among the multitude of impressive new product launches were the JCB 220X excavator, Volvo L260H wheel loader, Komatsu WA480-8 wheel loader, Powerscreen Trakpactor 550SR impactor, Keestrack H4e hybrid electric cone crusher, Sandvik QE342 screener and EvoQuip Colt 1000 scalping screen, to name just a few.

Leading US exhibitors

Amid the many exhibitors were a significant number of US companies. Astec Aggregate & Mining Group (Telsmith, KPI-JCI & Astec Mobile Screens, Breaker Technology, Osborn Engineered Products, Astec do Brasil and Astec Bulk Handling Solutions) had a small but well situated booth. Pride of place,



Epiroc concentrated on the offering derived from its Hydraulic Attachment Tools Division.

unsurprisingly given the focus of the show, was the Telsmith 44SBS cone crusher, which has been specifically designed for large, extra coarse feed material. "The Astec Aggregate and Mining group displayed with its new partner Crushing and Screening Services (CSS), out of Ireland. The show was quite successful with CSS selling the equipment displayed at the show," said Bob Meyers, Telsmith's vice president, sales and marketing.

Case Construction Equipment's stand was split in into two main zones - one for quarrying with products designed to meet the exacting requirements of this sector, and a zone with machines and equipment solutions for the road building industry. There were also dedicated areas with information on Case's complete solutions offering — including parts, service, attachments, finance, as well as SiteWatch and SiteControl. The static displays included models from the G-Series wheel loader range, the largest D-Series excavators and dozers, backhoe loaders, mini skid steers and mini excavators. Machines were also in action on the demonstration area.

Canada-headquartered McCloskey International had one of the most impressive stands at the show with a selection of its jaw, cone and impact crushers, vibrating screeners, trommels, stacking conveyors and washing systems. An impressive selection of equipment was seen working on the demonstration area. Within the many exhibits was the new J35, which has recently completed field testing.

Terex was well represented at the show with its washing plant, tracked conveyors as well as its subsidiary companies out in force. One of the most exciting developments was the launch of three new products from its compact crushing and screening portfolio — EvoQuip. The machines were the Cobra 230R impact crusher, Cobra 290R impact crusher and Colt 1000 scalping screen. There were live demonstrations of the Cobra 290R feeding the Colt 1000 throughout the day. Michelle Murphy, marketing manager said: "Hillhead came at the perfect time for EvoQuip to showcase our latest compact product innovations. It is a fantastic show as it gives us the opportunity to demo machines and show customers their full capability."

Also Terex-owned is Powerscreen, who was keen to maintain its position in mobile crushing and screening at the show. Dearbhaile Mulholland, Powerscreen global marketing manager, said, "Powerscreen has developed and maintained an aggressive position in mobile crushing and screening. This year's Hillhead show comes at the perfect time for us to showcase our latest developments and to continue leading the way." Among the company's exhibits were the Premiertrak 600 and the new Trakpactor 550SR designed for processing primary and secondary materials such as natural rock and construction derived materials like asphalt, recycling and demolition waste.

Recently acquired by John Deere, the Wirtgen Group exhibited from its all-encompassing product ranges to provide a representative cross section of the group's offering. These included a Vögele Mini Class paver and PowerFeeder MT 3000-2i Offset for uninterrupted asphalt paving with a uniformly high material flow. Hamm displayed 5 exhibits, including the new HD+ 90i PH VO-S tandem roller with Power Hybrid drive. Kleemann unveiled its new mobile jaw crusher MOBICAT MC 120 Z PRO, another example of its robust, high-performance crushing plants.

Crushing and screening to the fore

Due to the demonstration focus of Hillhead, all the leading manufacturers of mobile crushing and screening equipment were represented. The capabili-



Bell showcased a number of its E-series ADTs including the B20, B30, B45 and B60, with a B50E working on the demonstration area.

ties of the Allu range of Transformers were presented by Allu's new UK distributor, Blue Machinery Group Company Murray Plant. Catering to applications of all sizes and capable of processing any material that can be screened and sorted, the series contains the compact DL & D Series as well as the truly massive M and G Series. Ola Ulmala, chief executive said, "Hillhead was a great success for Allu with Murray Plant, who now are clearly ready to serve the customers in the UK. The number of customers visiting the stand and wanting to discuss Allu transforming the ways they work was very good. We were pleased to participate and start proudly serving the UK customers with Murray Plant and Blue Machinery."

FLSmith supplies everything from single machinery to complete minerals processing facilities, and has developed a global reputation for delivering innovative and expert solutions, including equipment and aftersales services for crushing and grinding. From its indoor booth, the company provided information on its productive, safe and reliable equipment with a long history of successful installations and excellent

aftermarket support.

Hartl Engineering & Marketing GmbH had a static display where the Austrian manufacturer stressed the balance between innovation, high quality and over 40 years of experience in the crushing and screening arena. To the forefront of its stand was its unique approach to combining an excavator and crusher unit providing a high performance and reliable machine for the reduction of natural stone as well as recycling and demolition materials, directly on site.

Now owned by Tata, Hewitt Robins displayed two products from its specialist vibrating equipment range designed and developed for the mining, quarrying, recycling, foundry, steel and bulk material sectors. Likewise, Edge Innovate presented a showcase of a range of equipment used in the recycling, materials handling and quarry industries.

Indeco Ind SpA presented an impressive display of its hydraulic attachments for excavators. These range from 1 tonne up to 120 tonne, and include rock breakers, pulverizers — both fixed and rotating — compactors, multi processors, sorting grabs and steel shears. Red Rhino Crushers & Screeners is recognized globally as a market leading brand in the mini crushing and screening sector. With models to suit all customers' crushing and screening requirements, there are now four tracked versions ranging from the 4000 model, which fits through a small doorway, to the 7000+ which weighs in at 10t.

Parker Plant, a name synonymous with crushing and screening, oddly did not exhibit any of its extensive line of crushing and screening equipment. Now considering itself to be a heavy engineering company, its still provides products and solutions within the mining, quarrying, demolition, recycling and road building industries worldwide. The company focused on its asphalt and concrete plants, as well as bitumen / road surfacing equipment and bulk handling conveyor systems.

Hillhead saw Sandvik Mining and Rock Technology launch a number of new products from its mobile crushing and screening range. These included the QE342 scalper on the static display, and making its worldwide debut in the demonstration area was the QH332 DDHS Hydrocone crusher working alongside a QJ341+ jaw crusher and QA451 Hybrid Doublescreen. There was also the launch of Sandvik's digital offering — Sandvik My Fleet telematics. Melissa Baker, global marketing communications manager, said of the show: "Hillhead provided us with the ideal opportunity to launch our latest products to the UK and global markets. We were delighted with the number of visitors to our stand this year.



Terex Washing Systems (TWS) displayed two new products — the AggWash™ 300 and Terex AquaClear™, the first water management treatment system from Terex.



Powerscreen was keen to maintain its position in mobile crushing and screening at the show.

We really appreciate events of this kind where we are able to demonstrate our equipment. “

One of the big news items at the show was the recent acquisition of Maximus Crushing and Screening by the Rubble Master Group. Both companies will continue to operate as before with a dual brand strategy to help grow overall business. Rubble Master specializes in the compact impact crushing market, with Maximus more focused on the demolition and aggregate sector. Hubert Watson, sales director of Maximus said, “Hillhead was a very important show for Maximus as it was the first opportunity to show our product range to our many and varied customers following our recent acquisition by RM. Fantastic opportunity to demonstrate our 2 brand strategy on the Maximus booth and to showcase our new 514T aggregate sizing screen that we have jointly designed in partnership with RM, and which was exceptionally well received by those who were shown the key features.”

On the separate Rubble Master stand, the RM 70GO! 2.0 was exhibited, whilst the RM 90GO! was put through its paces on the demo area. Of the recent acquisition of Maximus, Rubble Master's Tanja Kobler said, “We are convinced that this partnership is a great opportunity for both companies to meet the future challenges of the market.”

Unique solution to a terrifying problem

One of the most interesting exhibits at the show was a development by MMD who have donated a revolutionary anti-personnel landmine clearance rig to The Halo Trust, the mine clearing charity. The rig is destined for deployment in Zimbabwe, which remains one of the most highly mine-impacted coun-

tries in the world. Small plastic mines, which are extremely difficult to detect and densely packed, run for hundreds of kilometers close to houses, schools and agricultural land. Clearing the minefields using traditional methods is a slow, painstaking job with a high level of risk. MMD's sizer technology will allow land to be returned to farmers faster, and allow children to stop walking to school on paths through minefields.

James Cowan, chief executive of The Halo Trust, said of the donation: “We are very grateful to MMD for this generous donation. Once this machine is set to work, it will increase the area of contaminated land we clear each day in heavily mined countries such as Zimbabwe and Sri Lanka. In the places where we work, cleared land simply means more food for farming families and safer routes to school for children. MMD's Sizer technology will make a real difference to tens of thousands of people.”

Two business areas from Atlas Copco

For the first time at a major UK trade show, Atlas Copco exhibited as two entities: Power technique and Epiroc. On the former stand there were exhibited several generators, including the iP, QAS series and QES. The latter provides a constant source of power in even the harshest weather conditions, and offers even more flexibility for contractors looking for generators with exceptional plug-and-play capabilities. Portable compressors also featured, with several models from the XAS range shown. This compressor combines Atlas Copco's PACE technology with the HardHat polyethylene canopy to offer contractors and rental fleet operators versatility.

Gayle Palmer, business line manager, Atlas Copco Power Technique, commented, “The show was a great success: the weather was amazing and a great time was had by all. The Rainbow Compressors were a good showstopper, drawing lots of attention to our stand, and despite the heat our pot of gold (chocolate coins) didn't melt. There was a huge amount of interest in the new E Air 250 which is focused on reduced emissions and environmental impact.”

Epiroc concentrated on the offering derived from its Hydraulic Attachment Tools Division. This included the unveiling of its patented IPS system for hydraulic breakers. All of the company's heavy (HB) hydraulic breakers now feature the patented Intelligent Protection System (IPS), which seamlessly combines Epiroc's popular Auto-Control and StartSelect functions. This fully automated system provides simpler, more efficient and more economical operation than ever before.

Moving the material

Bell showcased a number of its E-series ADTs including the B20, B30, B45 and B60, with a B50E working on the demonstration area. The E-series delivers exceptional fuel economy, increased production payloads, lower daily operating costs, superior ride quality and uncompromised safety standards. The B60E is the next generation of its equipment featuring a 4x4 with full articulation steering and oscillation joint, which keeps all four wheels on the ground, meaning it has more off-road capability than any other conventional rigid truck.

Doosan Infracore showed the company's latest generation of excavators, wheel loaders and ADTs for the quarrying, mining and construction markets on the company's stand and demonstration areas. Hillhead was the platform for the launch of several new products being shown in the UK for the first time, including a new version of the company's DA30 30tonne ADT and new features on the large Doosan wheel loaders.

JCB as per usual had one of the most impressive stands at Hillhead 2018. It presented a new range of heavy line and compact products for the quarrying, construction and recycling industries. This included the first of the new X Series. The 220X, JCB's most advanced 20 tonne excavator, is the result of 4 years of hydraulic, electronic and electrical development and

thousands of hours of extreme endurance testing. JCB also showcased the Hydradig 110W WM, 7T Hi-Viz Site Dumper, 16C-1 new generation compact excavator, plus a range of tracked and wheeled excavators and wheeled loading shovels.

Related to the above, and providing services to many manufacturers, was German company elobau. The company provided information and interactive demonstrations of its new customizable multifunction armrest for mobile machinery. This is of direct interest to vehicle manufacturers, with the modular armrest being a plug and play device; connecting to the vehicle via the standardized CAN protocol SAEJ1939 and standard industry plug connections.

Also providing its services to a number of well-known manufacturers was Strickland Tracks and Strickland MFG. The company, a well-known name in Europe, manufactures and designs a comprehensive range of products for the construction, crushing, screening and recycling industries. On its well-situated stand, Strickland showcased the S-Lock Hydraulic coupler, pulverizer/cracker, steel tracks, and the new rubber track product line launched for 2018. Matt Cox, operations manager said of the company's first time exhibiting at the show, “Hillhead demonstrated the huge confidence in the construction market at present, there was great buoyancy to all of our customers who visited our stand this year,”



Mobile crushing and screening legend Hubert Watson from Maximus spoke at length on the acquisition of the company by Rubble Master.



Ola Ulmala (far right) with Pat McGeary, chairman of Blue Machinery along with other members of the Allu team.

Specialist highway solutions

Road and highway services and equipment were also out in large numbers (see Wirtgen previously mentioned) with Amman showcasing a selection of its asphalt plant burners, dryers, concrete mixers and concrete batching plant. Highlighting its road building and transportation infrastructure expertise was a new tracked asphalt plant. CMI Roadbuilding, the heavy equipment manufacturing company, also exhibited its asphalt plant dryers as well as its concrete plants, grade preparation, concrete paving and pavement profiling products along with landfill and soil compactors.

Quarrying and mining equipment

Campbell Associates displayed its noise, vibration and dust monitoring equipment, which are now supplied to some of the biggest names in construction and demolition. As there is now an ever-increasing demand for emissions monitoring on construction and quarrying sites, there was great interest in the company's AVA, Aeroqual, Sonitus & Norsonic systems. Similarly Carlson Software exhibited its latest blast design package, including Quarryman, Boretrak and GPS systems for scanning a rockface, positioning boreholes and measuring borehole deviation.

More tangible equipment was also displayed aimed at quarrying and aggregates



McCloskey International included the new J35 at their impressive stand. The J35 has recently completed field testing.

companies. Allis Saga, a new name to many in the quarrying industry, presented an interesting selection of equipment. This included Ore Sizer VSI, Allis Saga Cones and Jaws, Keestrack H4 Mobile closed circuit hybrid cone plant, all displayed on the Ore Sizer stand. Fronted by ex-Metso and Sandvik director, Duncan McGregor, the company is surely set to be a force in the aggregates industry on both sides of the Atlantic.

Flexco showcased its latest technology for splicing conveyor belts, both mechanical and vulcanized, as well as its belt cleaning solutions, transfer-point solutions, and belt maintenance tools. Sepro Mineral Processing International highlighted its innovative and progressive equipment and system designs for aggregates production. Tema Isenmann Ltd displayed its full range polyurethane screening media including the magnetic WS2.10 screening media. Also on show was the original version of the industry standard WS85, rubber, woven wire and harp screens.

Since 1978 PT Tech has served OEM's in the mining, tunnel boring, steel manufacturing, aggregate, road working and recycling markets. It focused at Hillhead on its growing line of reliable products including brakes, clutches, torque limiters and gearboxes. Martin Engineering focused on its equipment and services aimed at dust remediation, flow aids and conveyor products for a wide variety of bulk material applications, including cement, rock/aggregate, coal,



L-R: Keestrack's Michael Brookshaw on the Oresizer stand which exhibited its own products along with those of Keestrack and Allis Saga.

biomass and other materials. Featured at Hillhead was a wide range of products, including conveyor belt cleaning technologies such as the revolutionary CleanScape® design, along with innovative primary and secondary cleaners and tensioners.

Other items of interest

Euro Auctions has been conducting unreserved auctions of industrial plant, construction equipment and agricultural machinery since 1998. Today, Euro Auctions conducts around 60 major auctions every year around the globe, in seven countries and on four continents. Highlighting the importance of the company to the quarrying and aggregates industry were the large number of interested visitors to the company's stand.

The 3,500 MobyDick Wheel Washing Systems has long been seen as a worldwide solution to solving the problem of dirty public roads. In addition, various special machines known as demucking devices were highlighted during Hillhead as well as a variety of solutions for dust control for indoor and outdoor applications. Typical applications for such solutions are construction sites, material transfer points, recycling yards, quarries, mines, steel and cement plants. Ringspann designs and manufactures some of the world's leading power transmission products. Its industrial brakes, freewheels, shaft locking solutions and shaft couplings are used in building, mining and quarrying worldwide. Information on its services proved to be of interest to a variety of manufacturers during Hillhead.

The next Hillhead show will take place in late June 2020. Based on the success of the 2018 show, further details and precise dates will be eagerly awaited by prospective exhibitors and visitors.



Former Metso and Sandvik director Duncan McGregor (L) with Sandvik's Norbert Lentschig.





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Alex Lyon & Son construction and aggregate rental fleet recent auction



Top quality equipment from the aggregate and heavy construction sector were poised and ready for purchase.
Photos by Christine Attle



The 90+ degree temperature did not deter potential buyers from attending the July 14th auction.

Located in Bridgeport, NY, Alex Lyon & Son has become known the world over for their quality and respectability in the auction sector. Diversifying from livestock and farm machinery into the construction sector in the mid 1970's, the company is still family owned and operated.

They believe in catering to contractors equally — whether big or small. The customer comes first in their book.

Whether you are looking to sell part of your fleet or purchase one or more pieces of quality used equipment, Alex Lyon & Son should be your first stop.

According to their website (www.lyonauction.com), many companies have tried to imitate them, but none duplicate them. Their goal is simple — to stand out from the “look-alike” auction companies by delivering on a corporate commitment to innovation, hard work and excellence in customer service. In short — translate the promises of today into the actions of tomorrow.




The crowd gathers around as auctioneers Alex Lyon & Son work on the small items before moving on to the large equipment.



A variety of OEMs are represented on acres of display area.



Potential buyers check out the equipment prior to the auction at Alex Lyon & Son's Canastota, NY location.



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JunJin America presents an updated Rock Commander Series-II of drills for 2018

The new and updated JD-1400E-II Rock Commander, known for its reliability and low-cost production, will have a larger Tier-IV Final Engine, with improved efficiency and more horsepower. JunJin JD-1400E-II Rock Commander will also have a larger cabin, and adjustable controls, for operator's comfort and efficiency.

The reliable components will continue to be a part of the new series: Cummins engine, GHH-Rand air compressor, Kawasaki hydraulic pumps and Doosan undercarriage, and the dependable YH-135 Drifter. Multiple unit users will continue with 100 percent parts back up from JunJin America, as all other components will remain the same. And as with current units, there are no onboard computers or expensive PLC units to fail and cost you downtime. Simple system equals simple maintenance, and when there is a problem, trouble-shooting does not require a laptop and a technician.

Looking for a little smaller unit but still want more

comfort for the operator, JunJin America is also introducing a cabin model of the 800 series. The JD-800E-II enclosed cabin unit will have Heat & AC, Tier-IV final engine, bringing the 2 ½ to 4-foot class drill to new efficiency for the operator at a very reasonable cost to the owner. The JD-800E-II series Rock Commander will continue as the same reliable unit that was introduced in 2016, with an upgrade to Tier-IV Engine to comply with U.S. emissions. The 800 series is still offered with a variety of options and configurations in both the Cab & Non-Cab versions. All other proven components will remain the same with the reliability of the most proven drifter in the industry – YH-80A drifter.

We value our customers' needs and opinions and took those into careful consideration before introducing the new and updated Rock Commander line of drills for 2018.

For more information, visit JunJin America online.



The new and updated JD-1400E-II Rock Commander will have a larger Tier-IV Final Engine, with improved efficiency and more horsepower.

Photos courtesy of JunJin America



Simple system equals simple maintenance, and when there is a problem, trouble-shooting does not require a laptop and a technician.



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Effective driller to blaster communication improves safety and work performance

by Jon M. Casey

When it comes to better and safer drilling and blasting, effective communication is essential

Photo by Todd Barrett / courtesy of Maine Drilling & Blasting

When it comes to better and safer drilling and blasting either at quarries or at construction sites, effective communication is essential between quarry management or contractor, the drilling crew and the blasting team. That is according to James Buchanan and Allan Greene, presenters at this year's Mine Blasting Safety and Application Seminar at the National Mine Health and Safety Academy near Beckley, WV. Buchanan, who serves as Technical Services Manager for KEMEK, LLC., and Greene, a 35-year industry veteran and Mine Safety and Health Representative for the North Carolina Department of Labor, emphasized the importance of taking responsibility for thorough communication between drillers, blasters and site management. They offered proven guidelines and current MSHA regulations as ways for crews to implement this on a daily basis.

Blast plan and layout

Buchanan's overview included what he called his "Best Practices" for drillers and blasters. These consisted of blast planning and layout, blaster to driller and driller to blaster communication, effective use of the drill log and shot day communication all working together to help ensure a safe blast. He said there is often an illusion that there has been effective communication between people, when in fact there hasn't. He reminded attendees that it is each person's responsibility to assure that the others have actually heard and/or understood what was being communicated.

Buchanan said that quarry or site managers should conduct what he calls a Blast Optimization Team (BOT) meeting each day. This gives everyone an opportunity to share information pertaining to the blast. This would be the time to discuss areas of improvement, fragmentation needs, blast timing and other important details.

He noted that this is where everyone's expectations can be outlined. "Blasting parameters are covered here," he said. "Is the site ready to be laid out? Can the drill move around safely? Can the face burdens be properly assessed? Is there good access for explosive delivery?"

Other items to be covered at the planning and layout stage include blast size, expected breakage, results of previous blast designs and any environmental constraints either inside or outside the quarry or construction site.

"What are the customer expectations? What are his scheduling needs? What results are they looking for when the job is done?" he asked. These all need to be addressed at this time.

Likewise, what are the blaster's expectations? "The quarry needs to know what the drillers need. Is the site prepared? Does the driller need assistance? Do they need someone to bring stemming for the shot? Are there any other obvious needs?" he asked.

Blaster-driller communication

Buchanan recommended that blasters confirm with the driller what the layout pattern is and what the shot parameters are. He said the plan drawing should match the layout on the ground. Ground markings should be numbered in accordance with the drawing. The diagrams must be clear so the driller can prepare the site appropriately.

The driller needs to know shot parameters as well. These include hole depth, hole angle and direction, design burden and spacing and hole diameter. Most importantly, the blaster needs to make sure that the driller actually gets this information accurately. Buchanan said he prefers using a hard copy of the information rather than relying upon an electronic version. That way everyone has the correct information

to do the job.

He said there is always the possibility that the driller might call in sick and a replacement person does the drilling. That replacement needs to be fully informed. The method for making this happen needs to be consistent at a particular jobsite.

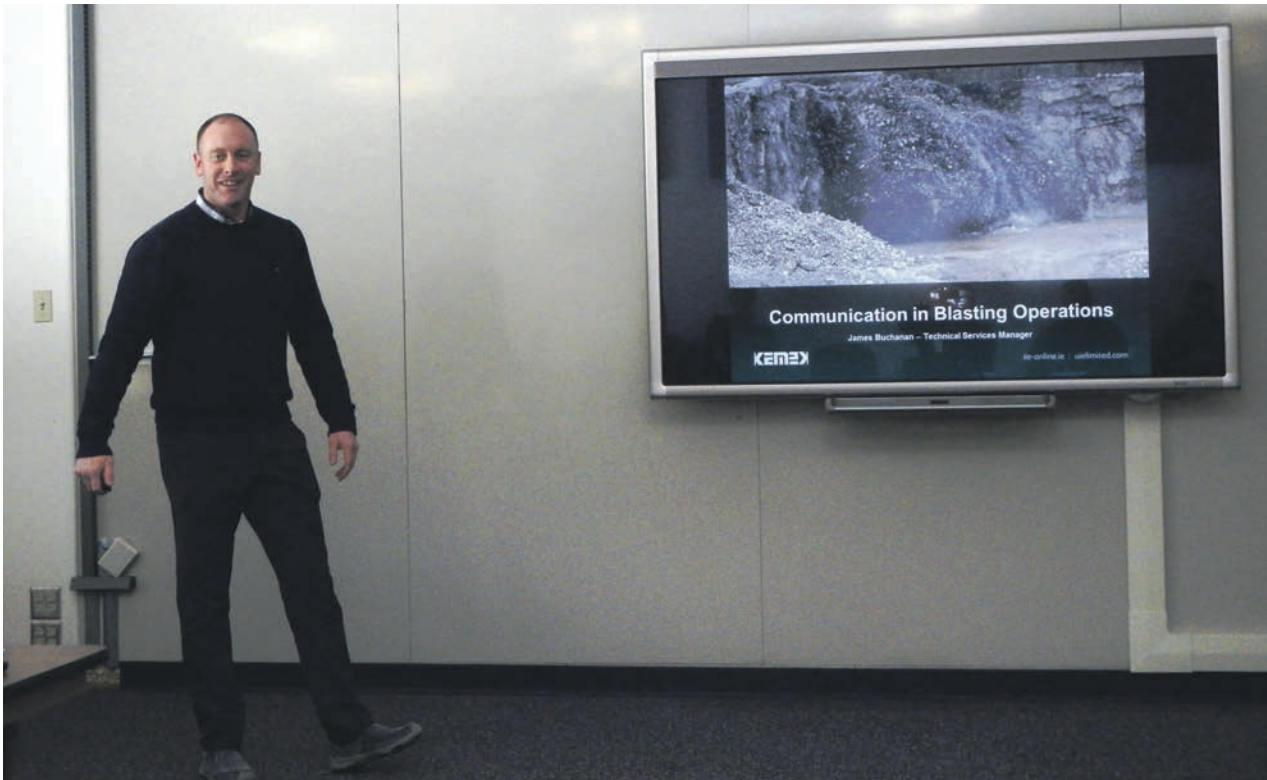
Driller – blaster communication

"The driller is the Blaster's 'eyes' below the surface of the ground," said Buchanan. "What the driller tells the blaster helps to lead to a safe, successful blast. What the driller doesn't tell the blaster could result in a number of problems. They include exceeding the blast limits, fatalities, litigation, [thousands of dollars] of damage and potential license revocation."

He said an inadequately prepared drill log is a prime example of how the driller could misinform the blaster. Some of the information that is needed on the drill log, in addition to the driller's name and contact information, includes hole depth and angle drilled, amount of overburden, any anomalies in the rock including seams or cracks, changes in rock competency and clay or mud seams.

With this information, a blaster can make good use of a detailed drill log as a way to plan for a properly prepared blast. Incomplete or inaccurate drill logs can lead to problems later, especially when there are flyrock problems following a blast. The drill log needs to be completed at the time the drilling takes place. The driller should be alert and in attendance when the drilling is being done.

Accordingly, the blaster needs to read and act on the information in the drill log. Any missing or unclear information should be discussed with the driller. If possible, the blaster should spot check the information for accuracy. The blaster needs to convey any issues to the site manager. The drill log can be



James Buchanan, Technical Services Manager for KEMEK, LLC., believes a driller’s drill log is a critical component of efficient driller/blaster communication.

used to change the blast design or loading to help keep the blast safe. By knowing the geology, the blaster can load the shot properly.

Shot day communication

On shot day, the blaster needs to be in touch with the site manager, the workers on the site, any contractors or visitors to the site, any neighbors or off-site businesses and the public. Blasters need to communicate any changes in blast design, the demarcation of the blast site and the blasting area, the expected throw of the blast and any issues that might arise from that, the posting of sentries and how they would communicate, the expected firing time and firing signals. “Don’t take any shortcuts,” he concluded.

Contractor Communication

Allan Greene’s presentation focused on contractor-to-contractor and contractor-to-owner communication. Greene used regulations from the Mine Act and the Program Policy Manual (PPM) as the basis for his discussion. Using personal stories from his experiences as a North Carolina mine inspector to demonstrate the importance of why these regulations are in place, he emphasized that workers who go onto mining operations need to be familiar with these regulations.

“The mine operator is responsible for anyone on mine property,” he said. Greene reminded attendees that part 45 of the PPM specifies that production-operators are subject to all provisions of the Act. “This overall compliance responsibility includes assuring compliance by independent contractors with the Act and with applicable standards and regulations.” This is especially true when contractors and not company personnel are doing drilling and blasting.

He said mine operators need to make sure that the contractor provides a Contractor Register because MSHA needs the information to issue citations to the contractor and not the operator, when necessary. Additionally, the mine operator needs to have a contractor register whether or not the mine is employing contractors on any given day. He added that regulation 30 CFR § 45.4 outlines the requirements for the independent contractor register.

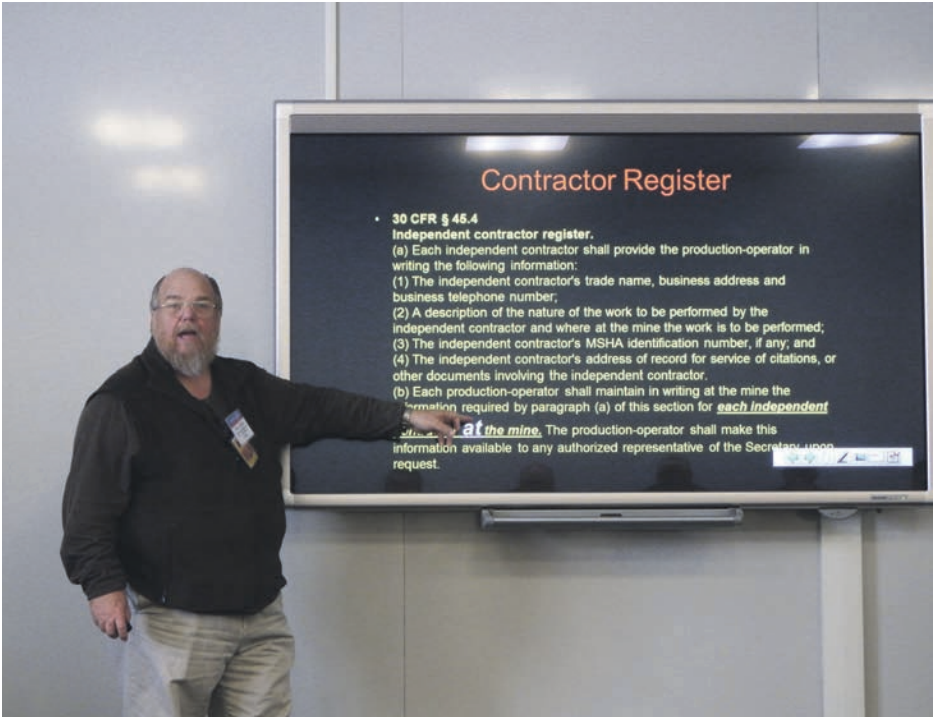
Additionally, Greene said contractors and vendors are required to have site-specific hazard awareness training according to 30 CFR § 46.11. Those needing training include office or staff personnel, delivery workers, scientific workers, customers including over-the-road truck drivers, construction workers or employees of contractors, visitors, vendors and miners, drillers and blasters who move from one mine to another. Each site has its own site-specific hazards.

Greene said that both drillers and blasters need to understand a number of safety procedures. These include proper parking procedures, drill site inspections, pre-shift inspections for self-propelled mobile equipment and tools, other machinery and equipment. They also need to know what the tool and equipment manufacturer’s recommendations are on specific items. This includes inspecting

fire extinguishers for proper operation.

“Do they have a HAZCOM program and follow it? Do they know not to work between machinery and the highwall?” he asked. “This is all part of effective communication.”

Focusing on drillers, Greene emphasized that drillers must attend drills when the equipment is in operation. Quoting regulations: (.7012) While in operation, drills shall be attended at all times and (.7052) Persons shall not drill from positions which hinder their access to the control levers, Greene said that surprisingly, drillers have been known to leave their machines unattended even when the drill rig is drilling. Noting that the equipment must be turned off when not attended, Greene concluded, “Make sure the drillers understand these regulations.”



Allan Greene, Mine Safety and Health Representative for the North Carolina Department of Labor, emphasized the importance of contractor’s responsibilities to their employees and other contractors for thorough communication.

Presenter photos by Jon M. Casey

Ground breaking technology for top hammer drilling monitoring

RockPulse™, a new technology and product introduced by Sandvik Mining and Rock Technology, is the first practical solution for real-time tool stress monitoring in top-hammer drilling. The add-on system integrates directly with the rock drill and its control system, and can be used for drilling process optimization in varying rock conditions. This also helps to reduce stress fatigue of drilling tools. RockPulse™ offers significant potential to improve overall drilling performance, by as much as 5 percent.

Profitable rock drilling requires balancing between drilling power and cost-efficiency. While use of high drilling power is required for good performance, excessive power becomes counterproductive due to high stress levels and wear of drilling tools. Optimization of tool stress and consequently tool lifetime are essential for cost-efficient drilling operations. Conventional drilling control technologies have done this based on indirect performance indicators only, such as percussion or feed pressures.

RockPulse™ analyzes each piston blow in real time to extract data on the tool stress. This enables operators to optimize drilling power and to minimize inefficient use of percussion energy. Stress waves created by piston strikes are measured continuously using sensor technology developed and patented by Sandvik. The system consists of a Sandvik shank adapter and rugged contactless sensor inside the

rock drill. Stress wave signals captured by the sensor are analyzed within the Sandvik SICA control system of drill rig. The system is available for new Ranger DXi drill rigs and RD920 series rockdrills.

"Our tests from real-life conditions show 5 percent increase in average penetration rate, even though the percussion power was decreased by 4 percent. Drill operators have additionally commented that RockPulse™ helps them to optimize bit regrinding intervals and thus boost efficiency and productivity," said Jarno Viitaniemi, product manager, Surface Drilling, Sandvik Mining and Rock Technology.

RockPulse™ user interface visualizes and alerts on three key parameters: drill bit response, tool load and feed level. Drill bit response helps to minimize the strain on the tools by indicating how much of the impact energy is used for breaking rock and how much is reflected back to the tool string. Tool load indicator shows the tensile stresses affecting on the tool string, which helps to avoid underfeed in weak rock and excessive wear of drilling tools. Feed level indication shows whether drilling is being done within the specified feed range — a key parameter for excellent hole quality and long tool life.

"I realize this is a bold statement, but we believe RockPulse™ is a truly groundbreaking solution that marks the beginning of a new era in top-hammer drilling," concluded Viitaniemi.



The add-on system integrates directly with the rock drill and its control system, and can be used for drilling process optimization in varying rock conditions.

Photo courtesy of Sandvik



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Integrated technology lowers ownership costs and improves drilling efficiency for Cat® MD6250 blasthole drill

The new Cat® MD6250 blasthole drill delivers optimum drilling efficiency in single- and multi-pass applications for both rotary and down-the-hole (DTH) modes. Featuring automated operation, the drill runs within ideal operating parameters for maximum bit life, hole accuracy and reduced total cost of ownership. A sculpted frame design boasts heavy cross bracing in high-load areas for maximum machine longevity, while the box section provides optimum structural rigidity. The machine's four leveling jacks, mast pivot and deck are all welded integrally to the main frame for maximum durability and long life.

The new MD6250 drill is application-built for efficient drilling of 10- and 12-m (32.8- and 39.4-ft) benches, including angle drilling for cast blasting, making it the ideal drill for mining, quarrying and heavy construction applications. A true global machine, it is EU compliant, GOST certifiable, AUS compliant, CSA certified, MDG15 and MDG41 aligned, meeting emissions standards for any region, and meeting over 30 ISO standards.

Efficient hard & soft rock drilling

Offering superior performance in both DTH hard rock and rotary soft rock applications, the flexible machine drills hole diameters reaching 6 to 9.8 in (150 to 250 mm) with bit loads of 49,210 lbs. (22 321 kg) and 71,993 lbs. (32 655 kg) respectively for the 36.7-ft (11.2-m) and 44.6-ft (13.7-m) masts. The drill delivers single-pass hole depths of 36.7 ft. (11.2 m) and 44.6 ft. (13.7 m) and the 36.7 ft. mast is capable of drilling multi-pass hole depths reaching 176.7 ft. (53.6 m), while the 44.6 ft. mast drills multi-pass depths of up to 124.6 ft. (37.9 m).

Highly maneuverable and flexible, the MD6250 features angle drilling from 0 to 30 degrees in 5-degree increments. It has an approach angle of 15 degrees for easy ramp access and loading, while the machine is capable of climbing up to 26-degree grades to get to the bench. Featuring track counter rotation for increased maneuverability, the versatile drill can be equipped with either 23.6 in (600 mm) triple grousers for hard rock applications or 29.5 in (750 mm) triple grousers for working in soft rock. Three-point oscillating suspension allows the machine to negotiate rugged terrain without transferring excessive torsional forces to the main frame.

High-powered performance

The new MD6250 drill's high-powered power train features the Cat C27 ACERT™ engine with an 879 hp (655 kW) power rating at 1800 rpm that can be

configured to meet any emissions regulation for any region throughout the world. Variable air volume provides up to 50 percent less engine load to significantly increase fuel efficiency. Engine and air intake filters boast 500-hour service intervals help to lower long-term operating costs.

Built for drilling in a variety of extremes, the MD6250 delivers reliable operation at elevations as high as 15,000 ft. (4,750 m). Standard ambient temperature operation ranges from 30° F (-1° C) to 125° F (52° C), while available arctic temperature packages enable working in subzero temperatures reaching -40° F (-40° C).

To meet site needs, the new drill can be equipped with a variety of compressors — all boasting variable volume control. For DTH drilling, operations have compressor choices of 1,350 ft³/min (38.2 m³/min) @ 500 psi (34.4 bar) or 1,500 ft³/min (42.2 m³/min) @ 350 psi (24.1 bar). A 2,000 ft³/min (52.6 m³/min) @ 125 psi (8.6 bar) compressor is standard for rotary drilling.

Technology improves drilling accuracy

The new MD6250 drill comes with a variety of standard and optional auto drilling features to ensure drill pattern and depth accuracy, thus operations can lower explosives costs, improve blast performance and optimize muckpile uniformity to reduce downstream processing costs. An optional auto drill assist controls every step of the drill cycle to simplify the operator's job and improve accuracy. Standard Cat Product Link™ technology enables operations to improve fleet management through customizable reports and mapping.

To further boost drilling efficiency, sites can choose from an available Autonomy Group that includes Cat Command and Terrain. Command for drilling offers options for semi-autonomous drilling of single row missions and ultimately fully autonomous drilling for multi-row missions. Cat Terrain provides precision machine guidance, ensuring that every hole is accurately placed, drilled to the proper depth and angle, and able to stand up until blasting.

Operating comfort and safety

Featuring the latest Caterpillar design, the new MD6250 drill boasts a spacious FOPS cab with 32.4 ft² (3 m²) of floor space and integrated operator's station. Rubber shock-mounts absorb mechanical vibration from drilling and lower exterior noise to the operator's ear. Joystick controls with full instrumentation and dual 10-in (254-mm) color touch screen



Cat® MD6250 blasthole drill delivers optimum drilling efficiency in single- and multi-pass applications for both rotary and DTH modes.

Photo courtesy of Cat

displays improve operator productivity. A fabric seat, or a leather power seat with heat and ventilation, both include recline, tilt and lumbar support for comfort. The HVAC system features positive pressure and filtration for clean air quality and a new floor vent for improved operator comfort.

A camera mounted on the mast provides the operator full view of the pipe carousel/top drive operation, while cameras at the front and left sides of the drill offer a 360-degree view from the operator's seat for improved operating safety. A full-length window offers an unobstructed view of the drill deck, while large cab windows surround the operator to offer excellent visibility of the work area.

Caterpillar automates blasthole drills

Caterpillar demonstrated an autonomous blasthole drill earlier this year at the Caterpillar manufacturing facility in Denison, Texas, in preparation for commercial launch of the Cat® autonomous drilling system later this year. The autonomous system, a capability within Cat Command for drilling, will be available for Cat and other brands of drills. The system is designed for easy integration with other brands of drills and is configured so that the manual controls remain functional and ready for use when needed.

The Cat autonomous drilling system builds on automated functions — Auto Mast, Auto Level and Auto Drill — of-

fered on Cat drills and designed to reduce drilling variability between operators and to provide more drilling consistency. For drill guidance, the system builds on Cat Terrain for drilling, which incorporates satellite positioning technology to show the operator the locations of the holes to be drilled. Terrain helps the operator drill a precise pattern as a result of precise positioning.

The next step up in drill automation is the semi-autonomous system. This system allows the operator to position the drill at the beginning of a row of holes and then to set up the machine to drill the entire row autonomously. While

the drill works autonomously, the operator can tend to other tasks or set up another drill to drill a row autonomously.

An optional arrangement includes a remote operator station that can be located near the bench or in a remote location. This allows a remote operator to position the drill at the beginning of the next row and start a new cycle again, or to manually drill holes from a remote location.

Going forward, the autonomous technology offerings will grow to reach a broad range of drill models. Also, the technology will evolve to feature Auto-Multi-Pass drilling, multiple row autonomy and obstacle detection.

New Ranger DXi series – take a bigger piece of the pie

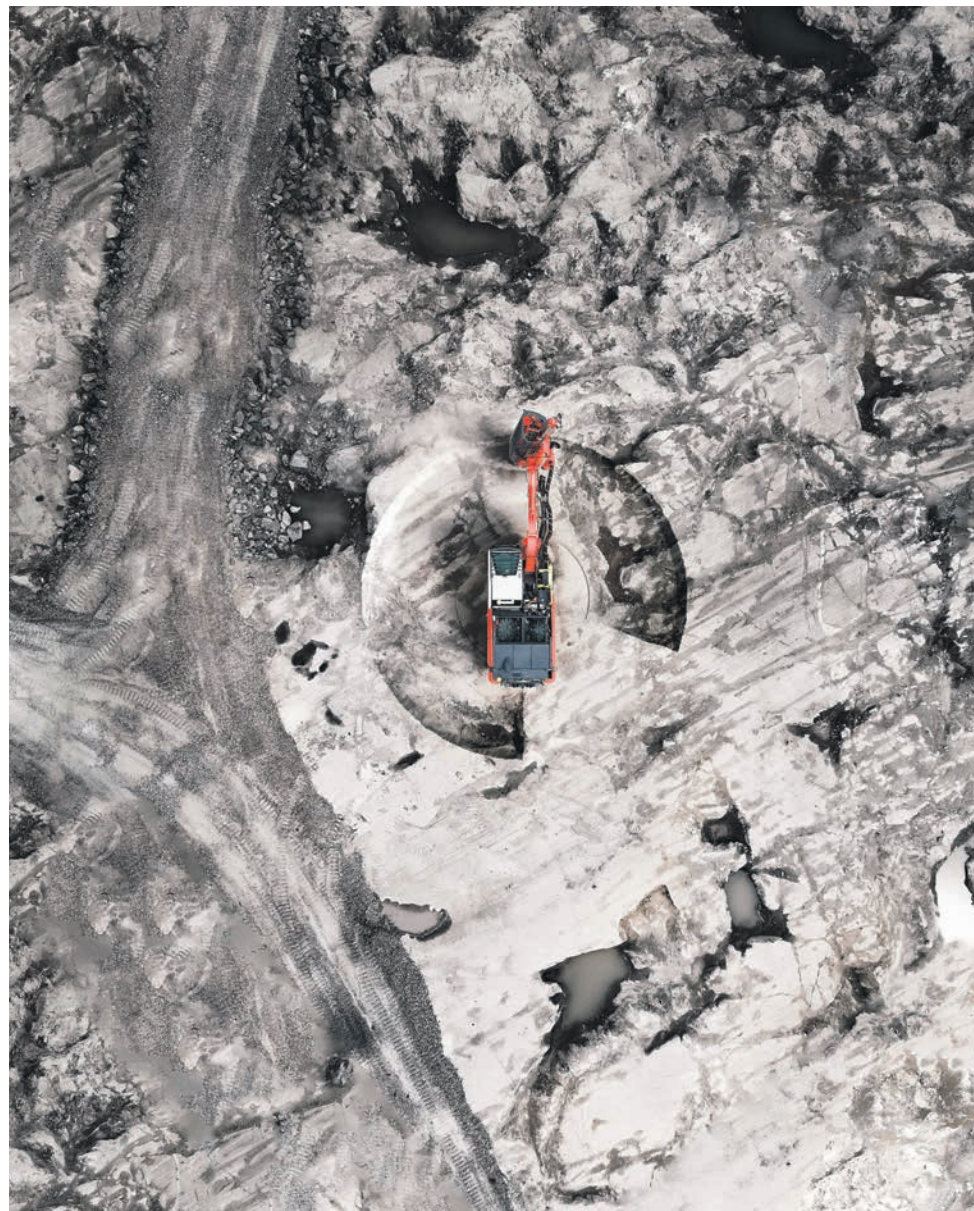
New Ranger DXi series pushes boundaries with several new superior features for improving the drilling process: a 592 square foot (55 square meters) drilling coverage area equipped with the most powerful new rockdrill. Sandvik-style intelligence and highest fuel efficiency makes this drill rig the most powerful and efficient top hammer drill rig in its class. It represents a totally new revolutionary generation of the Ranger product family.

Sandvik Mining and Rock Technology has worked with drilling solutions for more than 50 years. The Ranger DX top hammer drill rigs with counterweight revolving superstructure and ultimate stability enable excellent drilling coverage. These features make Sandvik a pioneer in getting the job done even in the most challenging conditions with lowest production costs.

All the Ranger DXi-series top hammer surface drill rigs feature a revol-



In the new cabin, there is also room for a trainer behind the operator seat.



The new Ranger DX900i with 290-degree reach saves working time and minimizes the need to reposition the rig.



Ranger DXi rigs are extremely mobile, thanks to a low center of gravity and high tramping power.

Photos courtesy of Sandvik

ing superstructure. The new Ranger DX900i with 290-degree reach saves working time and minimizes the need to reposition the rig. Despite the rig's ability to rotate, its counterweight structure ensures stability by maintaining weight opposite the boom. Ranger DXi rigs are extremely mobile, thanks to a low center of gravity and high tramping power.

New innovations lead the way

Higher productivity is guaranteed with all the new features, such as:

- 290 degrees revolving upper structure
- New rockdrill family with 21-27 kW
- Sandvik GT 60 tools enable higher productivity with straighter 92-127mm holes
- Beat difficult rock with well-known iTorque control system

Enjoy remarkable silence in the iCab cabin

Operator ergonomics and low cabin noise have been the focus areas in developing this new iCab cabin. New user interface has been developed based on experience of several customer trials. Positive feedback has been received from good ergonomics and easy to use joysticks and control panels. In the new cabin, there is also room for a trainer behind the operator seat. Thanks to long and successful co-operation with VTT, Finnish Technical Research Center, Sandvik has been able to lower the noise emission into the level never seen before in this type of drill rig.

Bulk handling equipment manufacturer expands operations in UK and Scandinavia

A world leader in bulk material handling solutions has expanded its UK and Scandinavian operations, allowing it to offer wider service, faster equipment delivery and extensive employee training to customers. Martin Engineering's new facility located near Mansfield, Nottinghamshire (UK) includes a new office, training center, production area and warehouse. With its expanded team of knowledgeable industry professionals, the company will partner with UK and Scandinavian customers to offer solutions to common material handling problems, while at the same time improving the work environment with safer equipment and detailed training seminars. The result is a highly responsive unit committed to improving efficiency and compliance, while minimizing customer operating costs.

"The UK and Scandinavia are centers of excellence when it comes to bulk material handling and processing," said Robert Whetstone, Martin

Engineering's European vice president. "It's exactly the kind of market that benefits from the innovations in products and services for which Martin Engineering is known."

Since 1944, Martin Engineering has designed, engineered and manufactured heavy-duty conveyor components and material flow aids with a focus on safety, efficiency and ease of service. The company has had offices and manufacturing in the region for more than 30 years, and has established a reputation for premium quality equipment and expert service throughout Northern Europe in a wide range of industries, including heavy building products, mining, cement, steel production, fertilizer, power generation, recycling, food, railheads, ports and bulk storage industries.

Working from a purpose-built production facility, products including air cannons and belt cleaners will be manufactured at the new location. Also housed there will be factory direct



L - R: Richard Housechild (customer service), Wayne Crossland (service tech), Aaron Bartram (GM) and Dave Harasym (field sales mgr.)

Photos courtesy of Martin Engineering



A technician mills a belt cleaner blade prior to installation.



Belt cleaners are among the products that will be manufactured at the new location.

equipment and spares for Martin Engineering bulk handling solutions to be quickly dispatched to any area in the region to keep customer plants running efficiently and safely, while reducing expensive downtime.

Martin Engineering's ability to deliver operational and safety training that is specific to the region's strict occupational and workplace regulations is an important asset to bulk handlers in the region. Using its Foundations™ reference book, now in its 4th edition, the firm's experts train customer employees on the function, maintenance and safe operation of conveyor systems. In addition, the company's Foundations for Conveyor Safety presents more detailed concepts specifically focused on safety regulations and procedures. The entire program is designed to maximize operators' understanding of current equipment and technologies, help improve system performance, reduce downtime and minimize hazards.

Appointed as general manager to head up the team, Aaron Bartram is a UK native who has been part of Martin Engineering's recent launch of the Mr. Blade® program, a unique service which

ensures clean conveyor belts at all times. Bartram's 30 years of experience running major production operations in the heavy building products sector will be invaluable to the success of the new endeavor.

Also bringing their experience to the team are customer service representative Richard Housechild and service engineer Wayne Crossland. Housechild will

be accommodating the growing sales demand of the UK market and Crossland will be on sites installing and servicing customer equipment.

"The expanded Martin team is already working with a number of customers in the region," said Whetstone. "Now that we've bolstered our staff and opened the new facility, we're geared up to achieve our ambitious growth plans."

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On the front lines with Fisher Phillips:

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Pamela Williams

“Flagged,” you’re it? Will OSHA inspect your workplace if you electronically report injury and illness data after July 1?

The Occupational Safety and Health Administration just warned employers that it will take note of worksites that electronically report their 2017 OSHA 300A information after the July 1, 2018, deadline. The agency offered this caveat for unwary employers:

Employers can continue to electronically report their Calendar Year (CY) 2017 Form 300A data to OSHA, but submissions after July 1, 2018 will be flagged as “late.”

The 2017 OSHA 300A data was required to be submitted by July 1, 2018. This requirement stems from a

new rule (effective January 1, 2017) that requires certain employers to electronically submit injury and illness information — including that found on the OSHA Form 300A Summary of Work-Related Injuries and Illnesses and OSHA Form 300 Log of Work-Related Injuries and Illnesses — directly to OSHA over the next several years. Under the rule, employers were required to submit their OSHA 300A forms for 2016 to OSHA by December 15, 2017, although OSHA accepted submissions until December 31, 2017. OSHA is not currently enforcing the

rule’s provisions relating to OSHA 300 log and 301 form information.

Who is Required to Report the 300A Information?

OSHA’s website provides a helpful list of categories of employers that are not required to electronically provide the requested data. Specifically, the following worksites are not subject to the reporting requirement:

Only a small fraction of establishments are required to electronically submit their Form 300A data to OSHA. Establishments that meet any of the following criteria DO NOT have to send

their information to OSHA. Remember, these criteria apply at the establishment level, not to the firm as a whole.

- The establishment’s peak employment during the previous calendar year was 19 or fewer, regardless of the establishment’s industry.
- The establishment’s industry is on the list, regardless of the size of the establishment.
- The establishment had a peak employment between 20 and 249 employees during the previous calendar year AND the establishment’s industry is not on the list



Empire Series Stationary Plant

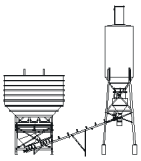
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Just how loud is too loud for employees on a worksite?

Source: ehstoday.com
/ David Sparkman

According to the Occupational Safety and Health Administration (OSHA), the problem of ear-damaging worksite sounds is more widespread than you might think, and both employees and employers are paying the price.

At least 22 million workers are exposed to potentially damaging noise at work each year, OSHA reports. In 2017, employers were required to pay \$1.5 million in penalties for not protecting workers from noise. OSHA also estimates that approximately \$242 million is spent on workers' compensation claims for hearing loss.

Each time an employee files a claim for occupational hearing loss

(as opposed to traumatic hearing loss), the claim primarily relies on lay testimony and on the largely uncorroborated statements from the claimant that the noise at work is "loud," notes attorney Alexis Hatten of the Goldberg Segalla law firm.

"In many cases, those statements alone, along with a doctor's report that generally states 'claimant is exposed to noise at work' is sufficient to establish the claim," she says. "After all, the judge cannot hear what the claimant hears. Defense counsel cannot hear what the claimant hears. The claimant's doctor cannot hear what the claimant hears."

In 1981, OSHA adopted regulations requir-

ing employers to create a Hearing Conservation Program in situations where workers are exposed to a time-weighted average noise level of 85 A-weighted decibels (dBA) or higher throughout an eight-hour shift.

These Hearing Conservation Programs require employers to measure noise levels, provide free annual hearing exams and free hearing protection, provide training, and conduct evaluations of the adequacy of the hearing protection equipment unless changes to tools, equipment and schedules are made to reduce exposure below the 85-dBA level.

OSHA's maximum permissible (as opposed to day-long average) exposure limit is 90 dBA for all workers for an eight-hour day. In addition, the OSHA standard employs a 5-dBA exchange rate. This means that when the noise level is increased by 5 dBA, the amount of time a person can be exposed to a certain noise level to receive the same dose is cut in half.

Measuring up, or down?

These decibel levels may not be that hard to reach on occasion, but for a charge to stick they must be sustained throughout the workday. By way of example, an average factory produces at least 80 dBA, a car wash at 20 feet is 89; propeller plane fly-over at 1,000 feet is 88, a diesel truck at 40 mph at 50 feet is 84, a diesel train at 45 mph at 100 feet is 83, a milling machine is 85 and even a food blender registers 88.

The National Institute for Occupational Safety and Health (NIOSH), the federal agency responsible for research and recommendations to prevent work-related injuries, recommends that all worker exposures to noise should be controlled below a level equivalent to 85 dBA for



What Does OSHA Mean by "flagged"?

OSHA's use of "flagged" to describe how it will mark late reports is unusual and its intent in using that phrase is unclear. As a preliminary matter, it would be virtually impossible for the agency to know and identify every establishment in the country where reporting is required. How would OSHA know specifically how many employees worked at the site, on average, during the last calendar year (e.g., it doesn't have access to OSHA 300 log information)? What if your establishment wasn't required to report?

Further, OSHA likely would not have the time or resources to conduct inspections at every location that reported late. The recent (2015) adoption of the amputation and in-patient hospitalization rule (among others) has shown that OSHA is overwhelmed by employer referral inspections.

Rather, if the agency becomes aware of an establishment's non-compliance, OSHA may send a letter asking the employer to comply timely with the rule in the future. If it fails to do so, OSHA may conduct an inspection and possibly issue citations. OSHA, of course, will likely also continue to ask for verification of electronic reporting when conducting an inspection unrelated to that particular violation.

OSHA's use of "flagging" appears to be a rare, publicly distributed warning signal to employers that file the required information late. However, the warning appears to have little teeth, as OSHA's resources are stretched and the agency likely won't initiate inspections based on the failure to timely report alone.

Travis Vance is a partner in the firm's Charlotte office. He can be reached at tvance@fisherphillips.com or 704•778•4164. Pamela Williams is a partner in the firm's Houston office. She can be reached at pwilliams@fisherphillips.com or 713•292•5622.

* Please note that some State Plan States have different contest periods and rules; consult with legal counsel.

eight hours to minimize occupational noise-induced hearing loss.

Hatten says the first thing for an employer to do after receiving notice of a hearing loss claim that you wish to challenge is to obtain a professional noise reading completed as quickly as possible by an occupational health and safety specialist or technician specializing in collecting and analyzing data on many types of work environments.

"If the average decibel levels are below 85 dBA, you have the best possible proof that the claim-

ant was not exposed to noise loud enough or consistent enough to cause hearing loss," she points out.

The report then can be entered into evidence much like a vocational rehabilitation report. However, given that this report may need to be authenticated, and the specialist or technician may need to testify, these tests should be run as soon as possible, and the report provided to defense counsel.

The report should also be provided to an independent medical examination doctor for

comment on the possibility that these particular noise readings could cause the employee's hearing loss.

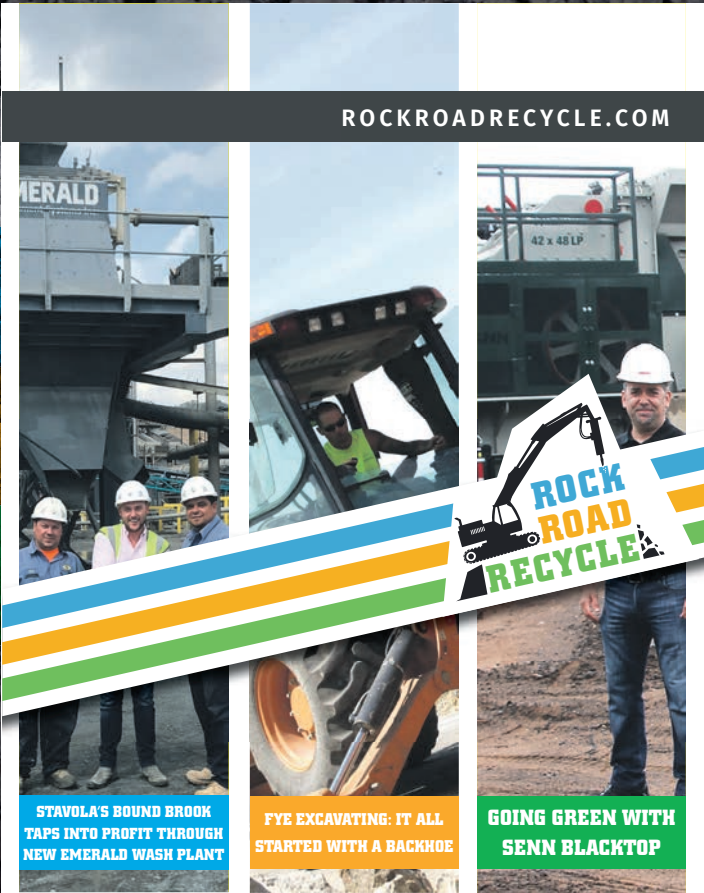
"If your noise readings are under the industry standard 85 dBA (and, of course, the lower the noise readings are, the better), it is hard to imagine that any judge would ignore these scientific readings to establish a hearing loss claim based on claimant's vague descriptions of 'loud' noises," Hatten concludes. "You can, and should, deny such a claim confidently."

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Process equipment manufacturer celebrates opening of North American headquarters

LEBANON, PA — Process equipment manufacturer Van Tongeren America recently celebrated the opening of its North American headquarters in Lebanon, PA. Set in the state's historic manufacturing heartland, the Van Tongeren headquarters encompasses engineering, design, sales and technical support services for the company's lines of particle classifiers, cyclone separators and bag filter dust collectors for the aggregate, mineral, petrochemical, and other process industries, as well as for its Fluidized Catalytic Cracking Cyclones for the oil refinery industry. The company dates back to 1927 when Hermannus van

Tongeren founded the global company in Holland to offer his breakthrough cyclone technology for dust collection, which continues to form the engineering basis of nearly all industrial cyclones currently in use worldwide.

The North American operation employs a full-time staff of 12 engineering and technical sales professionals and offers a track record spanning hundreds of active installations in the United States and Canada. Highly regarded for its in-house engineering services among a growing community of in-the-know process engineers, Van Tongeren custom designs and manufactures its air pollution control sys-

tems and equipment for maximum efficiency and productivity based on the goals and end product targets for each, individual application. Advanced, 3-D

solid modeling, finite element analysis and other design techniques are commonly included.

Telsmith's T900 cone crusher ideal for high tonnage applications

MEQUON, WI — Telsmith, Inc., a leading manufacturer of mineral processing equipment, has designed and engineered a 900-horsepower cone crusher solution for aggregate and mining operations.

The T900 provides all of the benefits of the Telsmith T-Series™ cone crusher product line, but with increased volume capacities, making it ideal for high tonnage production in tough hard rock mining and aggregate operations.

T900 offers up to a 15-inch feed size and can be placed in the secondary and tertiary position in the circuit. With a capacity throughput range from 500 to 2,134 mtpd and largest in-class clearing stroke 10.0" (254mm), the T900 is the perfect fit for processing material for ball mill feed in mining applications or crushing and sizing material in aggregate operations.

Safety and uptime have been engineered into the T900 Cone Crusher by adding large clearing circuits that are designed to safely and quickly allow uncrushable materials to pass, avoiding costly damage and associated downtime for repairs. The patented anti-spin feature prevents head spin to help extend manganese service life. Like other key components, it's mounted on top of the machine for safe, top-service access.

The T900 also includes Telsmith Inc. patented hybrid bearing technology that provides the ability to crush at lower horsepower from improved lift that helps carry the crushing forces when compared to roller bearing machines. Engineered to hold up to tough, abrasive aggregate and mining processes, the T-Series cones with hybrid bearings that deliver tested productivity, safety, and ease of maintenance with maximum uptime.

T900 Cone Crusher's anti-spin operates with pressure lubrication oil, eliminating the need for a gearbox, separate hydraulic circuit, and associated maintenance. The use of a single bowl for all liners over its range of operation helps reduce downtime and inventory costs while allowing optimum versatility, flexibility, and efficiency in any aggregate application.



The T900 provides all of the benefits of the Telsmith T-Series™ cone crusher product line, but with increased volume capacities, making it ideal for high tonnage production in tough hard rock mining and aggregate operations.

Photo courtesy of Telsmith



Van Tongeren's headquarters encompasses engineering, design, sales and technical support services for the company's lines of particle classifiers, cyclone separators and bag filter dust collectors for the aggregate, mineral, petrochemical, and other process industries.

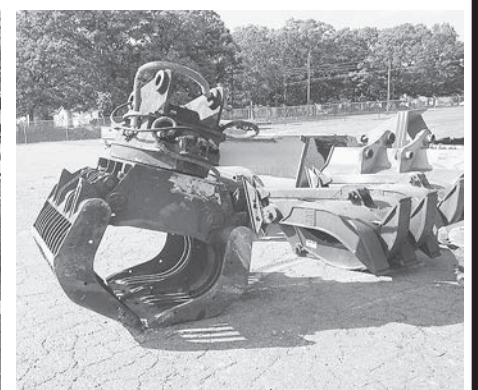
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Grapples



A big hammer with even bigger advantages ~ introducing the new Sandvik RH560

Sandvik combines the best in DTH drilling, both in performance and price, with the launch of the new Sandvik RH560 DTH hammer.

Sandvik RH560 comes as a real innovation for the drilling industry, delivering a long service life that reduces drilling costs. It combines all the reliability of Sandvik RH460 with the simplicity of Sandvik RH510 to provide customers a proven solution.

The enhanced air cycle and piston design deliver the higher striking power, while fewer internal parts provide outstanding reliability, minimizing failures and downtime.

Many mining companies want to reduce their cost and increase their productivity by using premium hammers without a foot valve, as some consider it to be less reliable. Sandvik RH560 arrives as an ideal alternative for those who want Sandvik quality hammers without foot valve design.

Sandvik RH560 delivers another boost for productivity. In tests in varying rock condition, the new design has been proven to deliver up to a 15 percent increase in penetration rate, with smoother collaring and straighter blastholes. The new hammer provides greater advancement, improved profile-control and reduces overall costs.

Higher power output comes from lower air consumption. The hammer improves reliability and economy through optimized air consumption, increasing power and improving lubrication. This enables the drilling of larger holes at the same speed as a smaller hole with a standard hammer, delivering further cost savings.

Now customers can increase drilling productivity while enjoying the reliability and simplicity of the new design. Sandvik RH560 delivers the high impact and energy transfer needed to keep customers and their crews going.



The enhanced air cycle and piston design deliver the higher striking power, while fewer internal parts provide outstanding reliability, minimizing failures and downtime.

Photo courtesy of Sandvik

Volvo CE appoints Peter Jordansson to SVP of purchasing and supplier management

Effective October 1, 2018, Peter Jordansson will take up the position on the Executive Management Team (EMT), reporting to Volvo CE President Melker Jernberg. With more than 20 years of experience in logistics and transport, Peter has worked with some of the biggest names in Sweden including Volvo Group, Scania and most recently steel company SSAB.

Peter's new role will mark his return to Volvo CE after he previously held a management position at the company. In his new position as SVP, he will promote the needs of the supply chain in the company's strategic discussions.

Volvo CE President Melker Jernberg comments, "I am really pleased to welcome Peter to the Executive Management Team. Peter has had strong track records of managing the full supply chain in different industries, from operational level to strategic level. The supply chain is a critical part of our overall business and we see a need for the Purchasing function to get more focus by being directly represented in

Volvo CE's strategic discussions."

Peter's first logistics position came in 1994, at AQ Segerström & Svensson – a company based in the same town as Volvo CE's manufacturing facilities in Eskilstuna. In 2003 Peter joined Scania

as Production Planning Manager, and later Manager of Logistics for Scania's engine assembly facility in Södertälje. He then spent two years working for Volvo CE as Manager Logistics at the Arvika facility, before re-joining Scania as

Purchasing Director at the company's Buses & Coaches division.

Prior to joining Volvo CE, Peter's most recent

roles have been at SSAB, where he has been leading its supply chain and purchasing and sourcing development.

Peter will be based at Volvo CE's Gothenburg headquarters when he takes up his position later this year.



Volvo CE appoints Peter Jordansson to SVP of purchasing and supplier management.

Photo courtesy of Volvo CE

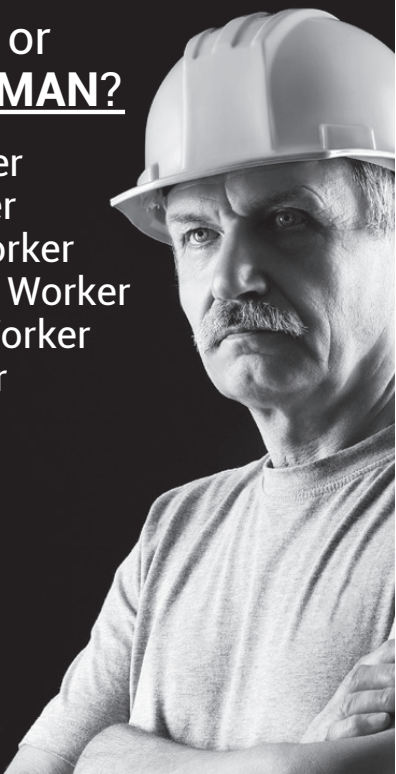
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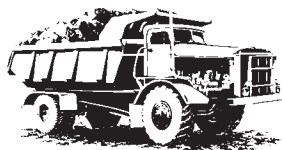
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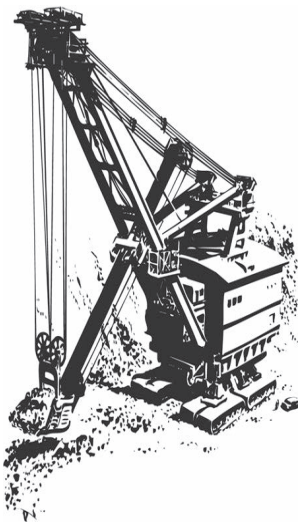


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Prairie Dawg Practical by Tim Holmberg, DEMI Equipment

Hey Prairie Dawg, “What about drones”

Are you a person who is always trying to keep up with the latest technologies? If so, do you wait a bit and let the product gain some consumer confidence — as well as wait for all the little gremlins to be discovered that could be problematic? I'm always curious as to how much technology really finds its way into our everyday lifestyles — whether we want it or not — and if it will come back to haunt us or forever benefit generations to come.

Is this technology just a craze, or is nothing going to stop it from being used in just about every industry, culture and inevitably every household?

I remember first hearing the word “drone” and instantly thinking of some sort of sci-fi “Terminator” movie, where the robotic device was virtually indestructible and becomes smarter every day it survives on earth. The next introduction to the word drone — in a real-life application put to the ultimate test — was with the U.S. military and the Gulf War when soldiers were able to pinpoint missile destination targets with tremendous accuracy due to an undetectable drone providing laser point coordinates. From an elaborate war room with wide screen imaging monitors on ships positioned over 200 miles away from the determined targets, a drone can enter through a pipe air duct in the roof of a bunker and completely destroy the threat within — all while the soldier was controlling everything from a cushioned chair in that sophisticated room completely out of harm's way.

Can these drones work in the aggregate and mining service industry? If they can be so purposeful a tool in the military, I think they definitely can be of value.

- How about a drone capable of delivering tools and parts high atop an asphalt cement/lime or frac sand silo?

Can you imagine not having to carry anything all the way to the top of one of these silos? Think of the added safety value; especially in a fatigue-factor where carrying heavy parts can be extremely exerting to the person who isn't used to climbing up these every day. Instead they can save that energy to perform the actual repair tasks at hand. I would guess this might add some efficiency as well.

- What about checking an elevated structure for a known damaged area that may not be fully accessible with a manlift, but the drone can get right at the location and provide both video and still picture details without having to shut the equipment down?

- They say drones will eventually be delivering parts so one day soon we may see parts being raced across town or even to a remote destination that is hard to get to by automobile due to traffic congestion. Excessive miles through mountains and around rivers or streams are eliminated because the drone is capable of straight line deliveries, making wrong parts or missed tools not such a big dilemma.

- Lastly, a large enough drone may one day offer lifting capabilities like that of a large mechanics service crane or — who knows? — maybe even a larger 50-ton rough terrain crane. Wouldn't it be great to get out the remote control and send the drone overhead and hook up that 100-horsepower electric motor and set it over there on the crusher chassis while the mechanic easily stabilizes the movement and sets it right down into place as the operator sees everything live from the camera, sending video to the notebook screen, while the entire process is being recorded and later utilized, should it be required.

When it comes to technology in these technologically advanced times, you

never want to limit your thinking ability and say there is no way that would ever work. Quite possibly, a very few short years later you may be amazed when what you had once deemed impossible is now right in front of your eyes, doing the possible. I am often amazed how creative this drone-captivated society has become in pushing the envelope to see what amazing task can be achieved next — like one day delivering packages door to door or searching for lost items or persons in twice the speed, if not more, and doing it without leaving your seat. And yes, it is fair to say that drones have now been around long enough to have most of their once troubling issues resolved, and it should be safe to purchase a used one or a less-expensive new one and still be much further advanced than when they were first released for general public utilization.

Please, if you enjoy these random aggregates and quarrying equip-

ment-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.

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Volume 39 No. 11

August 2018

**445 inches of snow tests
resiliency of
snow removal company**



- Snow removal
- Technology



445 inches of snow tests resiliency of snow removal company

On the cover:

The stress and challenges that Mammoth Lakes' extreme snow-falls bring gives Eastman satisfaction at the end of the day.

PG 3

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445 inches of snow tests resiliency of snow removal company

By April, the town had received 445 inches – a far cry from the town's 240-inch annual average.

Photos courtesy of John Eastman

Snow rages across the dark sky, briefly caught by the glow of a streetlamp. Temperatures fall. Mountain winds pick up, building drifts higher. John Eastman crunches the numbers: 400 inches and counting.

Prepare for the unexpected

From November 2016 to April 2017, blizzards blasted the Sierra Nevada mountain town of Mammoth Lakes, CA, elevation 7,800 feet, with hundreds of inches of snow.

"We completed two storm cycles in 20 days," said John Eastman, whose snow removal business, Eastman Homeowner Services, turns cleaning up the wintery aftermath into profit. "The first was a nine-day cycle where we had 13 feet of snow, which is about a foot and a half of snow per day. We had six sunny days to catch our breath, and then we were hit with the second five-day cycle where we got seven additional feet. Twenty feet of snow in 20 days."

That was back in January. By April, the town had received 445 inches – a far cry from the town's 240-inch annual average. Eastman says that while Mammoth Lakes sees high snowfall totals about every 10 years, the snow doesn't usually accumulate in such a short time span.

"When something like that happens, about all you can do is keep up with the removal of snow," Eastman said. "So, a day in the life is just keeping the operators going, keeping the machines going and outlining where they go next."

The right equipment leads to business growth

Thirty-five years ago, at the suggestion of a friend, Eastman left the real estate business and launched his own enterprise, Eastman Homeowner Services, to provide Mammoth Lakes with vacation home maintenance and management services.

"We're about a 5½-hour drive from Los Angeles," Eastman says. "A lot of people have second homes here that they might use for two weeks a year. They're in and out of town so they need someone to take care of their home, particularly in the win-

tertime when we get cold temperatures and heaters might fail, pipes might freeze."

The ski resort town of Mammoth Lakes has a permanent population of 8,324 but receives 1.3 million tourists during the winter months. A surplus of snow beckons coastal dwellers and out-of-state skiers alike — all of whom want their vacation homes cleared of snow and ready for occupancy at any given moment, Eastman explained. So, he added snow removal to his lineup of services in 2002 — a move that he credits with helping save his business.

"I started with a small walk-behind snowblower, and that wasn't very profitable," Eastman says. "Over time, I realized I needed a larger piece of equipment, and that's when I bought my first Bobcat loader. My number of snow removal accounts went from 70 to 400 — huge growth to where I could start making money finally. That one machine turned into 11 machines today and probably another machine next winter."

Consider customer expectations and challenges

Eastman's snow removal routes and priorities constantly shift, depending on which second-home customers are in town. Meeting customer expectations can prove challenging, he said.

"Keep in mind that a lot of people live in Southern California where it's 70 degrees every day," Eastman says. "Their expectation is that if it snows, the very next day that snow should be gone. The problem is, in addition to cleaning the driveway, we also have to clear the snow in front of the garage door and the snow up to the front door, which many times encompasses a stairway. When you get a storm cycle of 13 feet, you shovel it back into the driveway and then you have to clear the driveway again. That's a challenge."

Finding a spot to place all of that snow can also be difficult. The crew must pile multiple feet of snow onto curbs and clearings — sometimes in power-line-high heaps. Eastman entrusts the job to his 11 Bobcat® loaders and SB240 snowblowers, which, he said, allow his operators to easily move through

large amounts of snow and direct the snow into precise locations.

"We can adjust the chute to where you're basically blowing the snow straight up in the air and to either side or in front," Eastman says. "The narrow diameter of the snowblower chute increases the velocity of the snow coming out, leading to a better flow. We haven't come into a circumstance where the chute was not high enough or couldn't get the correct direction."

Towering piles of snow, however, can easily conceal both cars and snow removal crews alike, making travel hazardous, especially in low-light areas. In addition to providing more light for the operators, a side-lighting kit on his M2-Series S650 helps keep Eastman's operators visible to others.

"We're usually working after dark," Eastman says. "The importance of the side-lighting kit is that it's a defensive measure. It lights up our equipment to where other operators and motorists can see us at night."

Hard work creates end-of-day satisfaction

The stress and challenges that Mammoth Lakes' extreme snowfalls bring gives Eastman satisfaction at the end of the day.

"You work as hard as you can from 5 o'clock in the morning until 8 o'clock at night," Eastman said. "When I go to bed, I feel good because I've worked as hard as I could that day and maybe I didn't get everything done, but I did the best I could, as did my crew."

Once spring chases away the winter weather, Eastman is able to remember again why he lives where he does.

"The snow removal and property management business allows me to enjoy the country," Eastman says. "It's high in the Sierra Mountains. There's a variety of different hiking opportunities that you can take and just see beautiful mountainous country. It's just a beautiful place to live."



Ryan L. Furman,
CPA

Getting to the bottom line

With Dannible & McKee, LLP

Tax reform's impact on a contractor's entity selection

by Ryan L. Furman, CPA

The recent passing of the Tax Cuts & Jobs Act, with the dramatic reduction in the corporate tax rates, warrants a close analysis of the proper entity structure for every company to ensure that the income generated by the company receives the most advantageous tax treatment. In this regard, many businesses should analyze the benefits of converting the entity, currently taxed as an S corporation, to a C corporation.

In most cases, revoking the company's Subchapter S election and operating as a C corporation would not be beneficial for the company, despite the reduced Federal income tax rate of 21 percent applicable to C corporation income. This is due to the double-taxation that continues to occur for C corporations, even under the recently enacted tax legislation.

S Corporation Structure

As a Subchapter S corporation, the income generated by the company, after the payment of "reasonable compensation" to the shareholder-employees, is passed-through to the individual shareholders pro rata based on their respective ownership percentages and is then taxed at their effective individual Federal and state ordinary income tax rates. To the extent available in cash, these corporate earnings may then be distributed to the individual shareholders. Assuming that the shareholders have an adequate basis in their S corporation shares, these distributions are tax-free to the recipients.

Included in the 2017 Tax Cuts and Jobs Act, a new 20 percent Qualified Business Income Deduction (QBID) is available on most pass-through income received by shareholders in a non-service based S corporation. While the regulations related to the 20 percent QBID have yet to be finalized, it is currently believed that any contractor, architect or engineer incorporated as an S corporation would be eligible for this deduction.

The earnings paid out to the shareholder-employees of the company as wages are subject to both ordinary income taxes and to self-employment taxes (FICA) at the individual level. It is important to note that while the pass-through earnings of an S corporation are not subject to self-employment taxes, the compensation paid to the shareholders performing substantial services within the entity must be reasonable (i.e. not set artificially low so as to avoid the imposition of FICA taxes). The determination of reasonable compensation is based on a "facts and circumstances" test, which often looks to comparable salaries for the performance of similar services within the specific industry.

Based on the above rules, an S corporation shareholder would pay a maximum marginal rate of 29.6 percent (37 percent Federal rate less 20 percent QBID) on S corporation earnings after reasonable compensation.

C Corporation Structure

For entities organized as a C corporation, the new Federal tax rate of 21 percent will apply to the taxable income generated by, and retained in, the entity. Again, shareholders that are providing substantial services to the company would need to receive a reasonable salary. The income not paid out as wages that are distributed to the shareholders would

then be taxed as qualified dividends, subject to a 15 or 20 percent tax rate, and possibly the 3.8 percent tax on net investment income. As a result, the tax paid on earnings would be double-taxed, resulting in a maximum federal rate of 44.8 percent (21 + 20 + 3.8 percent).

Conclusion

For businesses that commonly distribute the majority of current earnings to shareholders, taxation as a C corporation would not be advantageous to the company, as it would result in additional tax on the earnings generated.

In addition, it is important to note that an additional benefit of operating as an S corporation is the ability to increase each shareholder's basis in their stock, as pass-through income increases basis. This increase in basis is offset by shareholder distributions. However, the retention of some income in the company, whether for growth, fixed asset additions or debt payment, typically causes a shareholder's basis to increase over time. The same is not true in the case of a C corporation, where a shareholder's basis remains fixed at the amount paid to initially acquire their shares. This is yet another tax benefit of operating in the S corporation structure because basis ultimately reduces the capital gains to be recognized on the sale of shares in the company.

Alternatively, earnings accumulated within a C corporation will only be subject to the 21 percent corporate tax rate. The 20 percent long-term capital gains tax on dividends and 3.8 percent net investment income tax would not be assessed until the accumulated earnings were eventually distributed as dividends or until the shareholder sold their shares of the corporation.

The most beneficial entity structure will depend on your short-term, mid-term and long-term plans for distributions (dividends), stock ownership and business growth. No single solution will work for every situation. If you reasonably expect to maintain a significant portion of earnings within the corporation for a long period of time, the 21 percent Federal corporate tax rate would be more advantageous than the blended 29.6 percent tax rate for S corporation shareholders qualifying for the QBID deduction. For shareholders of S corporations that do not qualify for the 20 percent QBID deduction, the maximum Federal tax rate is 37 percent, a differential of 16 percent compared to a C Corporation that will accumulate earnings instead of making distributions. Not discussed in this article, but equally important, is the impact of entity selection on state taxation.

Regardless of your current entity structure, it is important that you consult with a tax professional to determine the impact of the new tax law changes on your entity structure. The facts and circumstances of each business are unique and will impact the determination of which entity structure best suits current operations and practices.

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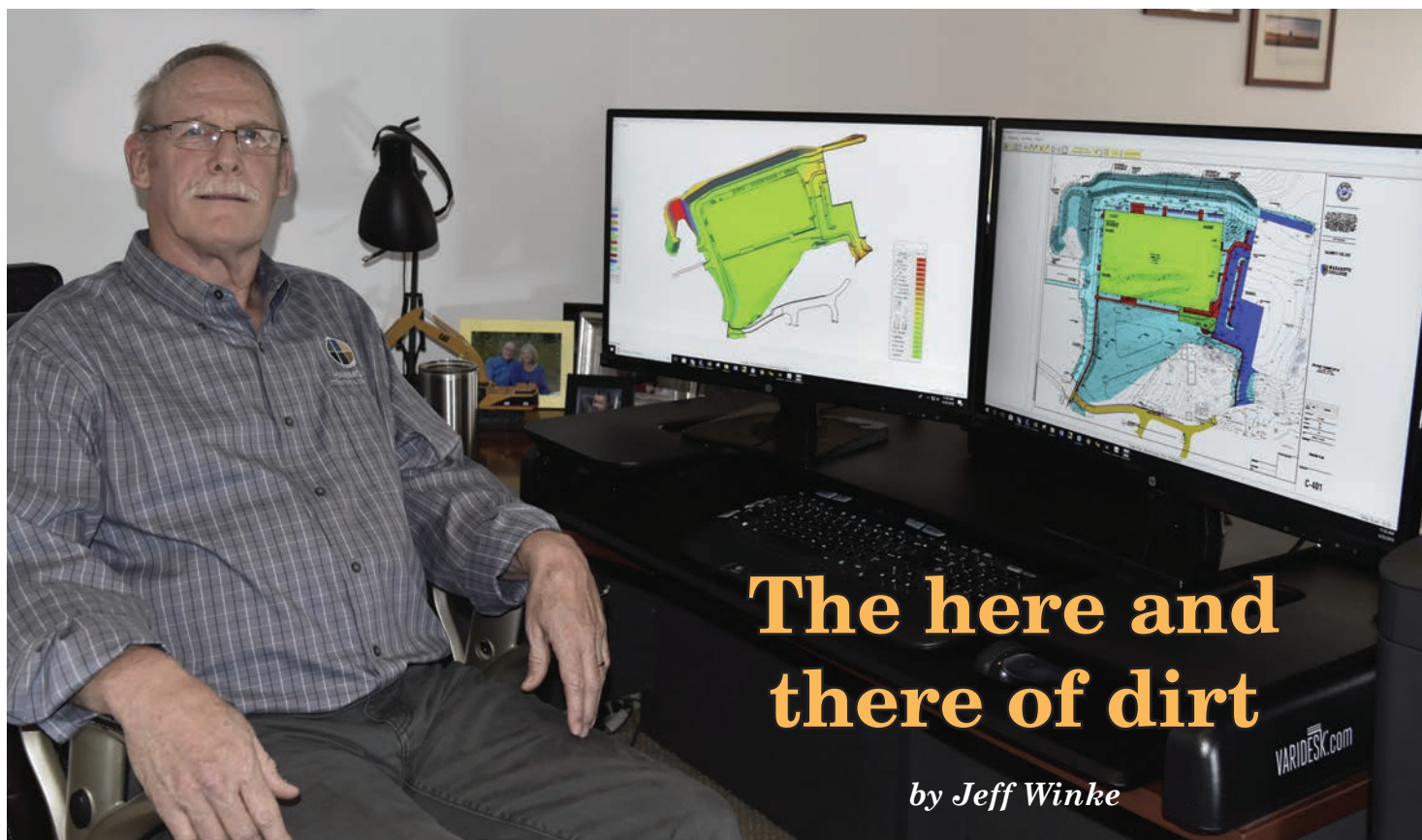
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In the early 2000s, Jim Hammond did something historic in his life. He decided to shift away from his highway and heavy civil construction career to begin working for the toughest boss he's ever known — himself. Hammond launched Hammond Estimating & Consulting, based in Canandaigua, NY.

"When I was putting my business plan together for my new firm, I was thinking 'how can I best help my fellow dirt contractors succeed in their work,'" Hammond said. "I decided to focus on the necessary tasks that contractors need to complete before any heavy equipment hits the site. Calculating the exact quantities of dirt for cut and fill on earthworks projects can provide better cost estimates, as well as determine resource allocation and project time."

Hammond understood that contractors generally want to be working in the field, getting things done rather than in the office running numbers. (For many, quantity estimating is a necessary evil — it must be done, but they hate doing it.) He first targeted smaller contractors that have limited staff, but still have the critical need for accurate data. Larger contractors soon followed, seeing the advantages of having an outside professional take care of their projects' dirt quantities needs. Hammond hit it right: dirt movers do see the value of getting accurate estimates.

Today, Hammond Estimating & Consulting has about 20 solid contractor customers ranging in size from \$1 million to more than \$100 million in annual project volume. Their contractor customers are based all over North America.

"Ever since I was a boy working in my Dad's construction company, I've been interested in computers and the technology that can make construction tasks easier," Hammond said. "With my interest in computers, I got thinking

that there's got to be a program for quantifying dirt three dimensionally."

Hammond started looking for programs and learned that InSite Software, Inc., based in Rochester, NY, was developing its SiteWork Earthwork and Utility Estimating Software. These software programs are for calculating cut and fill, stripping, strata quantities, paving and concrete materials, topsoil re-spread, areas, lengths, trench excavation and backfill. The software was being designed to be easy to use, with an intuitive approach, familiar terms site estimators use every day and easy-to-use editing tools for revisions.

"InSite Software company is located close to me, so I contacted them and we hit it off from the start," said Hammond. "They have the same business ethics that I ascribe to, namely being honest, fair and hard working. There are other programs for calculating take-offs, but they are more expensive and difficult to work with. What really sold me on InSite is that they have dirt moving experience and understand

exactly what a contractor needs — they understand earthwork and subgrade cubic quantities."

Hammond began working closely with InSite Software as the company was developing its SiteWork Earthwork and Utility Estimating Software, providing feedback and suggesting refinements.

The software program has become integral to the services that Hammond Estimating provides to its contractor customers.

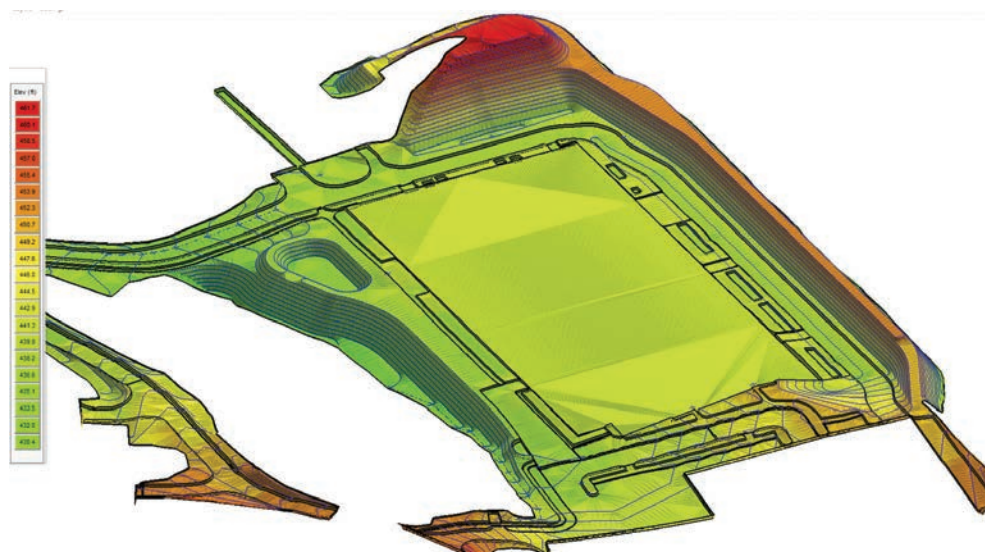
"I use computer-aided take-off for its accuracy. It helps me ensure that my customers get the data they need to complete their projects on time. And I tell my customers that they do not owe me a nickel unless they are 100 percent satisfied with my work."

With InSite SiteWork, all the calculations are accurate — supported by graphics, so the dirt-mover can visualize their cut and fill requirements on the project before they even start it."

The first job that Hammond used InSite software on was for Morris Excavating in White Pigeon, MI. Morris needed to calculate earthwork and utility quantities on a three-acre site where they were constructing the building pad and placing of all the utilities for a McDonald's restaurant. The software performed perfectly and provided accurate calculations.

Hammond's largest project to date has been a \$21 million solar panel manufacturing facility on a 40-acre site in Buffalo, NY. Again, the SiteWork software provided the contractor with the earthwork and utility quantities needed to successfully complete the project.

"With each project I complete, I provide the construction contractor with exact back up on everything I produce," said Hammond. "InSite allows



InSite's 3-D Live™ constantly updates as data is entered or edited to validate the 2-D input.



The Fox VersaPlow is available in 8-foot and 10-foot blade widths with a steel trip-edge or urethane resilient-edge.

Photo courtesy of Fox

New Fox VersaPlow skid-steer mounted plows offer multiple plowing functions

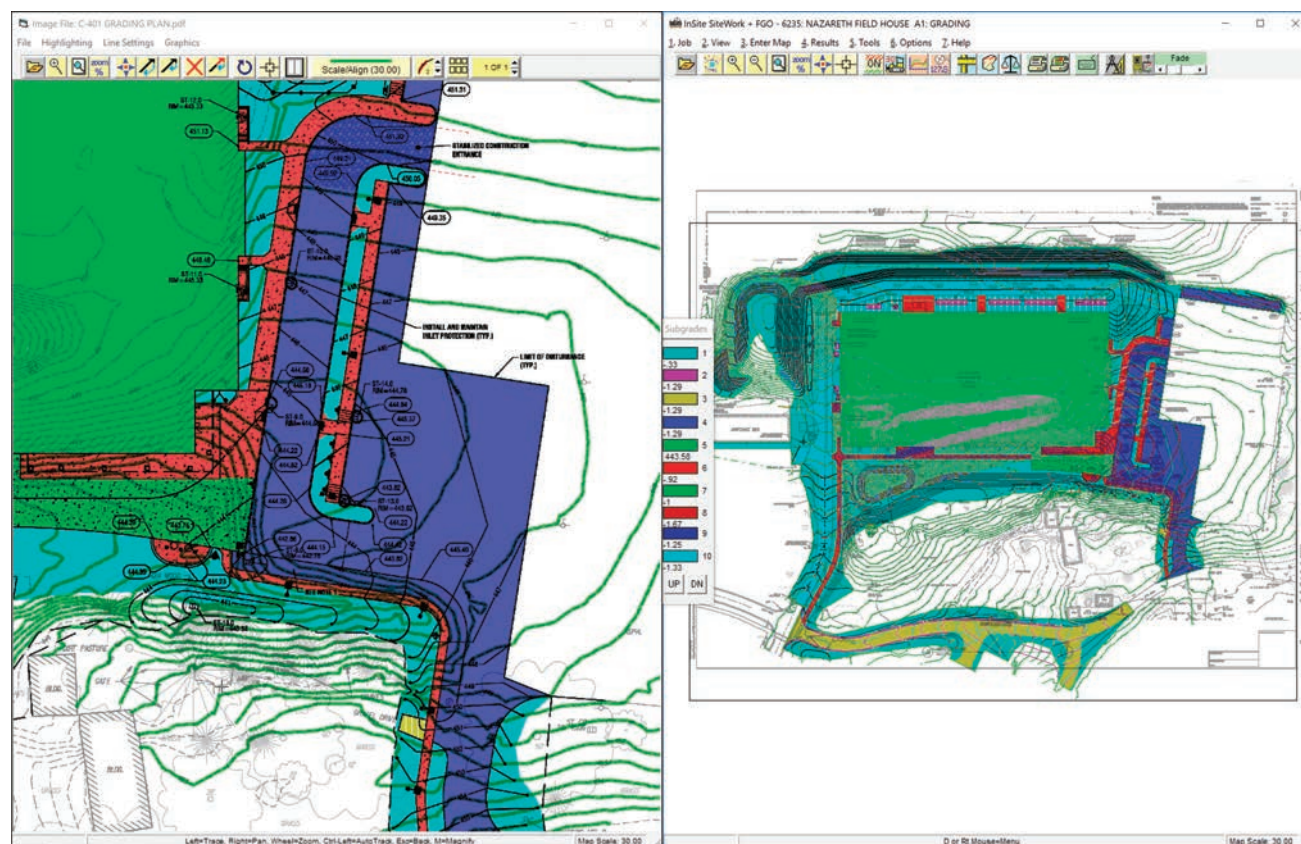
MANKATO, MN — The new Fox™ VersaPlow™ combines the functions of a box-style containment pusher, a backdrag containment box, and a conventional snowplow into a single unit that mounts to a skid-steer or compact loader. Designed for retail parking lots, apartments, municipal campus-

es and industrial areas, the Fox VersaPlow is available in 8-foot and 10-foot blade widths with a steel trip-edge or urethane resilient-edge.

Advanced hydraulic controls allow operators to change the configuration of the VersaPlow without the need to mount or re-mount

equipment. The unit is available with a 14 pin connector to fit most skid steers and compact loaders, a 7-pin CANbus adapter for late model Bobcat® machines or a universal single-button diverter control and harness. The Fox VersaPlow comes in floating or standard mount configurations.

Dirt from 6



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me to provide full-color print outs of the graphics that can be given to the jobsite foreman so they can see exactly what the work is."

Having that kind of production detail and back up has helped dirt-moving contractors win their cases when change-order work and costs disputes have occurred.

"As the years have accumulated since first starting my company, I've chosen to not grow my company beyond myself," Hammond said. "More than anything, I'm selling confidence. Confidence in the dirt quantities I provide to contractors. I couldn't jeopardize that level of trust for the sake of my growth."

For contractors who work in dirt, the construction world has become more technological. Everything is digital — from 3D site models, GPS machine control and real-time field-to-office communication and production monitoring.

"I've been in the dirt business for 40-plus years and I wouldn't be where I am today, offering my customers the critical dirt quantities and utility estimates they need to succeed without the relationship and support I receive from InSite Software," Hammond concluded. "I couldn't ask for a more mutually beneficial business relationship. I'm expected to continue working with dirt contractors for many years ahead."

Jeff Winke is a business and construction writer based in Milwaukee, WI. He can be reached through mjeff_winke@yahoo.com

John Deere offers new technology and equipment upgrades to excavator line

Left: Trevor Pool, Engineering Supervisor, describes the IMU sensors attached to the boom and arm of this excavator providing information to the Grade Guidance System. Photos by Jon M. Casey



Inset: The radio transmitter (white item) and GNSS/GPS antenna, are placed behind the operator's cab, safe and out of the way.

by Jon M. Casey

Below: Equipment upgrades like the LED lights atop the operator's cab, are part of the new package for 2019.

John Deere unveiled their new Integrated Grade Guidance system on 210G LC model excavators, a system that will be available on the 350G LC and 470G LC models in 2019. This news came in conjunction with a number of other value-added improvements to their 13 to 47-ton range of equipment at the company's 30th Anniversary Celebration on May 17, 2018. In all, six new features on 11 excavator models will help owners and operators work more effectively, more safely and more profitably.

According to Jonathan Spendlove, excavator product marketing manager, John Deere Construction & Forest-

ry, new improvements include John Deere's Powerwise Plus technology, which provides on demand performance and improved fuel economy. JD Excavators will be equipped with an adjustable rotary pre-cleaner that keeps the engine pulling in clean air when working in harsh conditions. To benefit the operator, they have made what they call best-in-class updates to the cab. These include the addition of a USB port, high-visibility orange seatbelt and an optional, air-suspension leather seat. The seat is also available in an optional heated/cooled version.

Other convenient features include the addition of a single pedal propel

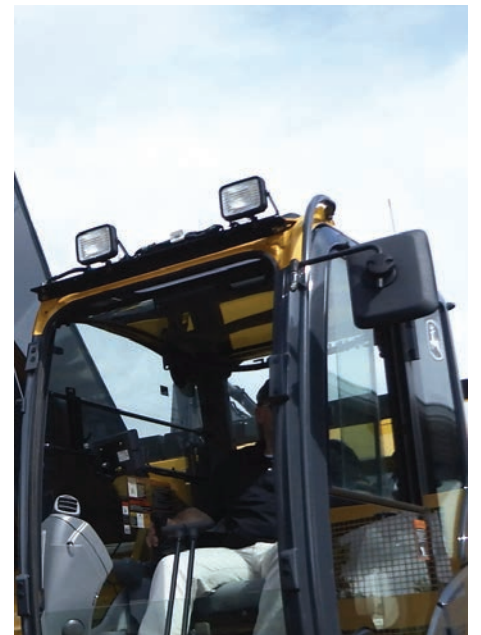
system that gives operators the ability to track machines in a straight line without needing to articulate both hand and foot pedals. There is a standard pattern control switch which is now located behind the cab. Outside, deluxe LED lights front and back, make working at night and in low-light conditions, easier and more productive.

Grade Guidance Technology

"Customers want to manage grade from inside the cab, quickly and accurately on precision excavation projects," said Spendlove. "Integrated grade guidance on the 210G LC comes ready for the customer to put it to work, is fully supported by their John Deere dealer, and will enable them to rapidly achieve final grade using only the display in the operator's station."

The integrated grade guidance displays the elevation and position of the bucket cutting edge with respect to a target plane (2D) or design surface (3D). Factory integration and calibration ensure the machine arrives on the construction site ready to work, and puts grade guidance at the customer's fingertips. JDLink™ integration provides information on system utilization and allows rapid diagnosis of problems.

The grade guidance system provides operators with information on the bucket's location with respect to a 2D reference or 3D design surface and is ideal for digging trenches for pipe, shaping ditches or slopes, or digging structure foundations. The system was developed in cooperation with Topcon.



John Deere-Hitachi President, Jonathan Chase, said John Deere has formed strategic alliances with HCSS Innovative Software, Topcon, Verizon Connect, LHP Telematics and Foresight® Intelligence to create a lineup of technology-based products that their dealers can offer equipment customers. They call this package Ultimate Uptime™. Ultimate Uptime™ is designed to help equipment owners manage their fleets better and to keep equipment operational with less downtime. It includes John Deere WorkSight™ and it features JDLink™ Ultimate telematics. With the addition of, Integrated Grade Guidance Technology, this high-tech package is virtually complete. For additional information and model-specific specifications, contact a local John Deere dealer or visit www.JohnDeere.com.



Note the position of the three grade guidance components (IMU Sensors) on the boom and arm (circled in white) of this JD 350G LC demonstration unit. This new technology will be available to customers in the 2019 model year.

Inset: Closeup of IMU sensor on the boom

Protect construction workers from extreme heat

Source: Western Specialty Contractors

Summer is a great time for construction work, but a brutal time for construction workers. Excessive heat and sun exposure pose significant dangers, such as sunburn, dehydration, heat cramps, heat exhaustion and heat stroke. Every year, construction workers become ill on the job and some even lose their lives due to heat exposure.

To protect its workers from the extreme summer heat, Western Specialty Contractors manages a heat illness training program and a safety hotline for its employees.

As part of the program, training is provided to all employees and supervisors who work in high temperatures. Training topics include: how heat can affect the body, how to identify the signs and symptoms of various heat-related illnesses, and what to do if a co-worker is experiencing symptoms of a heat-related illness. Western also regulates the hotter environment by providing water and shade to workers and by having supervisors and safety managers monitor the heat index so that the proper protective measures can be taken.

"It is important particularly during the summer months that outdoor workers drink plenty of fluids to help prevent dehydration, which is the pri-

mary cause of heat cramps and heat exhaustion," said Cameron Samuel, assistant safety director at Western Specialty Contractors.

Cameron, who has training and experience managing the health and safety of outdoor workers, offers the following tips for preventing heat-related illness on a construction jobsite:

- Drink water frequently and drink enough water that you never become thirsty. Drink water or other non-caffeinated, electrolytic beverages and make sure that your drinks are always cool, not room temperature. Adding a lemon slice to water can make plain water more drinkable.

- Wear light-colored, loose-fitting, breathable clothing made from natural materials such as cotton. Avoid wearing non-breathing synthetic clothing. Wear safety glasses with UV protection, sunscreen and brimmed hard hats.

- Gradually build up to heavy work. If possible, do the hardest work during the coolest time of the day. Workers who are suddenly exposed to working in a hot environment face additional hazards to their health and safety. New workers and those returning from time away need to be extra careful in making sure they stay hydrated.

- Take more breaks in extreme heat and humidity. Move to the shade or a

cool area such as an air-conditioned building or car when possible, but try not to go in and out of air conditioning too much as it will make it harder for you to adjust to the heat. Use cooling fans whenever possible.

- Select your lunch carefully. Junk food is high in fat and preservatives and will put a high caloric load on the digestive system. Try eating a bigger breakfast, so you're not as hungry at lunch. Eat light lunches that include fruits, vegetables and salads.

- Keep an eye on your co-workers and be alert for signs of heat exhaustion. Early symptoms include lethargy, disorientation, stumbling, dropping tools, slurred speech or unresponsiveness. Heat stroke is a medical emergency requiring a 911 call and immediate cooling.

- Check your urine frequency and color throughout the day. Water intake is adequate when urine is clear or light yellow. When the desire to urinate is less than twice per day and/or you are producing a dark yellow urine, you may be dehydrated.

By training employees on the early signs of heat exhaustion, taking the proper precautions, and employing tips like the ones listed above, outdoor workers will greatly reduce the risk of heat-related dangers.



Excessive heat and sun exposure pose significant dangers, such as sunburn, dehydration, heat cramps, heat exhaustion and heat stroke.

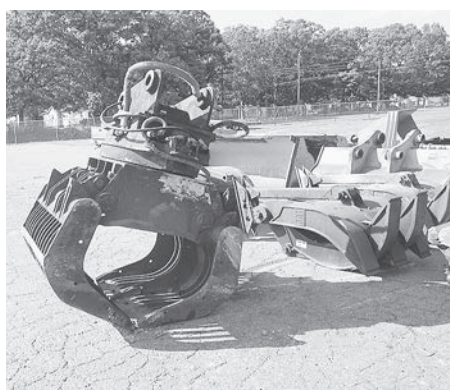
Photo courtesy of Western Specialty Contractors

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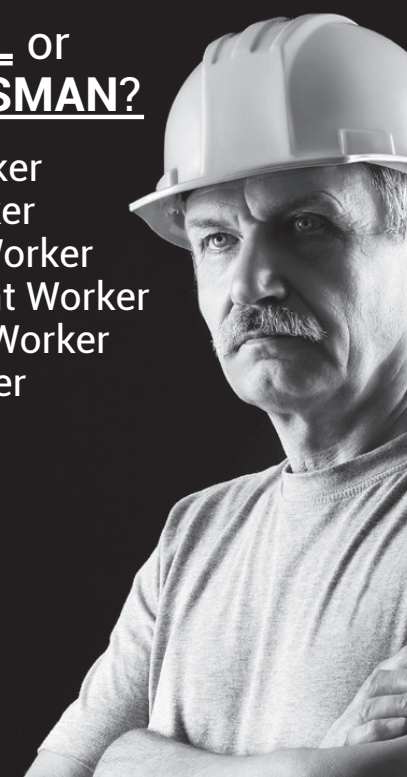
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Heavy-duty attachment brings four-in-one ease, versatility to large machines

BURNSVILLE, MN — SnowWolf has introduced the QuattroPlowHD™, a highly versatile snowplow for heavy equipment such as wheel loaders, tractors and backhoes.

The QuattroPlowHD™ is a larger version of the QuattroPlow™, which SnowWolf introduced in 2016 for skid steers, compact wheel loaders and smaller tractors. Like the QuattroPlow, the QuattroPlowHD gives operators the power to efficiently tackle four distinct functions with one piece of equipment. It's a high-capacity, hydraulic angle snow pusher, angle plow with wings, wide-angle plow with wings and back drag plow all in one.

Operators can switch from one type of plowing to another in seconds without leaving the cab, and no extra electric harnesses or controllers are required.

Can you stop the wings in mid transition? Yes, you can.

"In terms of ease, efficiency and value for our customers, the QuattroPlow was an absolute out-of-the-park homerun," said SnowWolf Co-CEO and Research and Development Manager Jerry Holman. "We're excited about applying the same technologies to a brawnier plow to give the same advantages to our customers who use larger machines for more extensive and challenging snow-clearing jobs."

The QuattroPlowHD is available in 10- and 12-foot lengths. When the wings are fully extended on the 12-foot plow, it is 17 feet wide. The moldboard is 38 inches tall compared to the QuattroPlow's 30 inches, and it weighs 280 pounds per foot compared to 140 pounds per foot for the smaller attachment.

The attachment's wings rotate 165 degrees to make it a high-capacity hydraulic snow pusher when they are all the way forward, and when they're all the way back it is an efficient straight or angle plow with wings or back drag plow with significant containment and down pressure.

A patented hydraulic smart valve gives operators complete control of the wings without removing their hands from the steering controls. When they angle the plow all the way to the right and hold for a few seconds, the smart valve shifts hydraulic fluid to the wing circuit and both wings move forward to the snow pusher position. When they angle all the way to the left and hold, the wings move backward to the wing plowing or back dragging positions. The directions can be switched according to operator preference.

In the back drag position, the QuattroPlowHD carries significantly more snow than an angle plow alone. Operators also can scrape and carry snow effectively backward without changing the machine's orientation.

SnowWolf also incorporated 35-degree-angle tips on the QuattroPlowHD's wings to provide greater carrying capacity while minimizing windrows caused by trickling from the ends of the plow, regardless of the direction the machine is moving.

Like all SnowWolf plow attachments, the QuattroPlowHD can oscillate up to 14 inches from level so the moldboard can follow contours of the ground and remain in full contact with the surface nearly 100 percent of the time. This provides a clean scrape and reduces the amount of salt that needs to be applied.

Innovation-Driven

Additional innovations give the QuattroPlowHD exceptional handling and clearing effectiveness, and a new, interchangeable system makes it easy to attach



QuattroPlowHD™, a highly versatile snowplow for heavy equipment such as wheel loaders, tractors and backhoes.

Photos courtesy of SnowWolf

it to multiple machines with different mount styles.

Floating System

The QuattroPlowHD is a fully floating or full down-pressure system, depending on the conditions and an operator's preferences.

When it's in full-floating mode, the plow moves up

or down thanks to horizontal bars that move forward or back through slightly arched slots in plates that are attached to the frame behind the moldboard. Because it weighs approximately 2,850 to 3,150 pounds, the QuattroPlowHD generally doesn't require down pressure to effectively move snow and scrape a surface. However, if necessary, an operator



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can apply full down pressure by rotating the mount all the way forward.

The user-friendly system also eliminates the need for an operator to tilt and level the blade repeatedly to ensure it is hitting the surface correctly after setting it down.

"With the old, rigid design, an operator needed to dial it in perfectly when he set the blade down and control everywhere it went, up or down, as he was plowing," Holman said. "If the ground fell away, like in a loading dock area, the plow sailed off into mid-air and missed all the snow. With our new system, the operator just sets the blade down and the plow takes care of the rest."

With a loader, for example, the operator can program the return-to-dig circuit to lower and stop at the same elevation every time. The frame will be cen-

tered midway through the slots and the plow will float up or down, up to four inches either way, to follow the contours of the parking lot without any operator input.

The new system also eliminates premature and uneven wear to the cutting edge. Because the rigid system required full down pressure at all times, the cutting edge wore faster overall and some sections wore faster still because the full blade wasn't always in complete contact with the surface.

Shorter Frame Length

SnowWolf has reduced the distance from the cutting edge to the back of the attachment on the QuattroPlowHD by over a foot as compared to its largest plow attachment, the AlphaPlow. The adjustment makes for a tighter turn radius, provides better over-

all maneuverability and reduces stress on the host machine's components.

Interchangeable Mounting System

A new interchangeable mounting system makes it quick and easy for a dealer, contractor or fleet manager to move a QuattroPlowHD from one machine to another, either for different jobs or when a machine is replaced. This eliminates the need to buy a new frame for each machine.

The system consists of machine-specific hooks that connect to a host machine's mounting plate. To change from one style to another (i.e., one machine to another), the user removes four bolts, two on each side of the frame, slides one set of hooks off of the frame, slides a different set of hooks back on and replaces the bolts. The frame remains the same regardless of a machine's mounting plate style.

SnowWolf has designed and manufactured hooks that connect to four different mounting plate styles: 3-Point Hitch Mount, CAT-IT Mount, CAT Fusion Mount and JRB Mount.

More information is at info@snowwolflplows.com and snowwolflplows.com.



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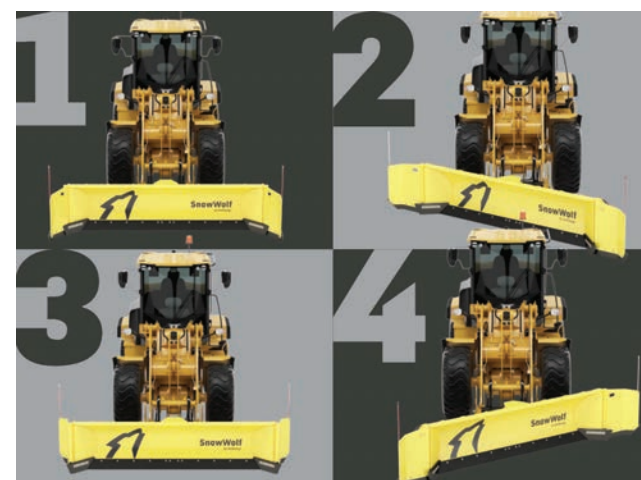
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Paving the way

by Diana Clonch

Source: This article originally appeared in *Snow Business* magazine, the official publication of the Snow & Ice Management Association. Learn more about SIMA at www.sima.org

Permeable pavements, in a variety of types, are becoming more common among the types of surfaces requiring winter maintenance services. In particular, low volume streets, parking areas, driveways and footpaths are being constructed of permeable materials to reduce stormwater runoff and improve overall water quality. Since permeable pavements are of a different design than the typical impermeable asphalt and concrete surfaces, maintenance options, including winter operations, require treatment options that are likewise different.

Although not necessarily a new concept, permeable pavements have evolved in design, composition and popularity over the last few years. Though compacted gravel surfaces, turf and paver bricks have long been used, porous asphalt and pervious concrete have become increasingly popular due to their excellent stormwater management properties and as a best practice to help meet National Pollutant Discharge Elimination Permitting requirements and control flooding.

How permeable pavements work

Permeable pavements are designed to allow water (rain or snowmelt) to seep through voids in the surface material into the base material, which is designed for temporary storage and further filtration. This slows the runoff and removes solids and contaminants before the water eventually enters the ground and ground water supply. A typical cross-section for a permeable pavement includes the porous or pervious surface (asphalt, concrete, pavers) placed atop various levels and gradations of gravel sub-base, which may or may not include geotextile fabric and drain tile. The surface course has a high percentage of voids that allow water to filter through to the base instead of ponding or running across the surface.

In appearance and texture, the surface of pervious asphalt is somewhat coarser but still resembles a traditional asphalt surface. The surface of porous concrete is coarser, with larger sized aggregate exposed and not as smooth as traditional impervious concrete surfaces.

The Pennsylvania Stormwater BMP Manual 2006 notes that pervious asphalt and concrete surfaces provide better traction for walking paths in rain or snow conditions. Other studies likewise report higher traction values during winter for pervious surfaces compared to impervious.

Permeable pavements are reported to heat and cool differently from traditional pavement types due in large part to the higher percentage of voids, thus having the tendency to more closely follow air temperature trends. In addition, not only can the water retained in the underlying gravel base impact temperatures, but the underlying stone bed tends to absorb and retain heat so that freezing rain and snow melt faster.

Winter operations impact

Although there is some debate within the industry regarding the use of such pavements (depending upon design) for high volume areas due primarily to traffic and/or contaminant level loading issues, ample data exists to show these systems are performing well in lower volume locations. As research and practical application have proven, the many benefits of permeable pavements associated with stormwater management, pollution control and pavement



Permeable pavements are designed to allow water (rain or snowmelt) to seep through voids in the surface material into the base material, which is designed for temporary storage and further filtration.

durability and performance make it likely that the installation trend will continue.

Design criteria for permeable pavements seems well defined with guidance available through professional organizations, various state departments and industry experts. On the other hand, maintenance, especially winter operations, seems to be an area for debate and ongoing discovery. Depending upon the type of permeable pavement in question and the source of information, it is not uncommon to find conflicting recommendations.

Concerns regarding issues with winter maintenance

The major takeaway is recognition that pavement design is different on permeable surfaces than traditional impervious services, and requires adjustment in treatment type.

nance tend to focus on not restricting filtration properties and preserving the integrity of the pavement. Understanding the intended design of these surfaces (filtering water), fully explains the need to not restrict the voids in the pavement with applications of abrasives. Using sand or other abrasive materials clogs the voids and prohibits filtration. Maintaining the integrity of the permeable pavement also requires attention to plowing methods to not destroy the coarse surface (or in some designs, a reinforced surface) by aggressive plowing and not overusing chemicals that may escalate pavement deterioration.

Chemical application know-how

Lastly, permeable pavements require attention to deicing chemical application rates. Since these pavements heat and cool differently than their impermeable counterparts and eliminate standing and ponding water, chemical application rates should also vary. Depending upon specific impermeable pavement type, research and field studies cite sizeable reductions in typical chemical applications required to meet desired levels of service.

Porous asphalt has been found to require up to 70% less chemical or more over the duration of a winter season while still achieving desired levels of service. Porous concrete, when first adequately plowed after an event, also requires less chemical. Color differences among surfaces may also impact temperatures and, conversely, the amount of required deicer.

In addition to the heating and cooling properties of the impermeable pavements impacting the amount of needed deicer, the reduction in the overall amount of chemicals required is attributed to the

impervious system's ability to filter away the surface water before it can refreeze, thus eliminating the need for reapplication. Although initial applications following an event may be comparable to that of traditional surfaces, the need for reapplication is greatly reduced if not eliminated.

Chemical applications on impervious surfaces may show a longer residual as moisture on the surfaces quickly drains away without melting the solids. However, once melting occurs the dissolved solids in the water will drain through the system and into the ground water.

Depending upon the impervious material, some promote severely restricting or eliminating the use of chlorides and/or acetates (especially on concrete). Numerous references can be found to support this, including the National Ready Mixed Concrete Association, Pervious Concrete Pavement Maintenance and Operations Guide (www.perviouspavement.org).

The major takeaway is recognition that pavement design is different on permeable surfaces than traditional impervious services, and requires adjustment in treatment type. As prescribed winter maintenance practices for impermeable surfaces continue to evolve through ongoing research and practical application, it is important that contractors do their research to ensure they understand the variables involved in servicing these sites and treat them with care.

Winter Management

In review of available best practices as currently established within the industry by various state road departments, industry organizations and product providers, a few highlights are as follows:

- Adequate plowing after storm events to remove snow and ice.
- Plowing in a method to not damage the surface (especially porous concrete and decorative pavers) such as use of polyurethane blades, rubber blades, blades with a wide footprint, slightly raised blades and avoiding heavy down pressure, or other mechanical removal such as a snow blower. Skid steers and back dragging are not recommended on pervious concrete.
- Avoid over-plowing - recognition by the operator that after plowing a pervious concrete surface that snow will still be present in the surface voids.
- Avoid use of sand or other abrasives to avoid clogging the voids in the system.
- Apply chemicals suitable for the event and pavement type, considering site-specific characteristics such as type of surface, color of surface and amount of shade, and adjust amounts accordingly.
- Apply chemicals to control snow and ice not removed by plowing.
- Do not store snow on pervious pavements to avoid drainage of contaminants into the system.

Depending upon the type of pavement being serviced, numerous references exist to assist in determining how to best provide winter maintenance.

Diana Clonch is an industry consultant with over 30 years of experience in snow and ice control. Email her at dwclonch@gmail.com.

Western Products announces new PRO PLUS® HD straight blade plow

MILWAUKEE, WI — Western Products, manufacturer of WESTERN® snow removal and ice control equipment, has announced the all-new PRO PLUS® HD straight blade plow. The plow is designed specifically for the challenges of heavy contractor jobs and municipal applications. Compatible with up to Class 6 trucks and measuring 10' in width, it's one of the most durable straight blade plows on the market.

The 11-gauge powder-coated steel blade is reinforced with eight

vertical ribs for added strength and stability. It also includes larger hydraulic rams, pins, gussets and hardware, plus a robust T-frame design with a massive center pin.

The 10' PRO PLUS HD snowplow measures 34 inches tall, making it ideal for large contractor jobs like parking lots, or for light, on-road municipal work. For those tough jobs, the well-known reliability of WESTERN-made hydraulics is crucial.

"Our new PRO PLUS HD plow is as tough as the



The plow is designed specifically for the challenges of heavy contractor jobs and municipal applications.

Photo courtesy of Western Products

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people who operate it," said Doug Clark, product manager for WESTERN. "Our customers demand durability and reliability for those challenging jobs, and we're excited to give them exactly what they're asking for in this new plow."

The WESTERN PRO PLUS HD plow is simple in its design, but users can customize it to fit their needs with a wide range of accessory options. These accessories include half-inch, abrasion-resistant carbide cutting edges; blade angle stops; snow deflectors; shoe kits and many more.

WESTERN plows also provide CONTRAC-TOR-GRADE® features such as the FLEET FLEX electrical system, the easy-to-use Ultra-Mount® 2 snowplow mounting system, the SECURITY GUARD™ anti-theft system, and many other valuable features. All of them contribute to the confidence of using a WESTERN plow.



Annual open house and customer appreciation day

L-R: Greg and Janine Newell with children: Marissa, Ashlee, Elizabeth and Andrew.

Photos by Colleen Suo

As a way of saying “thank you” to their many and varied customers, the staff and their families at George & Swede Sales and Service, Inc., located in Pavilion, NY spend several days preparing the traditional barbeque fare. The day of the open house, the service staff man their station in the service bay — flipping burgers, dogs and brats.

As always, this event (held this year on June 28) was well attended by numerous municipality DPW workers, general contractors, independent construction workers and farmers. Opportunities abounded to inspect first hand the latest in Hyundai and Link Belt heavy equipment, Allied breakers and hammers, Rotar shears and TAG attachments as well as to speak to reps regarding these and other OEMs that were on hand.

As the premier Hyundai dealer in the area, Greg Newell, owner and president of George & Swede, was pleased to welcome Bill Klein, Hyundai North America’s new northeast district rep to his first public event in his new role.

Rich Steinbrenner from Allied Construction Products, LLC answered questions about the new Rammer 522 hydraulic impact hammer. He explained the 522 is unbreakable due to the solid trapezoidal body design and delivers twice as many blows per minute than their closest competitor. Newell said George & Swede has the new 522s available for sale or rental along with a variety of other models.



Greg Newell (L) and Bill Klein, Hyundai’s new northeast sales rep, take a moment to pose beside the HL970 XT on display during the open house.



L-R: George & Swede road tech, Tony Johnston poses with Town of LeRoy’s David Uberty after a round of skeet shooting. Inset: Attica High School’s Clay Dusters team coach, Tim Head supervised the skeet shooting competition.

Also on display was a Rotar RSP 25s static pulverizer useful for removing and separating rebar during C&D work. For use on 40,000 lb. machines and larger — it can be fitted for quick change couplers and features a patented speed valve and interchangeable wear parts.

Both Link Belt and Hyundai machines took part in the basketball rodeo skill contests. Landon Boyer and Kevin Roberts of Link Belt coached participants before they jumped into the 39,000 lb. class 160x4 tracked excavator, which is fitted with an Isuzu powerplant, is Final Tier 4 compliant and comes with a three-year / 3000 hour full machine warranty.

Newell chose to feature the popular Hyundai Robex 25Z-9AK mini excavator — which boasts the Kubota D1305 engine — for the basketball rodeo on a smaller scale.

A new and very popular activity this year was the skeet shooting competition supervised by Tim Head, coach of the Attica High School Clay Dusters skeet shooting team.

Teams made up of open house guests competed for \$100 Home Depot gift cards. Coach Head and several Clay Dusters team members assisted participants and made sure firearm safety rules were followed.



L-R: George & Swede's service department features James Gurrent, Tony Johnston, A.J. Cutcliffe, Tom Clark and Bill Marchisin.



Left: Rich Steinbrenner from Allied Construction Products, LLC was available throughout the day to answer any questions regarding the new Rammer 522 hydraulic impact hammer.



Eli Stoddard got two out of three in the bucket during his skill test on the 25Z-9AK — his first time operating an excavator of any size.

HYUNDAI COMPACT EXCAVATORS

Hyundai 9A series compact excavators bring big power to small spaces. Each model features a Tier 4 Final engine that provides impressive performance and reduced fuel consumption. You'll appreciate the hefty power, durability and reliability of these compact machines, along with their ability to work productively in confined spaces.

Reliable, efficient engines:

The new Hyundai 9A series models R17Z-9A, R25Z-9AK and R30Z-9AK are powered by Kubota engines, and the R35Z-9A, R55-9A, R60CR-9A and R80CR-9A are powered by Yanmar engines.

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R55-9A	65.1HP / 12,460 LBS
R60CR-9A	63HP / 12,790 LBS
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Rotar's Sal LaCorte with Brittany Adamczak — who was recently promoted to a new position at George & Swede as a service and parts representative.



BOSS launches new plows and accessories for snow removal

IRON MOUNTAIN, MI — BOSS Snowplow expands its snow and ice removal arsenal to help professionals prepare for the upcoming winter storm season. Now available, the durable, rubber-edged SK-R collection offers quieter plowing operation and protection to sensitive surfaces. Backdrag edges are now available for even more plow models, including 8' and 10' box plows and XT V-plows. Also now available in V-plow accessories are urethane cutting edges to help snowplow owners increase efficiency and profitability in every situation. Available for the first time in stainless steel, plow professionals now have another powerful option in the XT plow collection with optional plow wings, also in stainless steel.

"BOSS listens to our customers' needs and challenges, and one of the things we've learned is that snowstorms and snow customers can be very different from the Northeast to the Midwest and from DOT and commercial jobs to residential and HOA work," said Mark Klossner, marketing vice president for BOSS Snowplow. "A wide variety of plow types, materials and accessories are necessary, and we continue to grow our product line to meet the business needs of all snow and ice professionals."

Skid Steers

Box plows for skid steers are designed to unlock the full force and maneuverability of the skid steer to get pavements back to black. The all-new SK-R 8' and SK-R 10' offer a tough and durable rubber edge that can stand up to winter's worst. The new backdrag edge accessory is also available for the 8' and 10' SK-R and SK box plows. To backdrag with a skid steer box plow, rotate the box plow forward and pull snow away from buildings, doors or objects.

The SK-Rs offer the standard features of the SK box plow family with three new feature innovations:

- 1 1/2" x 8" reversible rubber cutting edge offers quieter plowing operation and protection to sensitive surfaces.
- Fixed attachment system attaches easily to the skid steer attachment plate.
- Articulating, heavy-duty wing shoes maintain pavement contact on uneven surfaces and provide superior wear resistance.

V-Plow Accessories

BOSS now offers urethane cutting edges for all XT V-plows. The V-plow cutting edges feature built-in curb guards and a patented snow catcher. The edges offer optimum scraping performance for sensitive plowing surfaces. V-plow accessories are available for the 7'6", 8'2" and 9'2" XT V-plows.

In addition to the SK box plows, a backdrag edge kit is also newly avail-

able as an accessory for the 7'6", 8'2" and 9'2" V-plow models.

New in Stainless Steel

For some, the best way to fight snow and ice is with stainless steel. BOSS introduces the BOSS XT, now available in 8'2" and 9'2" stainless steel models. With the same proven features as the poly and steel versions, the stainless steel XT will be a customer favorite. Its flared blade wings and enhanced curl design allow users to throw snow higher and farther over existing banks than conventional plows.

Contractors can now increase the blade width on a stainless steel plow by a full 22" at a 30-degree angle with convenient stainless steel plow wings to cut plowing time. The wings can attach and detach within seconds and are available now for stainless steel V-plows.

BOSS also brings the power of stainless steel ice control to even more vehicles with the addition of the FORGE® 1.0 and 1.5. The FORGE® stainless steel hopper is constructed with a combination of bolting, riveting and welding for optimal durability and serviceability throughout the spreader's lifetime—allowing for maintenance and replacement of individual parts rather than the entire unit. Both the hopper and the drive train are constructed with stainless steel, enhancing the sturdiness and durability of FORGE® in adverse winter conditions.

These additions join the recently introduced DRAG PRO™ and EXACT PATH™ for the 2018 product collection. For more information on product features and the quality, durability and warranty of the BOSS brand, find your local dealer or visit bossplow.com.



Urethane Cutting Edges available now for all XT V-plows. The V-plow cutting edges feature built-in curb guards and a patented snow catcher for optimum scraping performance on sensitive plowing surfaces.



The durable, rubber-edged SK-R collection for skid steers offers quieter plowing operation and protection for sensitive surfaces.

Photos courtesy of Boss



The BOSS XT is now available in 8'2" and 9'2" stainless steel models. Its flared blade wings and enhanced curl design allow users to throw snow higher and farther over existing banks than conventional plows.



A backdrag edge kit is also newly available as an accessory for the SK box plows and the 7'6", 8'2" and 9'2" V-plow models.



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STAYTON, OR — Siegmund Excavation & Construction, a construction and excavation company serving the Pacific Northwest, and its partner company Allied Rock, LLC are modernizing the way they're hauling loads, to improve efficiency and increase payload. Siegmund purchased two new, custom-built ultra-lightweight Kenworth trucks with aluminum truck/trailer equipment, expressly assembled to their specifications. Each pup and truck combo's net payload is 36.5 tons, as compared with the 31.5 ton payload the company used to haul.

"Trucks have load weight limits. These trucks are made ultra-light so they can carry more material safely while operating within legal weight limits," explains Andrew Siegmund, owner of Siegmund Excavation and Allied Rock. "We invested in these custom-built machines in order to decrease unit haul cost and increase truck payload. Basically, we can now haul more aggregate per trip."

Allied Rock is a leading regional supplier of high-quality crushed quarry rock. Allied crushes rock at the X-Rock Quarry in Stayton, OR and also crushes rock on-location with its portable crushing services. "We provide portable crushing services across Oregon, in as many as 25-30 different quarries



Each pup and truck combo's net payload is 36.5 tons, as compared with the 31.5 ton payload the company used to haul.

Photo courtesy of Siegmund Excavation & Construction

per year," says Siegmund.

The trucks, purchased through Papé Kenworth in Portland, OR have custom aluminum bodies built by Pioneer Truck Weld. They are Kenworth T-880 five-axle trucks with three-axle pups.

"To my knowledge, no other company in the state of Oregon has dump trucks that carry this much payload,"

said Gibson Kuenzi, Project Manager at Siegmund Excavation. "These trucks use the latest truck technology, along with high-strength aluminum components to achieve maximum payload."

"When it comes to investments in equipment, we are in the practice of continuously updating and modern-

izing our fleet with the latest technology to stay ahead of our competitors. When we make an investment, we make every effort to be the first to acquire a new technology and new or improved designs of current products or machines," says Siegmund.

Flatbed services for freight transport

It has never been more difficult to get an accurate shipping estimate prior to booking a load. With day-to-day market fluctuations, soaring fuel costs (diesel at the highest level in over 3 years), and a trucker shortage (50,000 fewer drivers than available jobs), the market is experiencing an incremental increase in shipping rates, especially for moving heavy equipment, machinery, or other large freight.

FR8Star, a marketplace for shippers to move open deck freight including flat bed, hotshot, and oversize/overweight loads, has developed a proprietary "instant freight rate calculator." Over 100,000 shippers per month obtain quotes using FR8Star's freight cost calculator. The instant price is determined by live market data (diesel prices, weight, dimensions, number of

available trucks, rate per mile) as well as integrated line items for any third party costs (permits, pilot cars, escorts, etc.) depending upon the states the load travels through.

"We are the only company providing this type of aggregated information to shippers. Flatbed services that are dependable and have transparent pricing are hard to come by. Too often freight brokers quote flatbed rates at a seemingly low amount only to add fees and increase the rate while they scramble to find flatbed carriers," said Matt Kropp, CEO and co-founder of FR8Star. "That is not the case with FR8Star. In fact, we will guarantee the rate and can instantly book a qualified carrier for our shipper customers using our new Price Lock feature."

The instant price is determined by live market data as well as integrated line items for any third party costs depending upon the states the load travels through.

Photo courtesy of FR8STAR

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PERMITS, PILOTS, ESCORTS, ETC.	\$251
Texas	\$110
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FR8STAR 15% SERVICE FEE	\$673
GUARANTEED TOTAL	\$5,161

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Discovery Series Gradall excavator ~ mobility is as simple as driving a Freightliner truck



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Putting Gradall versatility to work on jobsites is now as easy as driving your Freightliner truck down country roads.

That's because new Discovery Series Gradall excavators combine the versatility benefits of the excavator's full tilting, telescoping boom with the ease of travel designed into the lightweight but rugged Freightliner M3 truck chassis.

The result is the industry's first crossover excavator. Drive it to one or more jobsites in a single day with Cummins 6.7 liter engine, an automatic transmission and a big wheel cut for curb-to-curb maneuverability.

Once on the job, the Discovery Series model does the work of several different machines—ditching, grading, replacing culverts, landscaping, mowing, vegetation control and street and sidewalk repairs, thanks to a range of quick-change attachments and a strong triangular boom that tilts 220 degrees.

Both stylish and comfortable, the Freightliner cab accommodates two people and offers best-in-class visibili-

ty with a sloped hood, low profile dash and a 2,500-square-inch windshield.

Meanwhile, the upperstructure cab in the business end of the Discovery Series machine has been designed for comfort, safety and a short learning curve. Operator cabs are quiet with a full view of the job site from an adjustable seating module. The operator can raise, lower, rotate or swing the boom either left or right using joysticks, selecting either the Gradall, Deere or SAE patterns. The entire boom tilts 220 degrees, enabling operators to properly position attachments for tree trimming, sloping, material picking and placement and V-shaped ditches.

Maximum dig depth is about 13 feet, 6 inches (4.1 m) while maximum boom reach is about 24 feet, 11 inches (7.6 m).

Even under bridges and in tunnels, the Gradall productivity continues as the excavator's boom telescopes into position, remaining fully visible through the entire dig cycle. And because of the stability and strength added to the lightweight Freightliner frame and suspension, the Discovery Series excavator continues to be stable



Because of the stability and strength added to the lightweight Freightliner frame and suspension, the Discovery Series excavator continues to be stable during high productivity excavation or when pulling curbs and sidewalks.

Photo courtesy of Gradall

during high productivity excavation or when pulling curbs and sidewalks.

Counties, cities and states that once wondered whether they could afford

Gradall excavators in their fleet applauded the savings in the crossover concept, delivering on the promise of providing "more dig for the dollar."



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Trucks, Trailers & Attachments

SH Series power take-off for Eaton Endurant and PACCAR Transmission now available

MUNCIE, IN — Muncie Power Products' SH Series is now available for the Eaton Endurant and PACCAR Transmission.

Instead of a paper gasket, the SH Series for the Eaton Endurant and PACCAR Transmission features a seal plate gasket. This seal plate gasket is able to withstand the specialty oil used by the transmission and allows the installer to mount the PTO without checking backlash. The seal plate gasket is part of a

cooperative design effort between Eaton and Muncie Power Products.

The SH PTO is driven from a main transmission gear. This requires the PTO to have a large input gear in order to reach it. As a result, the SH Series for the Eaton Endurant and PACCAR Transmission has a non-standard housing in order to provide clearance for the gear. The model number for the SH Series is SH8F-E80**-P1**. Call for availability.



The seal plate gasket is part of a cooperative design effort between Eaton and Muncie Power Products.

Photo courtesy of Muncie Power Products

Western Global EnviroCube tanks offer secure and economical onsite refueling

CLAWSON, MI — Western Global, a leading manufacturer of fuel and fluid storage solutions, introduces the EnviroCube for convenient, secure and economical on-site refueling and fuel storage. The tank is ideal for refueling equipment and fleet vehicles as well as reducing downtime and lessening fuel costs. The EnviroCube's lockable cabinet keeps fuel secure and controls access to hoses, ports and fittings, protecting them from the elements and theft.

"The EnviroCube is a cost-effective yard tank for companies looking to reduce costs and enjoy the peace of mind that comes with a secure on-site fuel supply," said Barry Truan, Western Global general manager. "With the EnviroCube, customers can reduce expenses by taking advantage of lower per-gallon rates by purchasing fuel in bulk and scheduling deliveries when prices are low."

From delivery and setup to day-to-day operation and maintenance, the EnviroCube's design provides customers with convenience and efficiency. Western Global engineered the box-shaped fuel storage system for easy and inexpensive movement. Unlike traditional round tanks, the EnviroCube stays within height, length and width standards for over-the-road transport. The EnviroCube also occupies less space on site compared to round tanks of similar capacities. Once on site, contractors can move the tank via crane

lifting hooks or four-way forklift pockets.

The system's full-height cabinet secures all pumping equipment, which enables Western Global to install components prior to shipping, reducing on-site setup time. Additionally, in-cabinet shelving provides convenient space for customers to store extra tools and supplies.

The EnviroCube's weatherproof, double-walled design provides 110 percent fluid containment, eliminating the need to own and clean a secondary pan or basin while ensuring environmental compliance. Further, a top access hatch simplifies inspections, cleaning and routine maintenance.

To increase fueling flexibility and efficiency, Western Global equips the tank with multiple ports to simultaneously fuel as many as three pieces of equipment. Letterbox-style openings on the tank's side allow it to act as an auxiliary fuel source for equipment such as generators, pumps and light towers while the cabinet remains locked.

Western Global offers the tank in four models with capacities ranging from 4,966 gallons (18,800 liters) to 12,329 gallons (46,672 liters) to meet the fuel demands of a wide variety of commercial operations.

To learn more about EnviroCube fuel tanks and other Western Global products, visit western-global.com.



The EnviroCube's lockable cabinet keeps fuel secure and controls access to hoses, ports and fittings, protecting them from the elements and theft.

Photos courtesy of EnviroCube



The EnviroCube's weatherproof, double-walled design provides 110 percent fluid containment, eliminating the need to own and clean a secondary pan or basin while ensuring environmental compliance.

Terex opens new service center in Lancaster, PA

WATERTOWN, SD — A new Terex Service Center has opened in the Lancaster, PA area. Previously located in Thomasville, PA, the new service center is closer to a greater percentage of Terex® equipment customers and team members. The new facility allows Terex technicians to work safely and more efficiently, while providing room to grow in the 35,000 sq. ft. facility.

"This is an exciting move as it brings us closer to our customers, closer to our team members, and gives us access to a greater pool of new technician talent to support our growth," said Mike Charles, re-

gional operations manager.

"As a strategic business partner with our customers, our relationship with owners and fleet managers is only just beginning when they purchase Terex equipment," said Richard Gunderman, director of Terex Services. "This investment is part of our Lifecycle Solutions program —from parts to custom tailored maintenance and repair solutions— and enables us to deliver services that help our customers get the most from their equipment," he said.

The new Terex Service Center in Lancaster is the first in a series of new or updated facilities that are



Trucks, Trailers & Attachments

planned for other key markets through 2022. Currently, Terex has locations and field service technicians nationwide that provide service support for Terex electric utility aerials, digger derricks and auger drills, Terex boom truck cranes, and Genie® telehandlers, scissor and boom lifts. Terex is also growing its capabilities to include Terex® Advance mixer trucks and Powerscreen® crushers and screens.



The new Lancaster, PA service center is closer to a greater percentage of Terex® equipment customers and team members.

Photos courtesy of Terex Utilities



The new facility allows Terex technicians to work safely and more efficiently, while providing room to grow in the 35,000 sq. ft. facility.

In motion truck scale weighs each axle and calculates total

A new truck scale that will dynamically weigh each axle and print a receipt with individual axle weights and the total without requiring a driver to stop has been introduced by Alliance Scale, Inc. of Canton, MA.

The Alliance axleWEIGH In Motion Truck Scale weighs individual axles by simply driving over the scale at 3 mph and also calculates total vehicle weight regardless of truck length or configuration. Easy to use, a driver stops at the controller, enters their known tare weight or truck ID to recall a stored tare weight in a single pass, or can use two-pass weighing and the controller will calculate the gross, tare and net values.

Featuring factory calibrated load cells and a preprogrammed indicator, the Alliance axleWEIGH In Motion Truck Scale yields better than ±0.5 percent repeatability on average. Preconfigured for easy installation, these dynamic weighing truck scales can be installed on a gravel driveway, eliminating the need for costly ramps. Suitable for a variety of applications, the controller can provide a CSV file with job numbers for every transaction.



The Alliance axleWEIGH In Motion Truck Scale weighs individual axles by simply driving over the scale at 3 mph.

Photo courtesy of Alliance Scale, Inc.

Weaver appointed distribution sales manager

SOMERSET, PA — J&J Truck Bodies & Trailers, manufacturer of dump bodies, trailers, oil and gas equipment, and custom transportation solutions, recently announced the appointment of Nathan Weaver as distribution sales manager. In this capacity, Nathan will be responsible for supporting and developing J&J's municipal customer base and brand awareness, increasing sales and developing new accounts. He will also work with the marketing department to develop and implement regional marketing plans — including attending regional and national trade shows.

Before joining J&J Truck Bodies & Trailers, he was an account manager with a truck equipment distributor where he was responsible for maintaining and growing municipal equipment sales. "We are excited that Nathan is joining our team and feel confident that his past municipal experience, skill set and enthusiasm will provide value to our customers and our organization," said Jason Cornell, J&J's director of sales.



Nathan Weaver will be responsible for supporting and developing J&J's municipal customer base and brand awareness, increasing sales and developing new accounts.

Photo courtesy of J&J Truck Bodies & Trailers

High performance jump-starting power pack delivers compact, versatile, safe, rugged and reliable portable power

WESTAMPTON, NJ — Weego, innovators of compact, safe and reliable portable jump starters, recently announced the most versatile, rugged 12V lithium-ion jump starting power pack on the market built for professionals — Weego 66.

The most significant update to jump starter technology in over 40 years, Weego 66 sets a new standard for compact versatility, delivering the power needed to get cars, trucks, tractors, boats and light-duty equipment moving again — every time. Weighing only 2.5 pounds, Weego 66 is an incredibly practical and convenient solution for any jobsite and any professional on land or sea.

The four-in-one Weego 66 made for 12V gas and diesel engine systems, jump starts with 2500 peak amps and 600 cranking amps; is capable of bringing phones, tablets, laptops or other mobile devices back to life via 5V USB and 19V outputs; powers 12V portable accessories; and provides ultra-bright lighting functionality with a 600-lumen dual LED flashlight.

“The downside of jump starting products for the pro is their size and weight, inability to hold a charge over an extended period, relatively short lifespan, lack of safety features and almost complete lack of versatility,” said Gerry Toscani, CEO of Weego. “Following years of listening to our customers and intensive field testing, Weego has designed and engineered the 66 right here in the USA to be a real all-in-one workhorse.”

Weego 66 comes with Smarty Clamps® — innovative, patented, ergonomic jump starter clamps that incorporate lights and sounds to guide users through the jumping process, and feature built-in anti-spark, reverse polarity, overheat and power surge protections; Weego 66 is not only the easiest

to use but also the safest. The tapered tips fit in tight spaces and the clamps open extra wide and are powered on both sides to ensure good connections. Weego 66 also has incredible holding power, providing up to two-years standby time and a broad operating range of -4 to 140 degrees Fahrenheit. Offering AutoBoost™ functionality for those extra-tough situations, Weego 66 automatically sends maximum power to dead batteries (down to ½ volt) without an override button. This new feature eliminates all guesswork and is still super safe for the user.

“The main advantage of Weego 66 is its power to weight ratio,” continued Toscani. “With Weego 66 up to 90 percent lighter and 80 percent smaller than comparably-powered, traditional, lead-acid jump boxes, think of your Weego as an investment in a game-changing, compact, powerful, safer and easier-to-use tool. Unlike those big jump boxes, it reduces strain on the user and is easy to maneuver in tight spaces. Its ergonomic design makes any job easier. It is also versatile enough to be used every day to keep a phone or laptop charged on the jobsite where outlets may be at a premium or as a tactical-grade flashlight when working in dimly lit areas. When compared to jumper cables, to be honest, there is no comparison. Weego is a convenient, feature-rich power tool for the pro.”

Guaranteed to perform as promised, Weego 66 cranking amp readings are verified; engine compatibilities are tried and true; and lumen specifications are accurate. With no governing agency to verify portable-power product specifications, trust in a brand is critical to ensure safety and Weego is the brand that users can trust.

The rugged Weego 66 is IP65 rated for water, dust and dirt resistance. Weego 66 is independently lab tested



Weego 66 sets a new standard for compact versatility, delivering the power needed to get cars, trucks, tractors, boats, and light-duty equipment, moving again — every time.

Photo courtesy of Weego

and backed by an 18-month warranty. For more information on Weego 66 visit www.myweego.com.

Fisher Engineering unveils next generation of XLS™ Expandable wing plows

ROCKLAND, MAINE — Fisher Engineering, manufacturer of FISHER® snow removal and ice control equipment, unveiled several significant updates to the XLS™ expandable wing line of plows earlier this year, including new blade options and sizes.

The XLS plows carry more snow than ever with their new flared wings, which are expandable to help the operator maneuver confidently in areas like parking lots or alleys. The XLS snowplows are also now two inches taller, standing at 31 inches tall, with the flared wings rising up to 36 inches.

Fisher Engineering has also announced a new width of the XLS plow, now offering an 8.5-foot version of the plow, in addition to the updated eight-foot plow. This new, wider plow extends out to a full length of 11 feet, making it versatile enough to handle large snow-removal tasks and fitting up to Class 6 trucks. That versatility is all in the hands of the operator, with easy touch-button or joystick controls that independently change the position of each wing. The operator can easily switch the plow from scoop to windrow to straight blade right from the driver's seat.

Finally, the new FISHER XLS plows are now avail-

able in corrosion-resistant stainless steel. This enhanced finish gives snowplow operators extra options when deciding which plow would work best with their fleet. The plows are also available in their signature yellow powder-coated steel.

“Plow operators need to be ready to handle a wide range of situations, and that's why we're giving them even more options on our most versatile plow,” said Tyler Jones, product manager for FISHER. “It's wider and taller but still agile, so it can clear more snow and do it better than ever before. A lot of fans have also been asking for a new stainless-steel XLS, and we're excited to grant their wish.”

Unique to FISHER, the XLS plows sport an industry-leading trip edge design to protect the equipment and operation in the event of an unseen obstacle. Only the bottom edge of the plow trips, so the blade stays upright and snow stays in front of the plow.

For added strength, the new XLS plows are reinforced by 10 vertical ribs, a heavy-duty torque tube and a structurally reinforced slide box.

Information on the all-new XLS expandable wing plows is available at www.fisherplows.com.



The XLS plows carry more snow than ever with their new flared wings, which are expandable to help the operator maneuver confidently in areas like parking lots or alleys.

Photo courtesy of Fisher Engineering



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PrimeSource launches GRX gloves

IRVING, Texas — [PrimeSource Building Products](#), an international distributor of building materials for residential and commercial needs, recently debuted GRX Gloves, a brand-new line of quality gloves designed with new levels of comfort and fit in mind to promote hand safety and offer value for American workers.

“GRX Gloves offer workers the latest technology in comfort, fit and safety,” said GRX Gloves Sales Director Art Faro. “We’ve designed a range of tighter fitting, more breathable gloves to ensure that you’re

using the right glove for the right job.”

The initial launch now rolling out across the Prime Source Distribution Network includes:

- GRX Cold Weather — Work gloves offering superior protection in extreme weather conditions
- GRX Industrial — Maximum hand protection in a high-performance glove
- GRX Professional — All-around gloves designed for the both pro and the weekend warrior
- GRX Tradesman — Rugged abrasion-resistant leather for durability versatility and comfort

The new GRX glove line will be available through the PrimeSource network of pro-contractor supply location and pro-supply locations.

“PrimeSource is always looking for new and innovative products to add to our portfolio,” said Building Materials Group Manager Andy Spyhalski. “We know we are a key supplier and we want to respond to our customers’ needs and simplify their buying decisions.”



The gloves are designed with new levels of comfort and fit in mind to promote hand safety and offer value for American workers.



GRX Cold Weather — Work gloves offering superior protection in extreme weather conditions.

Photo courtesy of PrimeSource

BOSS Exact Path™ designed to deice sidewalks and walkways

IRON MOUNTAIN, MI — BOSS Snowplow introduces the new Exact Path™, a drop spreader with an innovative design that precisely drops deicing material while protecting grass and landscaping. Precise application also makes quick work of sidewalk jobs to increase efficiency and profitability for snow and ice contractors.

Available in 2.5 cubic feet and 6.0 cubic feet capacities, Exact Path™ offers three mounting options to fit UTVs, compact/sidewalk vehicles and tractors. A stainless steel hopper and frame with a polyethylene cover keep materials dry and free flowing. An exclusive feed gate lever makes it easy to adjust material flow — no tools needed.

“The BOSS Exact Path is a tool that we designed with the day-to-day challenges of

snow and ice professionals in mind. It focuses on solving the problems that contractors face when deicing sidewalks and walkways,” said Mark Klossner, marketing vice president for BOSS Snowplow. “Ultimately, improved tools like Exact Path help contractors stay ahead of the curve to increase profitability for their businesses and provide high-quality service to their customers.”

The Exact Path™ standard features include:

- 8-position adjustable feed gate allows you to adjust the material discharge amount without tools for extra flow control.
- Stainless steel hopper and frame construction are built to outlast the elements.
- Solid poly hopper cover with integrated tie-downs protects against weather and is made to last.

- Top screen with bag splitter easily opens bags and filters deicing material.

- Enclosed 12-volt electric high torque motor is weather and dust sealed to ensure performance, durability and reliability.

- Variable speed control comes standard on all Exact Path™ spreaders.

The Exact Path™ attachment styles include:

- Category One 3-point hitch
- UTV bed
- Toro Groundsmaster®
- Compact sidewalk vehicles with a 2” slide-in receiver

The Exact Path™ will be available for the 2018 snow season. For more information on product features and the quality, durability and warranty of the BOSS brand, visit www.bossplow.com.



A stainless steel hopper and frame with a polyethylene cover keep materials dry and free flowing.



Available in 2.5 cubic feet and 6.0 cubic feet capacities, Exact Path™ offers three mounting options to fit UTVs, compact/sidewalk vehicles and tractors.

Photos courtesy of BOSS

A smarter approach to technology implementation

Source: sima.org

Jim Hornung Jr., president of Elbers Landscape in Buffalo, NY, spoke to SIMA Snow and Ice Symposium attendees on how to make a smarter approach to technology implementation. Following are four takeaways from his session:

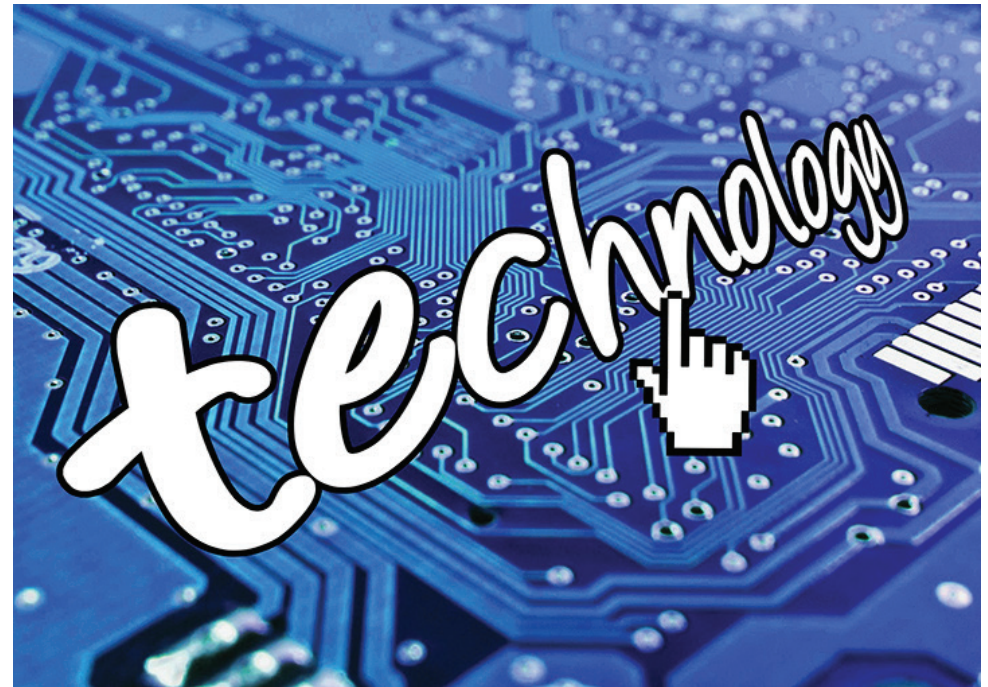
- When choosing technology identify what you are trying to accomplish first and then choose the solution. Sales people are good at telling you what they think you need, but only you know what pain you are trying to resolve with technological advancements.

- Once you narrow down which solution you are going to select, start the process of mapping out the implementation. Usually the provider will offer a schedule, but you need to develop an internal plan that allocates human capital, IT resources, etc.

- The other costs that have to be considered are the indirect costs for hardware items (e.g., computers, smart phones, chargers, cases, etc.). Those costs can add up quickly and often are not factored by the solution provider because they are not products that they sell.

- Consider who and how to use the data that is collected. It is not good enough to simply collect the data - you have to use it to improve operations and profitability. Often, the amount of data that is being collected is daunting and knowing how to properly transform it into actionable information can be challenging and time consuming during the implementation phase and beyond.

Learn more about SIMA at www.sima.org.



People in the industry

Honoree named to receive SEAA's William Davis Service Award

The Steel Erectors Association of America (SEAA) has recognized John (Jack) Metcalfe with its William Davis Service Award. The award is given to

an individual who has demonstrated a life-long commitment to service in the steel construction industry. It is the association's highest honor, present-

ed in memory of William Davis, who held board and committee positions for nearly 20 years through the 1980s and 1990s. Recipients of the award exemplify qualities of volunteerism and generosity.

"Jack Metcalfe is a long-time volunteer to the SEAA Board of Directors. During his tenure, Jack has served on multiple committees, was the driving force behind the SEAA/NISD Detailing Guide, and he has provided sensible input for the operations and future plans of SEAA," said Dave Schulz, SEAA President.

Metcalfe recently retired from John Metcalfe Co., and now runs a small consulting business. He has served on SEAA's Board of Directors for more than five terms over the years. In addition, he is co-author of the SEAA/NISD Erection Safety Manual.

"Jack was a driving force behind the development of the detailing guide," said Tom Underhill, SEAA Executive Director. "At the time, there were no other published best practices that were both erector friendly and OSHA compliant. First published in 2002, this is a professional contribution that has a lasting benefit for the industry," he said.

Metcalfe is a past president of the National Institute of Steel Detailing. He



Jack Metcalfe, 2017 William Davis Service Award recipient.

Photos courtesy of SEAA



(L-R) Alan Sears, Dave Schulz, SEAA President; Jack Metcalfe and his wife Pam Metcalfe; Tom Underhill.

was NISD's liaison to SEAA for many years. His personal interests include water sports, his grandchildren, doing construction and children's mission work in the Sudan and Haiti, as well as disaster relief in the US.

Upon receiving the award, Jack Metcalfe said, "To receive the William Davis Service Award is a most humbling experience. I had the privilege of knowing William and witnessing first hand his many contributions. To be recognized by one's peers is an honor for which I am most grateful."

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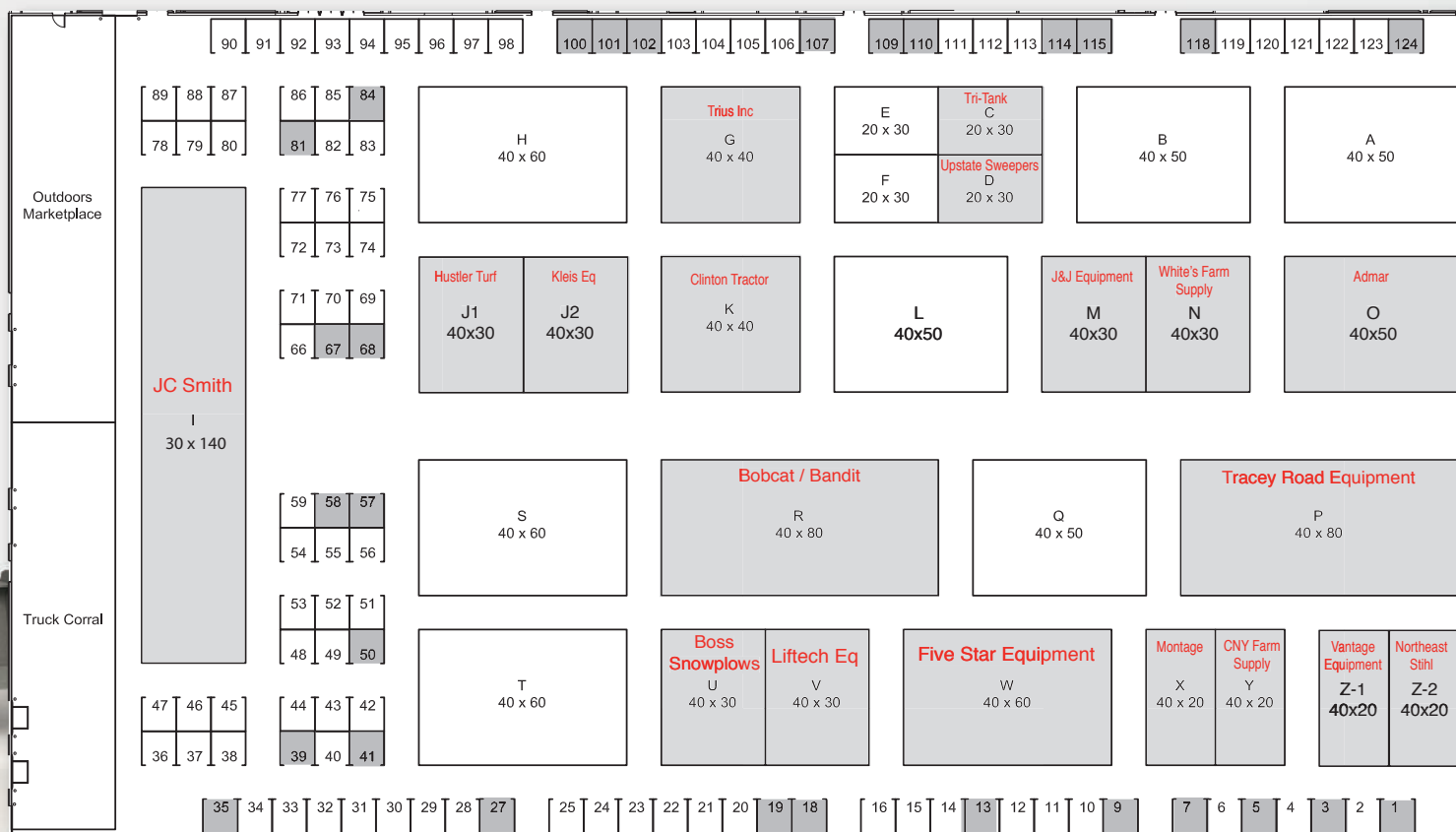
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News

ARTBA leader Pete Ruane announces retirement plans

Pete Ruane, president and chief executive officer of the American Road & Transportation Builders Association (ARTBA), recently announced he will be retiring from the organization in October after 30 years of service. He is the longest tenured head of the 116-year-old organization.

After Ruane's departure, ARTBA Executive Vice President & Chief Operating Officer William D. Toohy, Jr., a 33-year ARTBA veteran, will serve as acting CEO until the new top executive appointment is made and transitioned.

"It has been my honor and privilege to serve ARTBA and help advance its mission of ensuring solid investment in transportation infrastructure to meet the demand for safe and efficient mobility," Ruane said. "The nation's economy and quality of life literally ride on the fine work done by the men and women in this industry. I'm proud to have been supporting them. This organization has incredibly strong volunteer leadership and an outstanding staff. I believe it is well-positioned to meet the challenges and opportunities of the future."

ARTBA Chair Matthew Cummings, executive vice president of Americas Transportation for the international design and construction firm, AECOM, noted that when Ruane joined ARTBA in 1988, the total annual federal investment in the U.S. highway and transit programs was \$16 billion. Today, it is \$60 billion.

"Pete's passion for ARTBA's mission and his successful industry leadership over the past almost three decades cannot be overstated. He has built ARTBA into a highly respected, formidable operation on multiple fronts – government relations, policy development, economic research and analysis, safety training and promotion. He leaves behind a powerful legacy both in Washington and the industry. Pete brings an unrivaled industry presence, a dedication and drive that are truly one of a kind," Cummings said.

He noted that earlier this year he had appointed Immediate Past ARTBA Chair David Zachry, chief executive officer of the Zachry Corporation, an international construction firm based in San Antonio, Texas, to head a search committee for Ruane's successor. That process, he said, is well underway.

Ruane, who Congressional Quarterly called "the dean of transportation lobbyists," has been a lead-

ing force in federal transportation investment policy and politics in the nation's capital for over 40 years. He has been a fixture witness at congressional hearings and provided counsel to administrations from both political parties. He has advised and served on post-election presidential transition teams.

Ruane was instrumental in the creation and leadership of the Transportation Construction Coalition (TCC), now in its 22nd year, which includes 31 national associations and labor unions, the 105-member Alliance for Truth in Transportation Budgeting, which successfully pushed reforms to end the long-time impoundment of Highway Trust Fund revenue, and the U.S. Chamber of Commerce-led Americans for Transportation Mobility (ATM), which he has served as vice chair.

In a prescient move, in 1990 Ruane encouraged ARTBA to create its eighth permanent membership division – Public-Private Partnerships in Transportation – to help develop and move federal legislation that would foster private investment in transportation projects to supplement public funding. The association played a key role in opening this door in the 1995 highway bill which allowed, for the first time, states to be reimbursed with federal funds for bond principal, interest costs and insurance on Title 23 projects. The law also made significant changes in federal loan policies for toll highway and bridge projects.

For his leadership in the 1998 enactment of TEA-21, the \$198 billion guaranteed, six-year surface transportation authorization law, Ruane was the first association executive ever selected to receive the American Public Works Association's "Distinguished Service Award." He was also selected as one of Engineering News-Record Magazine's "Top Newsmakers of 1998" worldwide. Public Works magazine named him one of its 2005 "Trendsetters" for his leadership in enactment of the 2005 SAFETEA-LU surface transportation program authorization.

On Ruane's watch, ARTBA moved aggressively into the federal environmental litigation arena. In 1993, it sued the U.S. EPA over proposed expansion of Clean Air Act transportation conformity regulations—and won. Among its many subsequent court victories, the association has earned landmark rulings thwarting state agency efforts to regulate and limit the use of heavy construction equipment on

transportation projects sites and also in ensuring the transportation construction industry has legal standing in federal court challenges against approved state and regional transportation plans.

Under Ruane's stewardship, ARTBA also developed and launched nationally acclaimed economic research, safety and education programs. Among them are the Transportation Investment Advocacy Center™, the National Work Zone Safety Information Clearinghouse™, TransOvation™ and the "Safety Certification for Transportation Project Professionals™" (SCTPP) program. The SCTPP was awarded ANSI accreditation under the ISO/IEC 17024 international standard for professional certification in May 2018, a unique achievement.

Prior to joining ARTBA in October 1988, Ruane served nine years as president and chief executive officer of the National Moving & Storage Association. From 1970 until 1980, he served as the deputy director of the Office of Economic Adjustment in the Office of the U.S. Secretary of Defense and the President's Economic Adjustment Committee.

Ruane is a past chair and current director of the Small Business Legislative Council (SBLC), a permanent coalition of over 50 trade associations representing small business interests in Washington, D.C. He is also an officer of the International Road Federation (IRF) and a trustee of the ARTBA Transportation Development Foundation.

Ruane, a decorated U.S. Marine Corps officer, served in the Vietnam War. He earned a doctorate in public administration at the George Washington University in Washington, D.C., holds a master's degree from Pennsylvania State University and is a graduate of Loyola University in Baltimore, MD. He holds the professional designation Certified Association Executive (CAE).

A long-time advocate for Catholic education, Ruane has held numerous volunteer leadership positions in that arena. He has served as chair of the Loyola College Board of Advisors and chair of the St. Mary's Annapolis School Board. For five years, he served as the first lay chairman of the Calvert Hall College High School in Baltimore. In 2015, Ruane was voted into the school's Hall of Fame.

He and his wife of 50 years, Pat, reside in Annapolis, MD.

2018 ARTBA Foundation's "Helping Hand" Awards



Terracon Consultants, Inc., of Olathe, KS was named the first place winner of the 2018 "Helping Hand Awards," an annual competition sponsored by the American Road & Transportation Builders Association's Transportation Development Foundation (ARTBA-TDF).

The awards "recognize extraordinary programs — outside the scope of normal business operations — that demonstrably benefit and help improve the quality of life in the community where the company is based or conducts business."

Sugar Land, Texas based HCSS was the second place winner. The awards were presented May 15 at an ARTBA Foundation awards lunch held in the Nation's Capital.

Overall Winner: Terracon Consultants, Inc., Olathe, KS

Through the Terracon Foundation, the company's employee-owners give back to the communities they serve by delivering safe, quality facilities and infra-

structure projects that support strong, vibrant communities.

Terracon encourages employees to submit requests for one-year grants for local organizations aligned with its company's mission of "using the earth's resources at a rate in which they are naturally replenished while not compromising the ability of future generations to use them." Each year, the company participates in hundreds of philanthropic and civic events near its 140 local offices across the nation.

Since its inception in 2008, the Foundation has awarded more than \$1.6 million to community organizations, universities, dependents of employees, and natural disaster victims.

In 2017 alone, the group provided nearly \$300,000 in grants to worthy causes. Among the recipients: the Society of Women Engineers, for its work engaging the next generation of female engineers; the rollout of the Girl Scouts of

the USA's "Girl Scout's Math in Nature Badge" curriculum; university scholarships for students at the University of Arizona, University of Illinois at Urbana-Champaign, University of North Carolina, University of Washington, University of Texas Rio Grande Valley, and Virginia Tech; vocational training programs, including Autism Works at a New Leaf, Inc. in Tulsa, OK.; the Boys & Girls Club of Saline County in Benton, AR; Christ the King School in Seattle, WA; the Shawnee Mission Education Foundation's Project Lead the Way in engineering at the Shawnee Mission in Kansas; Pine Bend Elementary School in Inner Grove Heights, MN; the STEM club at Martha Turner Reilley school in Dallas; the YWCA of Greater Cincinnati; and Tucson Clean & Beautiful for road-side clean ups.

2nd Place: HCSS, Sugar Land, Texas

In August 2017, a large, slow-moving hurricane made landfall southwest of Houston. Hurricane Harvey became a Category 4 storm in just 40 hours, landing near Rockport and Fulton, bringing with it wind gusts of more than 130 miles per hour.

HCSS, a construction software company, was spared from flooding. However, 25 company employees in the Fort Bend County community were not so lucky. More than 200,000 residents were impacted, with 6,824 homes damaged in the county. Approximately 20 percent of the county's land area was impacted by floodwater, necessitating nearly 10,000 emergency rescues and resulting in three deaths. Homes across the county took on multiple inches of floodwater,

ruining all possessions inside. Unlike most storms, which make landfall and quickly move inland and away from the coast, Harvey stalled over the Gulf Coast for several days, producing catastrophic and deadly flash flooding. Cedar Bayou in Houston recorded a new North American record of 51.88 inches of rainfall in less than 48 hours, and more than one-third of Houston was underwater. Nearly 40,000 people were forced out of their homes and into shelters. All told, the storm damaged 203,000 homes, destroyed 12,700, caused more than \$125 billion in damage and had affected 13 million people from Texas through Louisiana, Mississippi, Tennessee, and Kentucky as moved its way through to the eastern U.S. The storm also claimed 88 lives.

HCSS continued normal business operations as much as possible during the storm, with many employees working from home in order to continue meeting the "24/7" customer service needs of customers from around the country. But several employees had in mind to do much more than just proceed as normal.

HCSS coordinated cleanup efforts in the community, spending \$27,000 on supplies. It also provided a staging area for those supplies and others donated by customers, coordinated 1,200 volunteers who donated 20,000 hours to clean up 250 homes, and housed Christian Aid Ministries workers who came to Texas to help with cleanup. Employees and customers also raised nearly \$150,000 via a "Go Fund Me" campaign to help other employees impacted by the storm.

ARTBA honors Texas A&M professor and retired ORAFOL leader with prestigious highway safety award



Gene Hawkins, a professor in the Zachry Department of Civil Engineering at Texas A&M University, and retired ORAFOL Americas leader Tom Flaherty, are the respective public and private sector recipients of the American Road & Transportation Builders Association's (ARTBA) 2018 Jake Landen Memorial Safety Award.

Established in 1979 by ARTBA's Traffic Safety Industry Division (TSID), the Landen Award is presented annually to those individuals who have "made significant and lasting contributions to the safety of our nation's highways." To be eligible, a person must have been employed, or be retired from, a private business or publicly funded organization, made a significant contribution to highway safety and be nominated by a TSID member.

The two were honored in June during the TSID's annual summer meeting in Denver, CO.

Flaherty spent more than three decades advocating the need for improved retroreflectivity in roadway and vehicle signs and markings to enhance motorist information in both long-term road operations and shorter-term construction operations.

Flaherty, who began his career in traffic safety in 1987, spent 25 years with Reflexite Americas (acquired by ORAFOL in 2011). He served on several industry committees and boards, including ARTBA's TSID board, the American Traffic Safety Services Association board, and the National Committee on Uniform Traffic Control Devices (NCUTCD) Temporary Traffic Control Technical Committee.

Hawkins also holds a joint appointment as a research engineer with the Texas A&M Transportation Institute (TTI). He's spent 32 years in College Station. Prior to joining TTI, he worked in the private sector for several consulting firms.

Hawkins currently serves as the chair of the NCUTCD and is active in both the Institute of Transportation Engineers (ITE) and the Transportation Research Board. He has received multiple awards, including the 2012 ITE Wilbur S. Smith "Distinguished Transportation Educator Award," the 2010 Texas ITE "Transportation Engineer of the Year," and the TTI/Trinity "Outstanding Researcher Award" in 1998.



L-R: Gene Hawkins and Tom Flaherty receive ARTBA's highway safety award.

Photo courtesy of ARTBA

BOSS introduces the DRAG PRO™ Back Blade plow designed to increase efficiency for snow contractors

IRON MOUNTAIN, MI — BOSS Snowplow introduces the DRAG PRO™ rear-mounted snowplow to improve productivity and efficiency when clearing parking lots, loading bays and residential driveways. Designed to clear snow using the back of the truck, the DRAG PRO™ reduces the number of passes required with plow widths ranging from 8-16-feet. “BOSS is the first and only major manufacturer to have a product like DRAG PRO, helping make the jobs of snow and ice professionals easier, more efficient and ultimately more profitable,” said Mark Klossner, marketing vice president for BOSS Snowplow. “We believe that the faster you can restore

order, the better — both for business and for the community.” Available in 8-foot fixed wing, 8-12 foot hydraulic folding wing, and 8-16-foot hydraulic folding wing models, the DRAG PRO™ can open wide to maximize the area being plowed. The folding wing models are easily controlled via remote in the truck’s cab. BOSS DRAG PRO™ features include:

- Independent wing control on hydraulic folding wing models
- Easy attach/detach for quick operation
- Hydraulic relief wing protection
- High-performance hydraulic package delivers reliability and speed

- Easy access to hydraulic valve to raise/lower speed

- Low-profile coupler design for unobstructed tail-gate use and visibility

- Steel blade cutting edge and urethane wing edges
- Available for 4WD, ¾-ton and 1-ton trucks

The DRAG PRO™ will be shown to the market next week at the ASCA Snow and Ice Show in Connecticut (Booth #507). For more information on BOSS Snowplow and the full line of snow and ice control products, visit www.bossplow.com.



DRAG PRO™ rear-mounted snowplow improves productivity and efficiency when clearing parking lots, loading bays and residential driveways.



Photos courtesy of BOSS The folding wing models are easily controlled via remote in the truck's cab.

SnowEx® Scrape Maxx™ adds down-force ability to all existing SnowEx truck plows

MADISON HEIGHTS, MI — SnowEx® offers Scrape Maxx™, an exclusive accessory kit for snowplows in the existing SnowEx product lineup. Scrape Maxx gives SnowEx plows the ability to apply active downward force to bust through hard packed snow, back drag more effectively, and maximize scraping performance down to the pavement.

All SnowEx plows (with the exception of UTV plows) are already built with this ability, but Scrape Maxx harnesses the power to deliver the right amount of force. This accessory is particularly advantageous for users of SnowEx Light Truck and Regular-Duty plows. By increasing down-force, Scrape Maxx effectively allows a light-duty plow to deliver commercial-grade performance.

The technology improves both back dragging and overall clearing capabilities without needing to upgrade to a larger vehicle or heavier plow.

When activated on heavier plows, Scrape Maxx provides additional force to keep the blade against the surface. This helps deliver a cleaner scrape when plowing over uneven terrain, and makes the plow an even more effective weapon on back-dragging jobs.

Because Scrape Maxx utilizes the capacities already built into SnowEx plows, installation takes just minutes and user control is easy. Operators can simply press and hold the down button to engage the feature, and Scrape Maxx does the rest.

For more information, visit www.snowexproducts.com.



Scrape Maxx gives SnowEx plows the ability to apply active downward force to bust through hard packed snow, back drag more effectively, and maximize scraping performance down to the pavement.

Photo courtesy of SnowEx

Landmark Construction automates progress tracking using Identified Technologies' change detection technology

PITTSBURGH, PA — Identified Technologies ("Identified"), the leading managed commercial drone solution today, announced its partnership with Landmark Construction, one of South Carolina's top civil site work construction companies. Landmark picked Identified Technologies drone mapping solution to automate the tracking of their earthmoving progress. Landmark chose Identified over other solutions because of their next level analytics package and ancillary services such as Federal Aviation Administration (FAA) Part 107 training, licensing, support and all hardware maintenance.

According to Mike Marshall, survey superintendent at Landmark, "Once we started using the software, we were impressed by how it helped us improve internal communication, streamline bidding and fine-tune resource management. Now, we can manage our progress with a single glance, and we can easily capture and validate data when there is a change in site conditions. Then we can go back to the site owner and get paid for it, and we are no longer leaving money on the table. Overall the product is a win/win for us."

Dick Zhang, CEO of Identified Technologies, contributed, "We are proud to support Landmark Construction's work with our Cut/Fill Tracking and Change Detection Technology. They're using our Site IQ software for easier, faster cost reporting, avoiding disagreements on projects and safely collecting data



Landmark picked Identified Technologies drone mapping solution to automate the tracking of their earthmoving progress.

Photo courtesy of Identified Technologies

from hazardous terrain. Accurate progress tracking helps smooth out cash flow and keeps everyone on same page throughout the project to avoid costly

misunderstandings and mistakes. Now as questions arise on the project, stakeholders are using Site IQ as the central point of the truth."

Western Products announces new size and design for WIDE-OUT™ adjustable wing plows

MILWAUKEE, WI — Western Products, manufacturer of WESTERN® snow removal and ice control equipment, has announced key enhancements to their flagship WIDE-OUT™ adjustable wing plow, including the brand-new WIDE-OUT™ XL plow. These design changes were announced at the 2018 NTEA Work Truck Show® in Indianapolis. The new WIDE-OUT plow is now two inches taller. The design updates also include much-anticipated flared wings. This size update allows for snow operators to be more efficient on their jobs. They can carry more snow with each pass and move on to the next job more quickly than ever before.

Western Products has also announced a brand new, larger version of the plow, called the WIDE-OUT XL adjustable wing snowplow. In straight blade mode, it extends from 8' 6" to 11', making it the widest WESTERN plow for truck applications. This plow can handle tough, heavy contractor work and fits up to Class 6 trucks.

Snowplow operators will have the same control and versatility with the new WIDE-OUT plows, which feature

an innovative hydraulic adjustable wing technology. The operator can change the wing position from straight blade to windrow to scoop from the comfort of the driver's seat, saving more time on the job.

"The WIDE-OUT snowplow has always been about efficiency and control, and these updates enhance both of those key values," said Doug Clark, product manager for WESTERN. "The new flared wings and increased size are powered by quality construction and our innovative technology, and it all adds up to our customer getting even more jobs done faster."

To take on the toughest jobs, the new WIDE-OUT plows are reinforced by vertical ribs and a heavy-duty quadrant. Also, a dual WESTERN POWER BAR provides exceptional torsional strength and rigidity across the entire back of the plow blade to eliminate blade twisting.

The innovative wings slide laterally across a new, structurally reinforced slide box to prevent bending, even under the heaviest loads.

For more information visit www.westernplows.com.



Snowplow operators will have the same control and versatility with the new WIDE-OUT plows, which feature an innovative hydraulic adjustable wing technology.

Photo courtesy of Western Products



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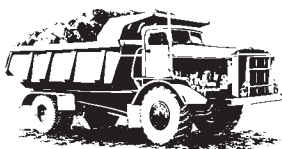
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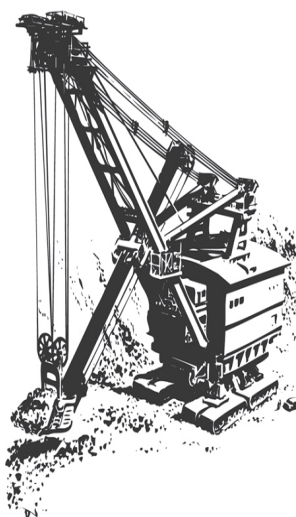


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When Artificial Intelligence meets the construction industry

How will the technology of today impact the construction of tomorrow?

by Brian O'Sullivan

Once confined to the pages of science fiction novels, artificial intelligence (AI) has now become a reality that cannot be ignored. In many ways, we are already using AI — from the newsfeed we read on our smartphones to the software that enables us to shop online securely. We no longer see AI as a far-fetched concept resigned to our imaginations, it is something we are experiencing and benefiting from every day.

The advantages of AI are limitless and permeate not just our everyday lives, but across all industries. For the automotive industry, the launch of self-driving cars means a faster mode of transportation and a significant reduction in accidents and emissions. A similar statement can be made about the construction industry. Early adopters are already using the technology to increase the efficiency, safety and quality of construction projects.

Big data

So, what exactly is artificial intelligence? It is a collective term used to describe when a machine mimics human cognitive functions, like problem-solving, learning and pattern recognition. AI includes a process called machine learning, whereby algorithms are used to enable a machine to learn from the data it is exposed to. Therefore, the more data to which a machine is exposed, the better it will become at understanding and provide insights.

In a time when humans are increasing data creation every day, AI provides an endless resource for machines to learn and adapt. But how does that translate to the construction industry? The volume of data generated on an average construction site is growing — from images captured via mobile devices, to drone videos, security sensors, machine telematics, Building Information Modeling (BIM) and more. The main challenge, however, is not capturing all the data, but rather, implementing a system capable of managing the information, allowing customers to make the most out of it.

Increasing safety and efficiency

AI programs deliver precise data and insights, helping construction contractors maximize the safety, value and productivity of worksites. For example, Smartvid.io — a photo and video management platform used by construction companies such as Skanska and Arup — uses AI to sift through mass quantities of images and videos taken at a construction site and spot potential hazards. The software uses image recognition algorithms to identify specific search criteria, like hard hats, safety vests and hi-vis colors so that it can unearth images to highlight those construction workers who are not wearing the proper safety attire or are possibly violating safety guidelines. Within a matter of minutes, the search results are collected, collated and delivered to a site supervisor — a task that would otherwise take several hours to complete.

Manufacturers like Volvo Construction Equipment are exploring how emerging technologies can increase the safety of job site personnel. After launching Compact Assist in 2015, an operator assist program, Volvo CE is now developing AI algorithms, which detect and decipher specific objects using several computer vision methods. The advanced system sends a warning message to the operator to reduce the risk of accidents.

As well as increasing safety, AI has many other benefits, like performing mundane, repetitive and sometimes dangerous labor-intensive tasks. Dr. Fares Beainy, machine intelligence program leader at Volvo CE says: "AI techniques can help inexperienced machine operators to carry out complex tasks, which they otherwise could not. It's advantageous in an industry that's finding it increasingly difficult to source highly skilled and experienced operators."

Human vs Machine

Research suggests that in the coming years, some jobs could be automated, leaving many people to

worry about their future employment. But as it turns out, the rise in AI is not as terrifying as science fiction would have us believe. Autonomous machines are simply part of evolution, according to Dr. Beainy. "When the first hydraulic machine was introduced, people had similar apprehensions. But, with change came new opportunities. The same phenomenon is happening with the introduction of AI. It will be gradual, but by the time intelligent and autonomous machines are implemented into construction, new jobs will have been created to complement them."



Volvo CE believes that collaboration facilitates innovation.



Created by Volvo CE, Compact Assist uses AI technology to 'assist' the operator.

Photos courtesy of Volvo



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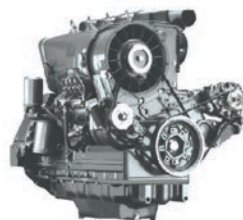
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August 2018

Lakeshore Recycling Systems: preserving the future through diversion





- C&D recycling
- Attachments
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Lakeshore Recycling Systems: preserving the future through diversion

by Larry Bernstein

On the Cover: Sorting recyclable materials from waste is part of the way LRS strives to make a difference.

Photo courtesy of LRS

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Lakeshore Recycling Systems ~ preserving the future through diversion



by Larry Bernstein

LRS relies on a large fleet of off-road equipment to sort, separate and stack material in the facility.

Photos courtesy of LRS

Lakeshore Recycling Systems (LRS), headquartered in Chicago's northern suburb of Morton Grove, IL, is the Midwest's leading independent recycling and waste diversion provider. Lakeshore Recycling Systems was founded from a January 2013 merger between Recycling Systems Inc. (established in 1999) and Lakeshore Waste Services (founded in 2003).

LRS' first facility was the California Avenue Material Recovery Facility (MRF), which is one of the two facilities that Mark Sredin manages — Exchange Street is the other. Sredin has been in the waste industry since he was in high school. He started by fixing roll-off dumpsters and moved up to his current position managing large-scale facilities.

The LRS California Avenue MRF was designed to accept and process commingled material and straight loads. It accepts nearly all materials except hazardous waste, asbestos, or asbestos contaminated material (LRS is licensed to haul it with company-operated trucks). The LRS California Avenue MRF accepts and processes mixed loads of recyclable and non-recyclable material. They also have a waste permit at that facility. The other facility Sredin manages, Exchange Street, focuses strictly on construction and demolition.

With the merger of the two companies, LRS provides recycling and waste diversion programs, comprehensive waste removal to homes, multi-family units and local businesses along with temporary services such as portable restroom rentals, roll-off dumpster rentals, mulch, street sweeping and on-site storage. LRS is the exclusive recycling and waste management part-

ner to over 25 municipalities throughout northern Illinois and is a partner with City of Chicago's Blue Cart Residential Recycling Program.

**LRS is known for
providing the best service
in Chicagoland
and at a fair price.**

The recently expanded Lakeshore Recycling Systems now has nearly 800 employees and 10 locations in the Midwest. LRS is known for providing the

best service in Chicagoland and at a fair price. One way LRS particularly distinguishes itself is through excellent customer service. Sredin says, "Our customer service department is available 24 hours a day seven days a week. In addition, they are very knowledgeable and can help set up customers with the exact service needed." Sredin noted that LRS has a great staff that is experienced and courteous.

Through strategic geographic expansion and hiring talented employees, LRS has managed to capture a significant amount of construction and demolition business in the Chicago area. The company controls over 32 percent of the greater Chicago footprint, which is over 2.3 million tons of outbound commercial and residential waste. Due to LRS' innovative technology, which diverts a high percentage of municipal solid waste out of the

waste stream, LRS is able to divert over 80 percent of the C&D debris that they take in. "Our facilities were designed to recover materials that other companies don't recover. They simply transfer those materials straight to the landfill," said Sredin.

While LRS deals with tons of waste, the company does not own a landfill. Due to recycling and their diversion process, LRS successfully keeps over 800,000 tons of solid waste out of landfills each year. Sorting recyclable materials from waste is part of the way LRS strives to make a difference as well as providing customers with innovative and environmentally responsible services at a lower cost.

LRS relies on a large fleet of off-road equipment, from skid steers to rear loaders



Due to recycling and their diversion process, LRS successfully keeps over 800,000 tons of solid waste out of landfills each year.



An excavator feeds the C&D material onto the Action TAPER SLOT screen to remove material and particles that are smaller than three inches.

to excavators, which are used to sort, separate and stack material in the facility. Material is then further sorted by a highly trained workforce assisted by innovative machinery for optimum diversion.

Other recovered materials including steel, cardboard, paper, wood and concrete are sold. Sredin notes the market for recovered steel is high now. "We have relationships with the refiners throughout Chicagoland and work with them to handle our recovered materials," said Sredin.

These materials are part of LRS' 40 percent diversion rate of materials taken from the waste stream. These recovered items, such as cardboard, wood, concrete, plastic, steel, glass, aluminum among others are given a second life through LRS' cutting-edge recycling process.

While the procedures involved with processing the construction and demolition materials are complex, LRS has it down to a science. These materials from the construction and demolition collection portion of the business, once dumped at the sorting facility, are pushed through the multi-step sorting system. Once these materials enter the sorting process, the excavator feeds the C&D material onto the Action TAPER SLOT screen. This process removes materials and particles that are smaller than three inches.



LRS is able to divert over 80 percent of the C&D debris that they take in.

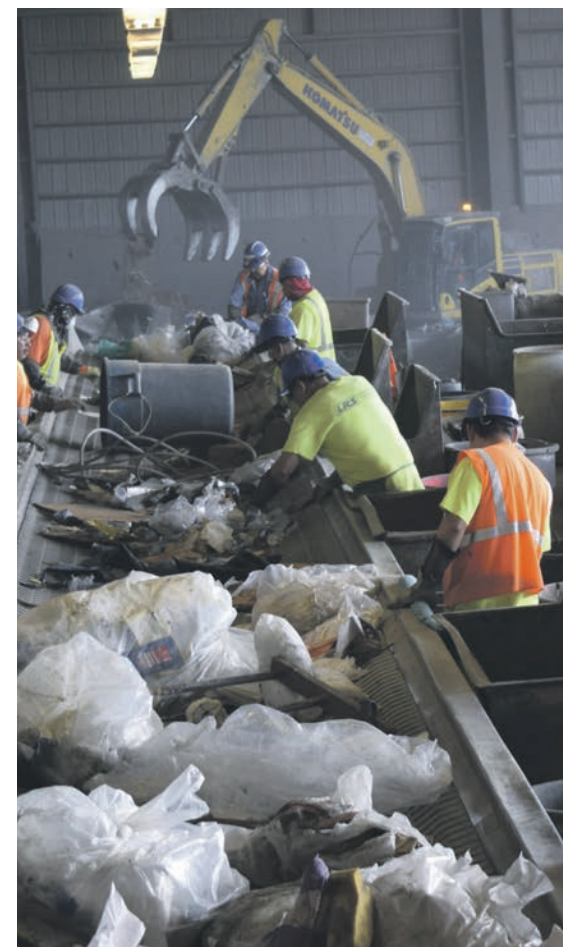
After this step, material enters the sorting line, where highly skilled laborers work quickly to remove recyclable materials, cardboard, steel aluminum for optimum diversion. This removed cardboard is compacted onsite and shipped to other facilities to be baled. Wood that is pulled off the sorting line is further separated into two categories: painted (clean) or non-painted. Depending on the category and grade of this collected wood, these pieces can be repurposed as furnace fuel, mulch, animal bedding and road base. The collected brick and concrete are crushed for repurpose and used to fill in demolition sites, road base and clean fills. Remaining items that are pulled on the sorting line, such as paper, aluminum and plastic are sent to LRS' single-stream recycling center in nearby Forest View, IL.

Not only does LRS know how to handle construction

and demolition materials, but they also know how to convert food and yard waste into high-grade fertilizer using an aerobic digester. LRS partnered with Ecolo-Cap Solutions to create the first aerobic digester in the United States used for organic waste diversion.

When deposited into landfills, organic waste runs the risk of contaminating water, and emits odorous hydrogen sulfide gas and methane, which is a greenhouse gas. LRS' organic recycling operations convert organic waste into a high-grade compost and organic fertilizer that is ready to ship to local companies and customers for mixing and distribution. The process delivers an end product that is reduced in weight and volume by 70 percent. The technology is ideal for urban environments as it can operate on a smaller footprint, needs little labor/overhead and its process and output are odorless. Along with not producing any odor, the aerobic digester produces zero water pollution and zero methane gas.

LRS is the largest privately held waste diversion company in Illinois. They divert as much waste as possible from landfills as part of their mission as a waste management company to preserve the environment. Their significant investments in technology allow them to minimize the amount of material that is not recycled. Their commitment to sustainability extends past their employees and to the communities they service. With construction and demolition booming in the Chicago area, LRS will surely be kept busy removing and recycling debris.



The recently expanded Lakeshore Recycling Systems now has nearly 800 employees and 10 locations in the Midwest.

Doosan introduces new DL280-5 wheel loader with optional guarding package

Doosan Infracore North America, LLC, has extended its wheel loader lineup with the new DL280-5 wheel loader. The new DL280-5 is part of the popular category of 3- to 4-cubic-yard wheel loaders. The Doosan® DL280-5 is designed to provide operators with enhanced performance and comfort as well as increased uptime protection when working in general construction, scrap and waste-handling applications.

The 172-horsepower DL280-5 is manufactured with a standard Z-bar lift-arm linkage and is ideal for scooping, loading, carrying and general construction tasks. Operators requiring additional dumping capabilities into trucks and hoppers will benefit from the high-lift Z-bar configuration available on the DL280-5. The high-lift iteration provides an additional 18 inches of dump height.

Joystick enhancements
Inside the cab, Doosan DL280-5 wheel loaders are equipped with an upgraded standard forward-neutral-reverse (FNR) joystick control/gear selector for greater comfort and productivity. The FNR functionality on the joystick is more intuitive, allowing operators to easily switch between forward, neutral and reverse without removing his or her hand from the controls simply by pressing the joystick buttons.

An exclusive feature on the DL280-5 is its optional wide fin radiator, which has a standard six fins per inch, and is available in a package with heavy-duty axles. The wide fin radiator option provides better cooling with larger fin spacing, helping to filter out dust and debris, which can be particularly helpful in scrap, recycling and solid waste applications.

Heavy-duty axle option
For additional machine performance in scrap and recycling applications,

the DL280-5 can be equipped with heavy-duty axles. The heavy-duty axles allow owners to use solid tires to improve uptime in applications where pneumatic tires are susceptible to puncture. DL280-5 owners should work with their local Doosan dealer to determine the best solid tire option for their machine.

Optional guarding package
The DL280-5 wheel loader can be equipped with an optional guarding package to protect critical wheel loader components when working in harsh conditions — such as scrap processing, waste transfer stations, recycling and demolition — to help minimize machine downtime.

The dealer-installed wheel loader guarding package includes the following:

- Air-intake protection filter/screen
- Articulation area guards
- Axle seal guards
- Belly pan guards (front and rear)
- Boom cylinder hose and tube guards
- Bucket cylinder guards
- Center hinge guards
- Drive shaft guard
- Headlight and taillight guards
- Heavy-duty front frame cover plate
- Steer cylinder guards
- Under cab guards
- Valve stem guards
- Windshield guards

Easy attachment changes
Versatility is important to wheel loader owners when they're working, especially when they want to change attachments quickly. The DL280-5 has an optional quick coupler to easily change attachments, including buckets (general purpose, light material or multi-purpose) and pallet forks.

Doosan telematics
Doosan DL280-5 wheel loaders come with a standard three-year subscrip-

tion to Doosan telematics, which allows equipment owners and fleet managers to remotely monitor machine location, hours, fuel usage, engine idle versus work time and error codes, as well as engine and hydraulic temperatures. Machines can be monitored via an online Doosan telematics account.

In addition, Doosan dealers can provide improved customer support using the system by responding to machine warning messages and alerts, troubleshooting machine issues and then sending a field service vehicle to help with repairs and deliver the proper parts.



Operators requiring additional dumping capabilities into trucks and hoppers will benefit from the high-lift Z-bar configuration available on the DL280-5.

Photos courtesy of Doosan



The DL280-5 has an optional quick coupler to easily change attachments, including buckets (general purpose, light material or multi-purpose) and pallet forks.

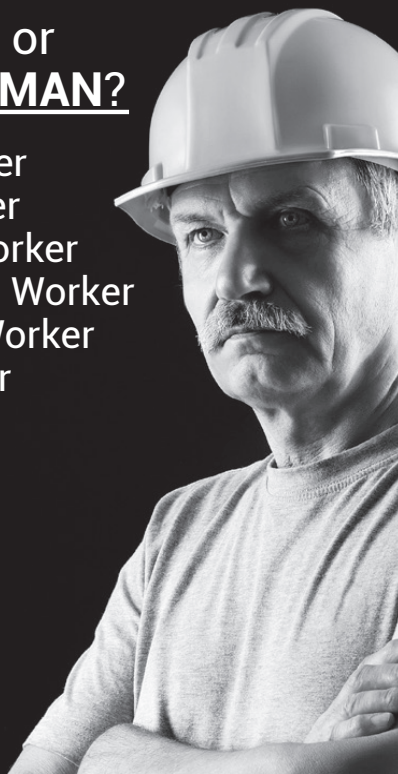
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The 345C features three hydraulic pumps that provide optimum hydraulic pressure to various functions of the excavator when the demand is needed. Alex Anhalt, product consultant for excavators, explains how the systems work.

Photos by Jon M. Casey

John Deere-Hitachi celebrated the 30th anniversary of their joint venture in the Americas by hosting visitors and company employees at an equipment demonstration and walk-around, part of the three-day event held May 16-19, 2018. On Wednesday, media guests not only toured the manufacturing facility in Kenersville, NC, but they also enjoyed a morning of hands-on opportunities to see some of the latest improvements in excavator technology to help make the jobsite experience safer and more productive. On display were an Hitachi 300LC, a John Deere 350G outfitted with the company's new grade control system, a John Deere 85G mini excavator, and the new John Deere 345G LC, reduced tail swing model.

It features no diesel particulate filter (DPF) after treatment and a three-pump hydraulic system that provides generous hydraulic flow for fast cycle times.

New to the John Deere lineup of excavators is the 345G LC. It features the power and agility of the JD 350 series models, with the added benefit of reduced tail swing design. According to Jonathan Spendlove, excavator product marketing manager for John Deere Construction & Forestry, the need for larger, more powerful reduced tail swing excavators are in demand to traverse the tighter jobsite requirements. This new model adds another option to the manufacturer's 33 – 40 metric ton size class. It provides customers with a larger machine with increased lift capacity, more reach, deeper dig depth and greater breakout forces compared to the current 245G LC model. The excavator is ideal for work in road building, underground, building, landscaping and site development applications.

"The ability for our customers to swing a machine and not have the counterweight extend into an additional lane of traffic or bump into a tree is an equipment trait they are considering when looking at options like the 345G LC," he said.

The 345G LC is outfitted with a 249-horsepower John Deere Final Tier 4 diesel engine. It features no diesel particulate filter (DPF) after treatment and a three-pump hydraulic system that provides generous hydraulic flow for fast cycle times, greater flow for attachments and larger efficiency for improved fuel economy.

Improved hydraulics

At the demonstration site, Alex Anhalt, John Deere product consultant for excavators, explained that the JD345G LC is equipped with three hydraulic pumps that provide 180 gallons per minute, which is about 20 percent more than the larger 350 G LC model. He explained that the pumps are computer controlled to deliver the fluid to the machine at the desired place at the desired time. For example, there is a very quick response when the operator changes from digging to swinging the unit to dump the bucket full of material. When digging, the three pumps all direct their flow to the digging. When that action is completed, pump three disengages and waits for the operator to swing the excavator to the side. At that time, it instantly responds, providing faster swing and dump times, which help to increase production rates. He said that digging rates are about the same as previous models; however, the swing, dump and return times are greatly increased to help reduce lost time in motion.

He noted the three-pump hydraulic system also provides for easier attachment changes since the flow and pressure rates can be adjusted from within the cab. Operators will not need to disembark the unit and make manual changes to the hydraulics in order to switch attachments. An optional factory-installed system is available to help power larger attachments like hammers or shears, when greater flow rates are needed. The electronic control on

Excavator demonstration and walk-around features the latest in innovative design and technology

by Jon M. Casey

the hydraulic system provides up to 12 settings for attachments. These changes can be made instantly. This makes changing attachments significantly faster. "All the operator has to do is push a button," Anhalt said.

The 345G LC is built with side-by-side cooling cores for maximum cooling efficiency and easy cleaning. This means less downtime to clean debris and less overheating. The unit can be equipped for reversing fans for applications where the machine is in dusty conditions or areas like mulch production facilities where radiators can plug more easily.



GPS telemetry enables the John Deere Excavator Grade Control System to perform at a high level of accuracy.



It's in the details

Anhalt noted there are several “smaller” details in the design improvements of the 345G LC that go together to enhance the complete package. For example, the excavator is now equipped with LED exterior lights for brighter jobsite visibility and longer useful life. The 345 uses the undercarriage from the 350 model for added weight and stability. More importantly, there are now three track guides on the 300, 345 and 350 models instead of the previous conventional one in the center. With the added track stability, the entire machine is able to perform more effectively.

Like the other G-Series excavator models, the 345G LC features a spacious, comfortable cab and easy-to-use enhanced LCD monitors. A simple turn-and-tap of the rotary dial allows operators to select work mode, to access operating info, to check maintenance intervals, to source diagnostic codes, to adjust cab temperature and to tune the radio. The cab includes a comfortable, fabric-covered adjustable suspension seat with ample

legroom. The wide expanse of front and side glass, narrow front cab posts, large tinted overhead hatch and numerous mirrors provide all-around visibility. A standard rearview camera improves visibility to the rear of the machine. Optional side-mount cameras can provide additional safety monitoring on all sides.

“Smart” excavating

John Deere offers several, innovative technological advances that help make production more efficient and profitable. John Deere dealers can provide Ultimate Uptime, featuring John Deere WorkSight™. With Ultimate Uptime, owners receive pre-delivery and follow-up inspections that include five years of JDLink™ telematics, machine health prognostics, remote diagnostics, programming capabilities and the ability to add dealer-provided features with a customized package.

For more information visit www.deere.com.

*Above Left:
As this JD 345G LC emerges from the freshly dug trench, we are able to see more clearly the compact design of the main frame's rear section.*

*Above Right:
These electronic components, mounted on the excavator boom, are a part of the John Deere Excavator Grade Control System.*



The difference in the boom attachment points for conventional (left) and reduced tail swing excavators (right) can be seen in this photo. On the conventional design, the boom is closer to the front of the main frame while on the reduced tail swing model, the attachment point (fulcrum) is somewhat elevated and set back from the front edge. Counter weight placement is adjusted accordingly on the rear and underside/undercarriage to help provide similar digging capabilities for both units.



Recycling plants help improve the ecosystem

Thanks to Rockster crushing and screening plants, masses of construction waste, old asphalt, waste of metal production like slag, porcelain and many other materials can be crushed, screened and therefor reused as valuable raw material instead of ending up in landfills. Around one billion tons of material could have been professionally recycled with Rockster machines so far.

Lower CO2 Emissions through Mobility

The transport of waste causes air pollution and other unnecessary costs. With the mobile crushing and screening plants of Rockster, recycling can take place on the spot and the final material can be immediately reused. For an even more transport-saving operation, Rockster de-

veloped the DUPLEX system. It combines two different crusher models in just one machine. Many customers use the jaw crusher for primary crushing of hard rocks or slag and change the crushing unit to the impact crusher when they need finer, more specified final grain. Having two systems in one plant increases the machine utilization and reduces transport costs.

Technologies for Low Fuel Consumption

Rockster's sophisticated hydrostatic drive system guarantees a constant crushing performance and the diesel engine stays within the optimum speed range. This helps reduce the diesel consumption per ton of produced material significantly. Moreover, with the worldwide unique parallel hybrid



Rockster R900 Impact Crusher: Recycling of construction waste after demolition of a building.

Photos courtesy of Rockster Recycling

impact crusher Rockster developed a machine needing even less fuel

because the power cap system can store electrical energy to manage demand peaks. This method assures a smooth and continuous production and saves up to 50 percent of fuel compared to

regular diesel operated crushers.

Thanks to the growing environmental education and awareness of the importance of recycling, the demand for recycling products is in-

creasing and Rockster is on the right track with its energy saving, mobile crushing and screening plants.

Visit www.rockster-northamerica.com for more information.



Rockster Impact Crusher R1100D: Recycling of 100,000 tons of highway concrete which is reused for stabilization and fillings in road construction.



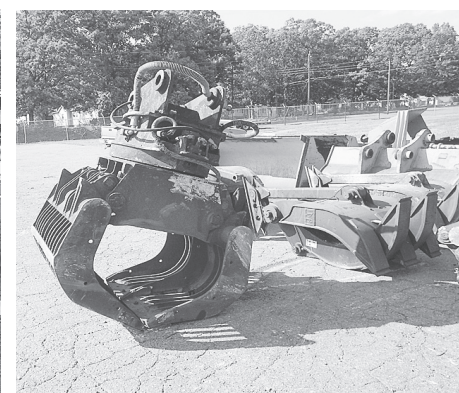
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Neste aiming to use waste plastic as a raw material for fuels and plastics

Neste, the world's leading producer of renewable diesel, is now exploring ways to introduce liquefied waste plastic as a future raw material for fossil refining. The aim of the development project is to proceed to industrial scale trial during 2019. The company's target is to process annually more than one million tons of waste plastic by 2030.

"Neste has been ranked the world's second most sustainable company and we are already the world's largest producer of renewable diesel from waste and residues. Our target is to also be a leader in low-carbon refining and support circular economy by developing innovative solutions based on waste plastic," says Matti Lehmus, Executive Vice President of Neste's Oil Products business area.

"With our strong legacy in raw material and pre-treatment research, we are in a unique position to introduce waste plastics as a new raw material for fossil refining. At the same time, we aim to provide solutions to support global plastic waste reduction," Lehmus continues.

Using waste plastic as a raw material increases material efficiency, reduces crude oil dependency and carbon footprint of products based on such raw material.

Chemical recycling set to increase recycling rate

In Europe, some 27 million tons of post-consumer plastic waste is generated annually. Only about one-third of this amount is currently collected for recycling.

In January 2018, the European Union released its Strategy for Plastics in a Circular Economy. One of its objectives is to increase recycling of plastics and reuse of plastic packaging by 2030. In the EU Waste package, recycling target for plastic packaging was raised to 50% by 2025 and 55% by 2030.

"In order to reach the ambitious EU plastics recycling targets, both chemical and mechanical recycling need to be recognized in the EU regulation," Matti Lehmus says.

Chemical recycling means using waste plastics as raw material for the refining and petrochemical industries to convert them into end products such as fuels, chemicals, and new plastics. Chemical recycling can create new outlets for plastic waste by enabling high end product qualities, thereby complementing traditional mechanical recycling.

Neste building partnerships across the value chain

Reaching industrial-scale production of products from plastic waste still requires development of technologies and value chains. To accelerate development, Neste is looking for partners across the value chain, for example in waste management and upgrading technologies.

"Circular economy is built upon joint efforts," says Matti Lehmus. "We wish to partner with leading companies throughout the value chain, who share our sustainability values and ambition, and are ready to move forward with us."

Forerunner also in bio-based plastics

In addition to exploring ways to utilize plastic waste as raw material, Neste is helping the plastics industry and various plastics-consuming companies to reduce their crude oil dependency and climate emissions by producing durable and recyclable renewable plastics from bio-based raw materials, such as waste fats and oils. As an example, Neste and IKEA will produce polypropylene (PP) plastic from fossil-free, bio-based raw materials at commercial scale during fall 2018. This will mark the first time in the world that bio-based PP is produced at a commercial scale.



The company's target is to process annually more than one million tons of waste plastic by 2030.



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Rotar static pulverizer

Offered in models 20s, 25s, 30s and 40s, the Rotar RSP Series fits machine classes ranging from 35,000 to 110,000 pounds. Incredible cutting



power, combined with easy to replace wear parts make this pulverizer perfect for secondary demolitions. The RSP Series can easily crush the concrete and remove the reinforcement.

The Rotar Static Pulverizer has been fitted with rows of replaceable teeth. It is able to crush through extremely tough concrete and rebar. The design of the jaws creates powerful penetration of even the toughest materials.

The patented speed valve — developed by Rotar — allows the jaws to close quickly and the combi shear will effortlessly switch from speed to power mode as soon as the job requires cutting power. The demolition shear's

body has been assembled from high-grade and wear-resistant materials, making it extremely strong and perfect for high-speed applications. The attachment can also be used with a quick-change coupler.

The cross-mounted hydraulic cylinder ensures optimal efficiency of the cutting power and a compact design with a favorable center of gravity. The large diameter of hoses, bores and pipes reduces the backpressure in the hydraulic system and contributes to the extraordinary feats this pulverizer can pull off.

For more information visit: www.rotar.com.

The design of the jaws creates powerful penetration of even the toughest materials.



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The RSP Series can easily crush the concrete and remove the reinforcement.

Photos courtesy of Rotar

Ten most-asked questions about the OSHA inspection process

by Dave Blanchard

Source: EHS Today

How exactly does OSHA work? Is the government really out to get every company and to cite every workplace safety violation? What happens when an OSHA inspector shows up at your door? Can you actually beat an OSHA citation?

Who better to know — and reveal — the secrets of what prompts and occurs during an OSHA inspection than former OSHA officers? At the ASSP 2018 show in San Antonio, Texas, two retired OSHA officers who now work for consulting firm Safety Controls Technology — Nick Walters, formerly regional administrator for Region V (Chicago) and Tom Bielema, formerly area director for the Peoria, IL OSHA office — shared their field experiences. Walters and Bielema have a combined 47 years of OSHA experience.

1. Why did OSHA pick my company for an inspection?

OSHA follows a number of priorities when determining which facilities to inspect. Those priorities include:

- Imminent danger
- Fatalities and catastrophes
- Sever injuries (i.e., hospitalization, amputation or loss of an eye)
- Employee complaints
- Referrals, whether from law enforcement, other government agencies or the media
- Programmed inspections, such as National Emphasis Programs (NEP) or Local Emphasis Programs (LEP)

2. Can I ask for a copy of the OSHA complaint?

Yes, absolutely.

3. Can I ask OSHA to get a warrant?

Again, yes, but you should seriously consider whether you really want to raise the idea in OSHA's mind that you might have something to hide. All OSHA personnel will present their credentials if you have any reason to question the legitimacy of the inspection or the personnel.

4. What documents am I required to provide to the Compliance Officer?

Typical documents requested include the organization's Federal Employer ID number, OSHA injury and illness logs, written programs, and training records.

5. Can I limit the scope of the inspection?

Yes, particularly to manage and limit the risk of providing OSHA more information than you necessarily ought to. For instance, resist the temptation to offer OSHA a full tour of your facility or campus. You should definitely require the Compliance Officer to follow all workplace safety procedures. Also, let them know about any trade secret areas in your facility. You should know the scope of the inspection and limit areas of access and travel routes (where appropriate) to only the areas within that scope.

6. How does OSHA decide whether or not I get a citation and what the penalty amount will be?

Penalties are calculated based on severity as well as probability, with mitigating factors including history and good faith. There are four violation types:

- Willful: a violation that the employer intentionally and knowingly commits or a violation that the employer commits with plain indifference to the law. OSHA may propose penalties of up to \$129,336 for each willful violation.

- Serious: a violation where there is substantial probability that death or serious physical harm could result and that the employer knew, or should have known, of the hazard. There is a mandatory penalty for serious violations which may be up to \$12,934.

- Other-than-serious: a violation that has a direct relationship to safety and health, but probably would not cause death or serious physical harm.





OSHA may propose a penalty of up to \$12,934 for each other-than-serious violation.

- Repeated: a violation that is the same or similar to a previous violation. OSHA may propose penalties of






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up to \$129,336 for each repeated violation.

7. Does OSHA have a quota system?

In a word, no.

8. What are my options after I receive a citation?

Companies have three options:

- Accept the citations, correct the conditions and pay the penalty.

- Participate in an informal conference.

- Contest the citations, which must be done in writing within 15 working days of the final order.

9. Should I schedule an informal conference and what should I expect when I go to the OSHA office?

They suggest you should always take the informal

conference option, where you should be able to get a better explanation of the violation, the standards cited, what is needed to correct the violation and other issues.

10. Can we beat an OSHA citation?

Yes, particularly if the violation is due to employee misconduct. You must be able to prove all four of these:

- A work rule was violated.
- The work rule had been properly communicated.
- Your organization needs to prove it actively monitors compliance to the rules.
- Disciplinary actions were taken.



West Salem Machinery provides equipment for large construction and demolition recyclers

West Salem Machinery had an opportunity to further develop their partnership with Greenway Recycling, a Portland, OR based material recovery facility (MRF).

Greenway Recycling specializes in managing recyclables for large demolition and construction projects. When they decided to include more "urban forest" wood in their recoverable waste stream, they turned to longtime partner West Salem Machinery.

Greenway previously purchased their second West Salem Wood Grinder in 2007 to process salvage, dunnage, concrete forms, C&D debris, tree trimmings, and other large recoverables. The new second tier commodity of hog fuel / biomass feedstock is sold primarily to paper mills in the Pacific Northwest.

Through their purchase of a WSM 4864 horizontal grinder, Greenway was able to utilize the 600 HP unit with large feed opening, massive rotor, large diameter feedroll, and multi-strand chain infeed conveyor. The unique limited swing hammers offer maximum machine protection from large uncrushables. This large grinder

is the optimum equipment for effective and efficient processing of large, bulky material.

With West Salem Machinery's innovative engineering skills, machining and manufacturing capabilities, and Greenway's commitment to state-of-the-art recycling,

we are one step closer to the goal of a zero waste community.

WSM grinders and complete processing systems feature mill duty construction for dependable long-term operation and optimal performance in the most demanding applications.



This large grinder is the optimum equipment for effective and efficient processing of large, bulky material.

Photo courtesy of West Salem Machinery



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ALLU from 16

With its highly reliable screening attachment, the Transformer D-Series has proved to be ideal for a variety of screening and crushing projects. It has also proved to be highly versatile with the D-Series sharing the DL-series' use of innovative fine-screening TS® drum construction with standard blades.

At the heart of the Transformer D is the unique top screen of its bucket. This is where the screening blades spin between the top screen combs with the end material size being defined by the space between the combs. Effectively these screening combs carry most of the material weight to ensure the drums and bearings take on less impact and load. This construction is clog-free and maintains good capacity even with wet materials.

The Transformer D-Series has been designed to be mounted on 4 - 30tonne (US 4.4-33t) wheel loaders and 10 - 45tonne (11.02-49.6t) excavators. This means they are ideally suited to the requirements of profitable material separation, crushing, screening and processing.

Highlighting the versatility of the D-Series, a customer in Thailand is successfully using a DN 3-12 Transformer with TS 16/32 blades set to 32mm. This is being used to screen waste material to fine soil. In another application, a Japanese company is using a DN 2-12 Transformer with a TS 35 setting to crush bark.

Furthermore a Transformer DH 4-17 with TS screening setup is processing trenched material on water pipelines in Oman. By using the ALLU Transformer attachment on this water pipeline, the contractor is able to ensure large material that could potentially damage the pipe is separated from the padding material.

Demonstrating D-Series versatility

In order to further highlight the benefits of the ALLU Transformers, ALLU exhibited at the Kagawa Prefecture

Forest Machinery Demo Exposition, being represented by its dealer in Japan — Okada Aiyon Corporation. The exhibition itself was devoted to the problems of the forestry industry and future opportunities for wood-based manufacturers, such as optimization and cost management.

The exhibition proved a great occasion to network with customers and partners, and to examine recent market trends and provide innovative solutions. The Okada Aiyon team also demonstrated the D-Series crushing and shredding waste bark from log pieces to a burnable or compostable 0-25mm size.

As the above cases show, the ALLU Transformer D-Series has proven to be the ideal solution for dealing with excavated soil and rubble, with processed material not needing to be transported away and replaced with fresh soil. Not only does this result in substantial savings in material and transport costs, but also no time is lost when waiting for replacement material. Additionally binders can be mixed if the job undertaken requires stabilization.



Feed material being effectively transformed into highly valuable products, making your business more efficient, and more profitable.

Photos courtesy of ALLU



The Okada Aiyon team also demonstrated the D-Series crushing and shredding waste bark from log pieces to a burnable or compostable 0-25mm size.

The Colt 1000 puts on an ‘impressive performance’

DUNGANNON, IRELAND — EvoQuip launches its latest innovation — the Colt 1000 scalping screen. Building upon the success of the Colt 600 and Colt 800, the COLT 1000 is the largest screen in the portfolio and capable of processing up to 360tph (403us tph) depending on application.

The Colt 1000 has been on test with Rapid Aggregates in the UK. Commenting on its performance, Trevor Armitage, Rapid Aggregates managing director said, “I am impressed by the performance of the Colt 1000, a powerful machine for such a small package. There is nothing it can’t cope with and output is comparable to larger screens. The screenbox is very aggressive and excellent at clearing both stone and wet soil material.”

The highly adaptable machine incorporates an aggressive double deck screen of 3.96m (13') x 1.22m (4'). The variable screening angle and numerous screen media options enable the machine to operate in both heavy duty scalping and precision

screening applications, and to manage even the most difficult of materials. In addition, the full 13ft bottom deck ensures optimal classification in fine screening applications.

The versatile and mobile Colt 1000 includes a compact footprint maintaining the ethos of the range. Standard configuration discharges the fines product to the right side of the plant, with the mid-grade on the left. Both conveyors can be ordered reversed as an option, with the ability to place both conveyors on the same side of the unit once the Colt 1000 reaches the field. Flexibility is further enhanced with two-way split conversion by simply relocating the tail conveyor to collect both top and bottom deck pieces.

The Colt 1000 achieves excellent conveyor discharge heights and by coupling a broad belt on the fines the machine distinguishes itself from the competition. The feeder system has class leading capacity through the folding hopper extensions. The 1000mm wide



Standard configuration discharges the fines product to the right side of the plant, with the mid-grade on the left.

Photo courtesy of EvoQuip

feed conveyor complements the screen width to ensure maximum

screen area is managed from the feed point.

The Colt 1000 can be

fitted with the T-Link telemetry system, which provides the customer

with real time information on the performance of their machine.



Fenton will assume the lead role to further develop and implement TOMRA Recycling Americas' short- and long-term sales strategies as well as work directly with TOMRA partners and customers.

Photo courtesy of TOMRA

TOMRA Sorting Recycling appoints Rick Fenton as sales manager, east coast North America

TOMRA Sorting Recycling, the global leading supplier of sensor-based sorting equipment, announces the appointment of Rick Fenton as Sales Manager, East Coast North America. In his new position, Fenton will assume the lead role to further develop and implement TOMRA Recycling Americas' short- and long-term sales strategies as well as work directly with TOMRA partners and customers.

“After an extensive search, we found Rick’s successful track record in the waste recycling industry and vast experience working with plant builders and recycling operations to be the perfect fit, both professionally and personally, for the TOMRA team and work philosophy,” comments Carlos Manchado Atienza, regional director Americas for

TOMRA Sorting Recycling. “Our relationship with Rick dates back many years to when he worked for TOMRA’s plant building partner, Van Dyk Recycling Solutions. He is well familiar with TOMRA sorting technology, so he will be able to help our customers select the right equipment to increase product purity and productivity from day one.”

Fenton offers more than 20 years of equipment applications and sales experience, working directly with customers for dealers and plant builders as well as working for equipment manufacturers. Most recently, he served as sales manager, North America east, for Metso Waste Recycling, where he was tasked with evaluating new applications and expanding into new markets as well as developing new distri-

bution networks. He also was a part of the Van Dyk team for seven years, where he was the main point of contact for customers in the Southeast. He created and managed solution development efforts that best addressed customer needs for Van Dyk.

“Taking the sales manager position at TOMRA is like a homecoming for me. TOMRA is well respected throughout the recycling industry and know for developing innovative, cutting-edge sorting solutions that help customers meet increasing purity standards, like National Sword,” says Fenton. “I look forward to destabilizing many long-term customer contacts and building new relationships with dealers and customers throughout my East Coast territory.”

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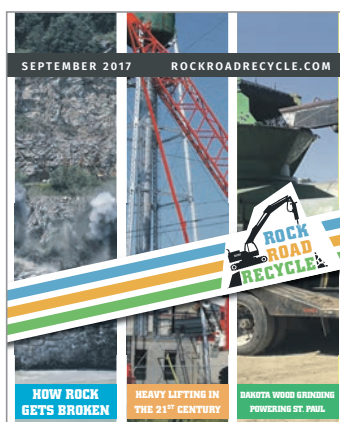
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Lundstams invests in robotic sorting to increase resource recovery

The Swedish waste management company Lundstams Återvinning AB and Mared AB have agreed on a delivery of ZenRobotics waste sorting robots to one of their facilities in Northern Sweden. The new sorting line allows Lundstams to process waste more efficiently and closer to the source. The robotic sorting line is expected to be operational in the first quarter of 2019.

Lundstams Återvinning AB, founded in 1949, provides modern-day waste management and environmental services to companies and municipalities in northern Sweden. Sustainability and the environment are in focus in the company's daily operations. The robotic sorting line is expected to increase the overall material recovery and secure the quality of sorted fractions. Additionally, the need to transport waste decreases when waste can be processed closer to the source.

"At Lundstams we're determined to work towards improving material circulation. This is a great opportunity to make better use of materials that were wasted before", Mattias Marktin, CEO at Lundstams, explains.

The new robotic sorting line will automate and advance the company's waste sorting operations in Östersund. The investment in robotic waste sorting was well received by the local municipality that granted project financing. The municipality considered it a "climate-smart" investment and an exemplary case of combining environmental benefits with new business opportunities.

"By improving our resource recovery we can offer high-quality products and services to our customers. Furthermore, we want to help our customers in becoming the best recyclers and with the most advanced technologies we can do just that," Mattias Marktin concludes.

ZenRobotics' Swedish partner Mared AB delivers the new robotic sorting line that will be the second robot line in Sweden.

"Sweden has one of the highest waste recovery rates in the world but there is still a lot left to be

done. Lundstams is one of the progressive recycling companies in Sweden and we're proud and honored to have been chosen as their supplier. We look forward to realizing this high-end project together with them," Mats Mared, CEO at Mared AB commented.



The new sorting line allows Lundstams to process waste more efficiently and closer to the source.

Photo courtesy of ZenRobotics

The Cobra range continues to expand and impress

EvoQuip launched the Cobra 290R crusher at the recent Hillhead Exhibition in the UK. Building on the success of the Cobra 230, the Cobra 290R compact impact crusher is the perfect solution for onsite recycling in urban areas and is easily transported from job to job.

Ready to crush in minutes as a result of ground level set up and intuitive two button start up sequence, the Cobra 290 is a versatile and easy to use impact crusher that can operate in the most demanding of applications including reinforced concrete, recycled asphalt, construction and demolition waste, coal and natural rock. The Cobra 290 has been working in a Limestone application at Trotters Quarry in Ireland. Managing Director, Richard Trotter, said, "The Cobra 290 really has surpassed expectations. Don't be deceived by size as while the machine it-

self is compact in size, it punches way above its weight and I was really impressed with output"

With throughput potential of up to 290tph (320 US tph), depending on feed material and apron setting, the Cobra 290 uses a 315Hp Volvo engine to power the fuel ef-

ficient and high performing direct drive system and has quickly established itself as a force to be reckoned with in the compact crushing sector.

At the heart of the Cobra 290 is the Terex CR055 Impact Crusher with a rotor size of 1000mm (40") x 1034mm (41.5").

This impactor has been developed using proven components and technology from some of our larger impactors within the Terex range.

Fitted as standard is a hinged inlet lid, which greatly reduces the risk of material bridging at the feed in point. Like

the Cobra 230 crusher, the Cobra 290 also has two independent hydraulic controlled aprons which allow the operator to optimize the material throughput and reduction. The patented hydraulic overload protection system used not only protects the crusher in

the event of an uncrushable piece entering the chamber, but it also minimizes apron bounce and reduces the amount of oversize material passing. The tip speed of the rotor can be varied depending on the application and product requirements. Throughout

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the crushing process, the Cobra 290 constantly monitors the engine load and automatically regulates the feeder speed as required.

Below the impact crusher the customer can choose between the full length conveyor design and the vibrating underpan feeder, which offers complete belt protection in heavy duty recycling applications.

The excellent clearance from the rotor to the belt; the short distance from the crusher outlet to the magnet, and the ability to hydraulically raise and

lower the conveyor all ensure optimal material flow through the machine.

The Cobra 290 was designed with the operator in mind in terms of ease of use and serviceability with ground level access to the engine, hydraulics, service and refueling points. This is further enhanced with features such as the hinged radiator pack, hinged diesel tank and product conveyor that can be removed quickly for major maintenance. In addition, the operator has the ability to move the machine us-

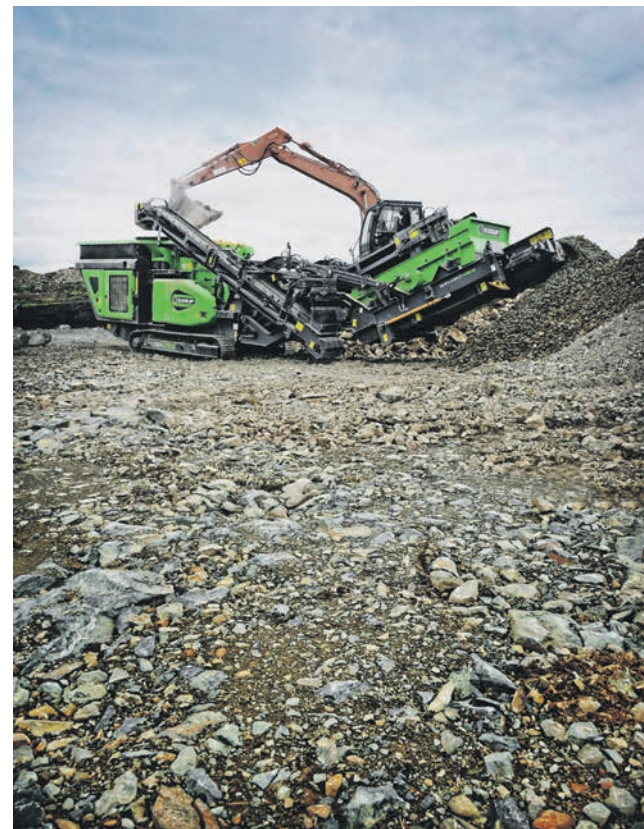
ing the remote control from the excavator cab. This can be done without shutting down the Crusher.

There is also an option for a single deck afterscreen system. This incorporates an aggressive 2.74m x 1.5m (9' x 5') screen, providing the customer with a sized end product. The ability to quickly detach the complete afterscreen system, including the oversize conveyor, provides the customer the option of running the machine in standard mode or to transport it separately. It is possible to purchase and retrofit this option at a later date.



Ready to crush in minutes as a result of ground level set up and intuitive two button start up sequence.

Photos courtesy of EvoQuip



The Cobra 290 is a versatile and easy to use impact crusher that can operate in the most demanding of applications.

Cat® s2000/s3000 Series mobile shears designed for cutting efficiency and long service life

The new Cat® S2000/S3000 Series mobile shears, designed for hydraulic excavators working in scrap and demolition applications, feature optimum force-to-weight ratios that yield faster cycle times and more cuts per hour, compared with predecessor models. Manufactured from alloy steel that has both superior yield and tensile strength properties, as well as substantially greater hardness ratings than T1-type steel, the new S2000/S3000 Series shears are engineered for long, productive service.

Designed with added structural strength and with advanced jaw protection features, the new shears can be boom- or stick-mounted and are available in both straight and 360-degree rotating configurations. The rotating feature allows the shear to be positioned in

optimum cutting positions without moving the carrier.

Efficient cutting, rugged design

To ensure cutting efficiency, the guide and cross-blade design of the new models assist in maintaining an optimal cutting edge, and the jaw-relief feature reduces material drag across the blades, allowing material to fall away freely so as not to hinder the next cutting cycle. Further enhancing the new shears' efficiency is the speed valve, designed to provide ample power when cutting, as well as increased speed when opening the jaws for the next cycle.

Tapered spacer plates reduce the drag of material being cut, a design feature that both reduces the amount of energy required from the shear and speeds cutting. The

apex-jaw design further assists in ensuring that material is held in an optimum position within the shear. In addition, the solid-plate design of the upper jaw (compared with a series of plates) is much less vulnerable to cracking. A bolt-on piercing tip also affords added efficiency and protection at the precise point at which cutting pressures can be most intense.

Designed for reliability and long-term durability, the new shears also feature a fully enclosed cylinder rod to prevent damage caused by material being processed. This protection also extends to the shear's hydraulic lines and hoses. Pivot points within shear are designed with premium materials for long service life and grease points are safely accessible from ground level. Knife maintenance, wear-plate re-

placement and tip build-up can be addressed quickly and easily.

The new shear models, designed for Cat excavators with operating

weights from 11 to 85 tons plus, also fit competitive machines of similar weights. Caterpillar supports Cat work tools with a comprehensive range of

pre- and after-sales services including selection advice, operator training, equipment management and a range of financial and insurance products.



Tapered spacer plates reduce the drag of material being cut, a design feature that both reduces the amount of energy required from the shear and speeds cutting.

Photo courtesy of Cat®

Large investment into Ben Weitsman of Albany, NY will result in commissioning of company's third shredder

Brand new Riverside Engineering shredder to be installed and operational by January 2019

Ben Weitsman of Albany, a division of the East Coast's largest privately held scrap metal processor, has begun work on a multi-million-dollar project to add a 3,000 horsepower Riverside Engineering scrap metal shredder at the facility located at 300 Smith Boulevard in the Port of Albany. Once complete, all shredding for Albany will occur on-site which will enable final shred product to be sold and shipped direct from the Port of Albany via truck, barge, deep sea vessel and rail.

The new shredder, which will add 20 additional positions at the Albany facility, has a 70-inch mill and is ca-

pable of shredding 80 tons of scrap material per hour. All ASR material will be sent to the main facility in Owego so the nonferrous can be further processed through the eddy currents, micro fines plant, wire chopping plant and newly commissioned dry media plant to further process zorba.

Ben Weitsman of Albany, which was a newly constructed scrap metal recycling facility that opened in August 2013, has become one of Upstate Shredding – Weitsman Recycling's highest customer volume yards in the network.

"This is a plan we have had in the works for some time and I am happy to announce

that work on the shredder is underway and once complete, will add more jobs and revenue to the local economy. In addition, this will be the third shredder for the company and is perfectly positioned within our geographic footprint to complement our shredding operations in Owego, New York and New Castle, Pennsylvania. In 2019, our goal is to process one million tons of shredded scrap alone between the three shredders and given current scrap volumes at our feeder yards we feel this goal will be easily attainable," said Adam Weitsman, CEO of Upstate Shredding – Weitsman Recycling.

Weitsman has been credited in the industry with ushering in 'the new age of scrap yards,' complete with fully paved yards and brand-new buildings, technology, equipment, fencing and landscaping. The Binghamton, Jamestown and Owego Weitsman facilities were recently renovated and the Albany retail scrap yard and New Castle, PA retail scrap yard and shredder were recently built as new operations from the ground up. In addition, the Syracuse yard is currently undergoing a \$5 million renovation and the company recently began operations at its brand new dry media plant in Owego. The

micro fines plant, which extracts precious metals from shredder residue, will also be fully operational in Owego starting next month.

Upstate Shredding – Weitsman Recycling is the East Coast's largest privately held scrap metal processor, operating 17 locations throughout New York and Pennsylvania. In 2014 and 2016, Weitsman was honored as the top scrap recycling company in the world by S&P Platts Global, the premier resource for metals and mining worldwide. The company also won the award for Scrap Company of the Year from American Metal Market in 2015 and 2016.

Cat® GSH420/GSH520 grapples feature design refinements for effectively handling bulk materials

The new Cat® GSH420 and GSH520 orange-peel grapples — replacing the GSH15B Series grapples — are designed for a wide range of applications including handling shredded scrap (such as long structural beams and car bodies), handling rocks at con-

struction sites and waste at recycling and transfer stations. The performance and efficiency of the new Cat grapples help waste-handling operations meet the challenges of increased environmental regulation, growing pressure to recycle a mix of materials

and stringent budgets.

The new grapples feature horizontal placement of the cylinders creating a profile that allows for effective material penetration and efficient bulk-material handling. The design enhances the strength, reliability and durability of the new grapples, which are available in four-tine and five-tine shell configurations and in closed or semi-open versions. In addition, the GSH420 and GSH520 feature a redesigned rotation system. The new grapples are designed to work with the Cat MH3022, MH3024, and MH3026 material handlers.

Long-term durability

The design of the GSH Series grapples features construction of high-grade, impact-resistant steel that protects vulnerable areas, such as hydraulic cylinders. For added durability, high quality bushings with lubrication grooves and hardened pins are used in all pivot points. Tines are configured with replaceable cast tips made from BHN 445-555 material that resists wear.

In addition, solid hinge-point construction and robust end-stops ensure long service life. Routing hydraulic hoses within the tines reduces hose wear. All mounting brackets feature a solid pin to keep the bracket in an upright position for ease of installation. Also, the new GSH grapples feature a standard lifting eye on the bottom of the housing for expanded versatility, such as mounting a magnet.

The new HR10 rotation group, featuring a new swivel, significantly reduces hydraulic restriction by increasing return-flow capacity by 160 percent and by increasing open-flow capacity by 30 percent. Less restriction results in faster cycles and lower fuel burn.

Caterpillar supports its work tools with a comprehensive range of pre- and after-sales services, including advice about selection, operator training, equipment management, and a range of financial and insurance products. For more information about GSH420/GSH520 grapples, contact the local Cat dealer or visit www.cat.com/products.



The performance and efficiency of the new Cat grapples help waste-handling operations meet the challenges of increased environmental regulation.

Photos courtesy of Cat®

The new grapples are available in four-tine and five-tine shell configurations and in closed or semi-open versions.



Black Splitter key to recycling center's newfound self-sufficiency

The Shelter Island Recycling Center on Long Island, N.Y. had just acquired a horizontal grinder and needed to downsize vegetative waste before processing it to ensure the longevity of its substantial investment. The Black Splitter Model SB hydraulic cone splitter not only filled that need, but also made the facility completely self-sufficient and saved the taxpayers money.

Jay Card, superintendent of highways and commissioner of public works for the Town of Shelter Island, said using the Black Splitter in conjunction with its new Diamond Z TK4000 horizontal grinder is expected to save the town's residents up to \$3 million over 20 years.

"The DEP (Department of Environmental Protection) is going to give us 50 percent toward the grinder," Card said, "so we're ultimately going to pay \$350,000 for a \$700,000 machine. "In about three-and-a-half years that machine will technically be paid for."

The transfer station had been paying a subcontractor to haul in the largest horizontal grinder on the market to process waste. Despite the size and power of the machine, it was unable to handle stumps of up to 7 feet in diameter, which resulted in wasted trips transporting them to the subcontractor's facility.

This caused Card to have an epiphany. "The cost (for the subcontractor) was about \$100,000 a year, and that's exactly what my payment is to own the machine (Diamond Z TK4000), so we translated the rental into a purchase," he explained. "It is a smaller machine than his, but it's the perfect size for our operation."

Card had never heard of a cone splitter until a colleague mentioned it. He simply knew that the recycling center needed a tool to downsize logs

and stumps to extend the life of its new grinder. Card discovered New Jersey-based Ransome Attachments and its Black Splitter product line during an internet search in late 2017.

"They were very receptive," he recalled of the first outreach. "We scheduled a demo, and I wouldn't let them leave with it."

Ransome mounted the unit on the recycling center's Gehl 5640 skid steer loader. "We put it on the skid steer and it was unbelievable," Card recalled. Counterparts he had invited from neighboring municipalities were also impressed. "We had a log that was probably three feet in diameter and 10 to 12 feet long," Card said. "The Model SB split it almost instantly. I was shocked."

By February 2018, the recycling center had taken delivery of the

Model SB. "This tool is a perfect complement to the grinder," said Card. "It takes a three-foot-wide log that the grinder would have a hard time trying to process and splits it into four or five pieces, and it just whistles right through the machine."

Shelter Island is a roughly 12-mile island resort town between the north and south forks of eastern Long Island. Once an agricultural community covered by grasslands, it is now a densely wooded region that produces a steady flow of waste for the recycling center.

Approximately 3,000 residents call Shelter Island home year-round, but second-home owners and visitors can drive the population up to 20,000 during peak vacation season.

Roughly 75 percent of inbound waste is vegetative with the remain-

der being construction debris, recyclables and garbage. The recycling center sells all processed material in the

ucts combined with the center's small footprint leave no room for inefficiency when it comes to turning around ma-

to haul the 595-pound chromium steel cone splitter to a work site if a log is too large to transport. While the Black Splitter is often used to move logs and load processing machinery, the recycling center uses it strictly as a splitting workhorse. The main objective is to reduce oversized logs to roughly 12 inches so another machine can feed them to the grinder.

Like any fiscally responsible government agency, Shelter Island shopped around before acquiring the Model SB. Card found the competing cone splitter to be oversized for his needs and twice the cost with no obvious difference in productivity. It also required a three-hose system. And the two-hose system allowed by the Model SB was a key selling point for Card. It eliminates additional time to switch between attachments and other headaches that come with a third hose, which is also known as a case drain line.

The Model SB has been a game changer for the recycling center. Card doesn't have specific numbers on productivity increases yet, but he thinks the case is clear. "We used to have material that you could not feed through the grinder and we process everything now," he recalled. "There's nothing you can bring us that we can't process."



The Black Splitter Model SB Hydraulic Cone Splitter helped The Shelter Island Recycling Center on Long Island, N.Y. to preserve its new horizontal grinder by downsizing vegetative waste before processing.



The recycling center needed a tool to downsize logs and stumps to extend the life of its new grinder.

Photos courtesy of Shelter Island Recycling Center

form of mulch, compost, ground/shredded leaves, topsoil, recycled concrete aggregate (RCA) and salt/sand mix. The constant ebb and flow of inbound and outbound prod-

uct.

The recycling center has the Model SB mounted on a Cat 430 Backhoe with a quick attach plate. The pair is stationery for now, but Card will not hesitate

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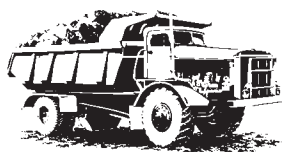
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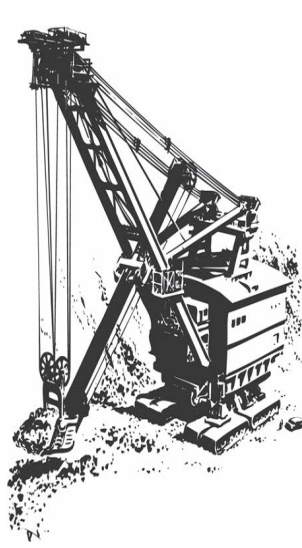
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