



JUNE 2018

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**ROCHESTER CLUTCH
AND BRAKE: FRICTION
SPECIALISTS**

**SMOOTH FINISH FOR
HUGE MULTI-CONTRACT
ROAD PROJECT**

**SUPPLYING RAS TO
VIRGINIA AND BEYOND**



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Rochester Clutch and Brake:
friction specialists

Crowley
CROWLEY FOODS, INC.
BROOKHURST, N.Y. 11548



- Wear parts
- Loaders & excavators
- Haul trucks



Rochester Clutch and Brake: friction specialists

by Larry Bernstein

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

PG 3

Frederick W. Lee
Publisher, President

Bruce Button VP, General Manager
bbutton@leepub.com

Kal Shariff Corporate Sales Manager
kshariff@leepub.com

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

Colleen Suo Editor
ext. 145 csuo@leepub.com

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

Ad Sales: 1-800-218-5586

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

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

Tina Krieger
ext. 108 tkrieger@leepub.com

Steve Pelosi
ext. 166 spelosi@leepub.com

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

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

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

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

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Associations and affiliations:





Six-foot disk brake bands for 1000 foot tall antenna array at NAA Cutler, ME, one of the Navy's VLF transmitter sites.

Photos courtesy of Rochester Clutch & Brake

friction specialists

by Larry Bernstein

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

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

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

Types of Work

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

They have worked on railroad equipment, ski lifts, elevators, tractors, bulldozers, earthmovers and other heavy equipment.

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



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

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

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

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

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



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

Below:
Wet brake pads for international bulldozers.

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

Customer Stories

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

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

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

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



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

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



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



Phil Damico 1929
Founder, Phil Damico (“Grandpa”) in his 23 Diamond Reo wrecker circa 1929.

Volvo launches own range of rigid haulers



The range, which will initially be launched in less regulated markets, consists of the 45-ton R45D, 60-ton R60D, 72-ton R70D and the flagship 100-ton R100E.

Volvo Construction Equipment (Volvo CE) has announced that it will enter the rigid hauler market with its own Volvo brand of rigid haulers in the second quarter of 2018. The development of the new four-model range has relied heavily on the long-standing rigid hauler expertise of Volvo CE's subsidiary Terex Trucks, combined with the technological strength of the Volvo Group. The range, which will initially be launched in less regulated markets, consists of the 45-ton R45D, 60-ton R60D, 72-ton R70D and the flagship 100-ton R100E.

The E-Series R100E is a completely new Volvo CE 100-ton (95-tonne) rigid hauler that combines a wealth of market and customer knowledge with proven components, new technologies and a striking new design — all providing a cost-effective and productive solution to fulfill the needs of today's mining and quarrying customers.

In-depth engineering review

Based on the existing and well-proven Terex Trucks TR-Series, development of the D-Series R45D, R60D and R70D Volvo rigid haulers follows an in-depth engineering review, ensuring that the machines meet the standards expected from Volvo products in their target markets and segments. Improvements include greater visibility and safety systems, along with Volvo technical support and branding.

As a result of the launch of the Volvo-branded rigid



The E-Series R100E is a completely new Volvo CE 100-ton (95-tonne) rigid hauler that combines a wealth of market and customer knowledge with proven components, new technologies and a striking new design.

haulers, production of Terex Trucks rigid haulers will, over time, cease.

"Our purchase of Terex Trucks in 2014 was a strategic decision that allowed Volvo to offer customers a rigid hauler option," says Thomas Bitter, Senior Vice President of the Marketing and Product Portfolio (MaPP) function at Volvo CE. "Since then, we've been working to design a completely new rigid hauler that builds on Terex Trucks' 84-year heritage, while also incorporating Volvo CE's industry-leading technology and core values of quality, safety and environmental care. Today we move to the next stage, and the new Volvo machines, especially the E-Series R100E, are the outcome of this work. We're confident that they will impress customers working in the mining and quarrying segments."

New machines in focus

The all-new flagship R100E has been designed to meet customer demands for a rigid hauler that delivers high performance and productivity, low total cost of ownership, easy serviceability and good operator comfort. With its high capacity and hauling speeds, new V-shaped body, efficient hydraulics, intelligent monitoring systems and operator environment, the

R100E will help customers move more material in less time.

"Terex Trucks' rigid haulers are known for performing well in tough conditions, while also being easy to maintain and delivering low cost of ownership," says Paul Douglas, Volvo CE's Vice President of Rigid Haulers and Terex Trucks. "Our proven design has provided a strong DNA on which to help develop Volvo CE's innovative entry into this product line. The new E-Series R100E is a completely new machine that delivers stability, a long service life, high profitability, durability and comfort. And moreover, it's quick and simple to operate and maintain."

A bright future

The new Volvo-branded rigid haulers will be manufactured at the rebranded Volvo Motherwell production facility in Scotland and sold exclusively through the Volvo dealer network.

Note: This announcement has no bearing on Volvo CE's Terex Trucks-branded articulated hauler range. Terex Trucks-branded articulated haulers will continue to be designed, built and developed at the Motherwell facility, and distributed using the pre-existing Terex Trucks independent dealer network.



The new Volvo-branded rigid haulers will be manufactured at the rebranded Volvo Motherwell production facility in Scotland and sold exclusively through the Volvo dealer network.

Photos courtesy of Volvo CE

CASE's D Series excavators



Available in standard and "mass excavation" configurations, the CX750D is built stronger with a redesigned boom, arm and undercarriage, and features powerful bucket digging forces and best in class lifting capacity.

CX750D

The CX750D is the largest and most powerful machine in the CASE excavator line. Operating at a best in class 512 horsepower, the CX750D is available in standard and "mass excavation" configurations. The mass excavation configuration features a shorter boom and arm that allow for greater breakout forces and faster cycle times, and is capable of handling larger buckets for added capacity.

- CX750D: 158,300-pounds; 75,090-pound digging force (with Power Boost).
- CX750D ME: 159,600-pounds; 75,090-pound digging force (with Power Boost)

Like all D Series excavators, the CX750D has been built to achieve faster cycle times, improved control/responsiveness and greater fuel efficiency. An electronically controlled hydraulic pump and larger control and solenoid valves boost breakout forces, increase lifting strength and improve responsiveness. These features combine with the CASE Intelligent Hydraulic System and its four integrated control systems to make the best use of the machine's hydraulic power and momentum, resulting in added strength and fuel efficiency.

The boom and arm, as well as the undercarriage, are all more robust to allow for greater power and productivity, and arm and bucket cylinders are larger to help improve performance.

And the machine can be operated in one of three operating modes — Automatic, Heavy and Speed Priority — to provide the optimal and most efficient use of hydraulic and engine power.

It features a larger, more spacious cab than previous CASE machines in this size class, and offers a fully adjustable workstation with a new high back seat for optimal comfort and support. Standard rear and side view cameras feed a 7-inch widescreen monitor that also provides operators with real time access to important performance parameters, including fuel consumption, operating hours and machine information.

Maintenance and access to the machine are now made easier with wider catwalks and new guardrails for safety, and all filters are grouped in the pump compartment for simplicity. A new standard hydrostatic reversible fan responds to actual cooling demands and reduces power absorption and maintenance.

CX145D SR

CASE Construction Equipment introduced the all-new CX145D SR minimum-swing radius excavator to its D Series lineup in 2017. Designed to provide ample digging and lifting power in a small footprint, the CX145D SR features a compact counterweight and modified boom placement. This results in a highly maneuverable and powerful excavator that is easy to transport and ideal for



The CX145D achieves faster cycle times through a new electronically controlled pump, a larger control valve and multiple sensors.

Photos courtesy of CASE CE

restricted jobsite conditions, such as road and bridge work, utilities, urban construction and landscaping applications.

With an operating weight of 32,100 pounds and a 102 HP Tier 4 Final engine, the CX145D SR offers bucket digging forces up to 21,400-foot-pounds and lift capacities up to 21,350-pounds. Options include a dozer blade configuration as well as the choice between either steel or rubber tracks depending on operating conditions and jobsite requirements.

Each D Series model is built to provide significant operational gains, including faster cycle times, improved responsiveness and greater fuel efficiency. An electronically controlled hydraulic pump and larger control and solenoid valves increase lifting capacities and improve responsiveness.

CX245D SR

Designed to provide increased digging and lifting power in confined work areas, the CX245D SR features a compact counterweight and modified boom placement that minimizes the machine's footprint, resulting in a highly productive and maneuverable excavator that's ideal for restricted conditions, such as road and bridge work, residential projects and urban construction.

With an operating weight of 60,400-pounds and a 160 hp Tier 4

Final engine, the CX245D SR offers increased bucket digging forces (up to 34,600-pounds) and lift capacity (up to 22,950-pounds) compared to the previous model.

Greater feature standardization

D Series models offer more standard features than previous CASE crawler excavators, simplifying the buying process and making them extremely versatile and operator friendly.

This includes Free Swing for improved craning, laying or lifting of off-set loads; oil sample ports for quick sampling of engine and hydraulic oils; and an easy pattern selector for the operator's preference of ISO or SAE controls. Each D Series machine features a fully adjustable operator station anchored by a standard heated air ride seat and joystick controls that allow for smooth performance.

All CASE D Series excavators provide peace of mind and lower total cost of ownership through CASE ProCare™.

New Lighting Package

Each D Series machine is available with a new (optional) LED working light package that provides illumination than three-times brighter than halogen, allowing contractors to work around the clock. The LED package includes six LED lights (two front, two rear and one on each side).

CASE ProCare

All CASE D Series excavators are covered under CASE ProCare — a suite of product assurances that includes a three-year Advanced CASE SiteWatch™ telematics subscription, a three-year/3,000-hour full-machine factory warranty, and a three-year/3,000-hour planned maintenance contract. ProCare allows business owners to invest in new equipment while helping to make owning and operating costs predictable for the first three years of lease or ownership.

For more information on the CX145D SR as well as the entire lineup of CASE D Series excavators, visit CaseCE.com.



CX245D SR features a compact counterweight and modified boom placement that minimizes the machine's footprint.

Thurman Scale announces new TS600 desktop scale instrument family

GROVEPORT, OH – Thurman Scale recently announced the new TS600 vehicle scale instrument family, an economical vehicle weighing instrument with numerous features, including outbound and stored tare functions. The midrange TS600 is an excellent general-purpose vehicle scale instrument, perfect for customers who need to upgrade or replace an existing analog instrument or require a mechanical-to-digital or an analog-to-Intalogix conversion. It is also ideal for those who want a general-purpose instrument to feed serial or Ethernet weight data to a computer.

The TS600 Series is available in analog or Intalogix-ready versions and with three enclosure types: desktop (stainless steel and black powder coated steel, NEMA 12); desk/wall mount (stainless steel, NEMA 4X); and panel mount (stainless steel and black powder coated steel, NEMA 12.)

The instruments feature a 16-segment bright red LED display, which provides easier-to-read text on the screen when compared to traditional seven segment displays. The instruments operate in three mode types: gross-tare-net mode (GTN); inbound/outbound mode (in/out); and basic in/out mode (1 button weighing).

TS60X models are analog instruments, which take the analog signal from the load cells and convert it to a digital signal inside the TS60X instrument. In multiple load cell applications, all sectional adjustments are performed at the analog summing box(es) located at the scale platform. Final scale calibration is performed through the instrument. The TS60X instruments do not offer the on-board diagnostics

and digital load cell communication found in instruments featuring Intalogix Technology.

TS61X models include Intalogix, the industry leading load cell diagnostics and digital load cell communication technology. An analog load cell signal is converted to a digital signal at the scale-mounted Smart Sectional Controllers (SSCs) and sent to

the instrument by means of a digital communication. TS61x instruments use this digital information to process transactions and monitor the load cell status. All sectional adjustments are performed through the TS61x instrument front panel. Final scale calibration is also performed through the instrument.



The midrange TS600 is an excellent general-purpose vehicle scale instrument, perfect for customers who need to upgrade or replace an existing analog instrument.

Photo courtesy of Thurman Scale

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- Full Manufacturer's Warranty

Top tech trends for OTR tires

As construction equipment has grown in the last couple of decades, in terms of size, power, weight and speed, so too has the need for off-the-road (OTR) tires that can keep up with the increased demand.

"Tire manufacturers have developed more enhanced compounds and design characteristics to adapt to a jobsite's specific environment," explains John Francis, global OTR product manager, Titan International. "If necessary, tire manufacturers will work with contractors to develop custom tread compounds."

This is in line with predictions coming from many of the market reports today. For instance, Research-andMarkets suggests the OTR tire market is projected to grow in construction. One big trend cited is that due to the advancements in construction and mining equipment, such as automation and electrification, fleet operators use the equipment in multiple shifts. This has led to decreased tire replacement duration, leading to increased demand for aftermarket tires.

At the same time, the transition to bigger and faster equipment has also led to advances in tires, both in the tires themselves, as well as the technology associated with the tires.

Advances in tires for equipment

Throughout the years, various tread designs and solutions for tires were born out of the need to address flat tires, traction, productivity, driver comfort, longevity, and cost of ownership. Often, the goal is to increase productivity and decrease maintenance costs.

"Tires are being relied on as a more critical part of the equipment," explains Justin Brock, B2B construction segment manager, Michelin North America. "Equipment is advancing at a rapid pace. Tires must also advance with the equipment. It is the connection the machine has to the ground."

As such, the tires for the construction equipment are advancing in several fundamental ways in recent months to help meet the needs of the industry.

- **Solid Tires:** Many construction companies are looking for a solution that prevents flat tires and the downtime associated with changing out a flat tire, especially in remote locations, according to Brock. Enter solid tires, which became a solution for some in these circumstances, but many times with a

tradeoff of decreased operator comfort, traction, and an increase in equipment stress when compared to a pneumatic tire, says Brock.

- **Radial vs. Bias:** The production of bigger and faster equipment has led construction to shift to predominately using radial tires, explains Francis of Titan International. However, he says, while radial technology outperforms bias in many instances, bias tires, when used in proper application, can provide significant cost savings and performance benefits.

- **Tread Siping:** Another growing trend is tread siping, which is a feature that helps with head dissipation and even wear across the tread base. Francis explains that when siping first became popular, most sipes were deep and large designs, but today they have evolved into smaller, narrow strips, which based on tread design may take the form of a zig zag or straight line pattern.

- **Airless:** Airless technology will continue to play an important part of the evolution of tires, according to Brock of Michelin. One example is the MICHELIN X TWEEL airless radial for skid steers, which has the ability to offer the benefits that a solid tire provides in flat protection, but also provides great traction, operator comfort, and longevity due to its airless radial design.

- **Multipurpose Tires:** Today, machines are being used in multiple applications every day. One of the reasons for this is the growth of the rental segment in which the equipment is rented to different customers to be used in various applications, according to Brock. "The end users in the construction segment face an array of different environments. Many times the equipment is used on hard surface one moment and off road the next moment," he says. "These application changes mixed with the various environmental conditions are driving customers to seek a more versatile/multipurpose tire solution."

- **Low Sidewall Technology:** This is a concept inspired by the automotive market, with larger rim diameter and shorter sidewall, which allows for less sidewall flex, ultimately easing stability concerns and improving breakout force. Francis says this has proven successful in agriculture and mining and is currently being tested in smaller construction equipment applications.

- **Accelerate Change Technology:** This wheel technology eliminates the need for the outside wheel

to be removed when changing the inner tire. All the bolts stay on and there's no need to torque the wheel. This reduces downtime associated with tire changes and rotations by up to 50 percent, according to Francis.

Tire monitoring technology

One of the biggest advances for tires in recent months is the use of tire management software and tire pressure monitoring systems. Technology is more often-keeping track and managing tires for the operators.

"As the top wear-part expense on the fleet, tires offer one of the greatest opportunities to reduce costs, but only if properly managed," says Francis of Titan International.

There are a few key ways that technology and connectivity are aiding in the management of construction tires.

- **Tire Management Software:** One way fleet managers can reduce tire costs is by using tire management software. Most fleets already have access to technology that can improve their tire management practices. Telematics and fleet management software are two staples in aggregate and mining operations, according to Francis.

- **Tire Pressure Monitoring System:** This system monitors real-time inflation pressures and internal operating temperatures and is installed internally on the tires and set to integrate with the machine's telematics system. The benefits include: longer lasting tires, less variances in tread wear, increased stability, and the ability to retread a tire if necessary. According to Market Research Future, this is expected to grow seven percent through 2023.

- **Intelligent Tires:** In general, tires are becoming more intelligent, as they become connected. Goodyear recently unveiled an intelligent tire prototype, which will connect fleet operators to the tire. This will allow for continuous connectivity and real-time data sharing. The end result is safer and more cost-efficient mobility and maximized uptime.

Equipment used in the construction industry is constantly evolving—with new technological and innovative advancements for the jobsite. As Brock of Michelin explains, "As the demand of these machines increases so do the requirements of the tires."

Source: [Conexpo-Con/Agg 365](#)



Prairie Dawg Practical

by Tim Holmberg, [DEMI](#) Equipment

*Hey Prairie Dawg,
“Where are my wear parts?”*

Are you wearing yourself out (no pun intended) looking to find the right wear parts for your equipment this year? Sometimes finding all the varied wear parts required for an entire operation can be a challenge you weren't expecting to take on — especially if needed in a hurry.

I believe this added challenge has been brought about [somewhat] unintentionally by the ability to get onto the “old Internet” and do a Google search for the alternative options marketing themselves as the best direct prices and delivery. But is it all worth it? You know the old adage states “you usually get what you pay for.” Are you one of those waiting for the day when Amazon can stock it for a 20 percent savings and free shipping — but will it still be worth it?

All joking aside, do the multiple email solicitations from various overseas solicitors — usually representing one common gigantic castings facility— really benefit you in the long run? It would be difficult at best for a single sales contact to provide you with all the necessary serviceability and personalized fitment procedures and recommendations and product engineering expectations that a local dealer provides. The real question is whether these overseas-distributed products are of the same quality and provide proper fitment guarantees we are used to. Or are they not quite right, blemished rejects with porosity and fitment discrepancies that don't quite meet the quality control expectations you would have received from copyrighted OEM-designed originals? Does the working profile remain the same or, because copyright laws require the generic parts be made ever so slightly different, that it may affect and possibly initiate internal structural damage creating a far costlier repair in the long run?

Slow down and consider theses all-important questions before running out and saving a few bucks up front to make your boss-man happy. Should you still choose to proceed maintaining the “it's just a wear part” attitude, then please be ready to defend your decision should these parts wear out, break or fail for some other reason prematurely.

I'm not in complete disagreement of using offshore parts alternatives. I would only

recommend you carefully do your homework and request an in-person visit from the salesperson for a little added proof that they would like to earn your business and take care of your interests after the sale.

Also, double check with the actual equipment manufacturer you are seeking the alternative wear parts for and inform them of your research findings. They may offer assurance or ramification assessments especially if the warranty period is active or the equipment is under a rental or lease contract requiring factory authorized parts only. The OEM may make some internal assessment suggestions or possibly provide a design specialist to communicate with the new potential provider in order to qualify the product is acceptable and would not interfere in anyway with the warranty.

Let's flip this coin and discuss the dealer network for wear parts. Does the added value in service and your importance to them after the sale justify their markups? I would believe so. I would also believe it is very difficult for there to be only one source available to any location these days. As long as I have been in the industry, I know there is at minimum 2-3 choices of various offerings in most domestic markets and I would easily suspect that goes for global markets too; therefore extreme price gouging would seem highly unlikely unless production or a known supply shortage was warned as other commodities are subject to.

I also think if the multiple wear parts dealers in your area are keeping inventory readily available, then they should be fairly compensated for this value alone. Most likely they are offering technical assistance and providing a secondary aspect of quality control that often goes unnoticed — especially if since you have done business with this organization there haven't been any issues — they have been doing their job extremely well. I'm guessing your local dealer also provides a solid voice in warranty issues should the wear part have an actual flaw or performance error versus an operational error. They can make certain the resolution is fair and balanced and possibly some compromise on both parties' behalf if nothing is easily recognized as an inadequate performance differential.

Lastly, maybe the machine you need the wear parts for is older and you can no longer purchase any current wear parts, for what-

ever reason, yet you still need something created. Now suddenly these local dealer and aftermarket offshore providers may offer the only solution. By working together they can perhaps create or replicate an old, worn pattern that has become extinct. Since these two entities share a common industry-specific vocabulary, it increases the odds of success for accomplishing this task if they share the risk to create a functioning product — then should anything be not quite right; it would be up to the two of them to get it figured out.

Wear parts are, surprisingly, one of the largest portions of necessary items in our rock and dirt industry and getting these details ironed out can be a bit of a challenge but extremely valuable. So get out there with confidence and get your game plan established.

Please, if you enjoy these random aggregate and quarrying equipment based subjects, tune back in for more topics to come. Send me a subject or topic you would like brought to light and any associated questions you would like to have discussed and I will gladly provide my best answer based upon my specific point of view and personal experience. Questions or Comments? Tim Holmberg prairiedawg@pdpractical.com. Or simply write me a letter and we will send you a t-shirt or ball cap:

Tim Holmberg
2915 Idea Ave.
Aberdeen, SD 57401



L-R: Tim Holmberg and family; Abigail, Martha and Tyler.

Design refinements for new CAT® articulated trucks address operator safety and convenience, enhanced control, and powertrain advances

Three new Cat® articulated trucks — 730, 730 EJ (Ejector), and 735 — have been extensively redesigned, enhancing the field-proven features and performance of their C-Series predecessors (730C2, 730C2 EJ, and 735C) with new operator stations — including innovative new controls, transmission-protection features, new hoist-assist system, advanced traction control system, new stability-assist system, and a fuel saving ECO operating mode.

In addition, the design of the 730 and 730 EJ is enhanced with automatic retarder control and a hill-start feature. The 735 retains these features from its C-Series predecessor and further incorporates significant design refinements that include a new Cat® C13 ACERT™ engine, Cat CX31 transmission (also on the 730 and 730 EJ) and structural and dimensional modifications that reduce empty weight by 22 percent, while retaining the productivity of the outgoing 735C. These features combine for an up to 18-percent gain in fuel efficiency.

Operator station

The cab's new external "spinal-ROPS" design incorporates a rear-quarter glass that eliminates a structural pillar in the C-Series design, for enhanced rear visibility. Also, a new "wake-up" feature initiates the machine's displays when the door is opened. The door is of a lighter, stronger design with a shut-assist feature for improved sealing against dust infiltration. The overall cab design results in lower inside sound levels at 72 dB(A), a 7 dB(A) reduction compared to previous models.

Optional new infrared glass reduces solar heating inside the cab, and left- and right-hand sliding windows increase ventilation and facilitate communication with workers and the loading-vehicle operator. A new, automatic climate-control (HVAC) system positions more vents above and behind the operator for increased heating and cooling efficiency. A new heated/cooled seat is designed to give operators increased adjustments that allow "dialing in" personal-comfort settings; also, the passenger seat now uses a flip up/down design and added cushioning.

For added safety, a new lighting system, controlled via a ground-level switch, illuminates the cab's entry steps and hitch area. Optional integrated payload lights provide an external indication of payload levels for the loader operator. Optional long range, LED work lights improve visibility at night or in situations of lower visibility. New cab-mounted mirrors, including a front-visibility mirror, enhance all-around visibility for the operator. Exterior cab features include an improved flexible lower fender and a low-profile exhaust stack that need not be removed for transport.

The optional Cat Connect PAYLOAD technology

spin. Also, a "terrain-based," throttle-smoothing system prevents acceleration surges when traveling over extremely rough terrain that makes keeping a steady pressure on the throttle pedal difficult.

Innovative controls

A new combined transmission-and-hoist lever provides efficient, single-lever control of vehicle speed and body-hoisting functions to reduce operator effort and to automate repetitive operations. A switch in the cab allows operators to choose either manual or assisted hoisting control, the latter selection automatically applying the waiting brake, shifting the transmission to neutral, and raising the body to



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Photos courtesy of CAT



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calculates payload via sensors on the walking-beam suspension, and load-status lights at all four corners of the cab roof ensure visibility to the loader operator from any angle. In addition, the standard Cat Detect/Stability-Assist system monitors the working angle of the tractor and body, as well as the grade, and cautions the operator if the machine is approaching the set threshold angle, stopping the dump process if continued action may result in potential tipping.

Further enhancing safe operation is the Cat Advanced Automatic Traction Control system, which features refined technology for proactively applying differential locks to avoid wheel

maximum angle at engine high idle. Assisted hoisting returns the body to the lower position at the flick of a switch. Both raise and lower functions feature automatic cushioning and speed reduction at limits of movements.

New buttons in the combined transmission and hoist lever allows setting (limiting) machine speed and selecting the transmission waiting brake. In addition, a new shift-protection system brings the truck to a safe stop if a directional shift is made while the truck is moving. The new combined shifting/hoisting lever also incorporates a parking position. A tertiary brake switch sets the parking brake in the unlikely event of main and secondary braking malfunction.

Model specifics

The new 735 replaces the Cat C15 ACERT engine, rated at 441 net horsepower, with the Cat C13 ACERT, rated at 428 net horsepower. The new 730 and 730 EJ continue to use the Cat C13 ACERT engine, rated at 367 net horsepower. The C13 engine used in all the new trucks is available in configurations to meet emissions standards of both highly regulated and lesser-regulated countries.

The 730 EJ is designed to eject loads while traveling, providing positive dumping of the entire load, and also to work in areas with overhead restrictions and with soft underfoot conditions with improved machine stability.

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Wear resistant metal alloy extends equipment life

A global innovator of bulk handling accessories and flow aids has introduced a wear-resistant fused alloy plate that can withstand more abrasion than other protective metal linings. With a bi-metallic design, Martin® Arcoplate™ combines a smooth and dense chromium carbide-rich metal alloy face plate with a hard steel back plate to resist gouging, erosion, temperature extremes and material buildup. Installing it on surfaces exposed to abrasive conditions increases protection for longer equipment life with less frequent maintenance.

"Materials with a large amount of silica can be very abrasive, accelerating wear on metal surfaces," commented Andrey Leonardo Ribeiro de Miranda, application engineer at Martin Engineering. "Applications in which materials are extremely abrasive or hot also damage equipment, chutes and containers. When an unprotected metal surface structure is reduced in thickness over time, it runs the risk of sudden breakage or buckling. Over the long run, clients have found that prevention is far more cost effective than constant maintenance and replacement."

Engineered to withstand

the harsh conditions of mining applications, yet versatile enough for a wide range of industries, Arcoplate offers a solution to both excessive wear and material accumulation issues for chutes, hoppers, dump truck beds, excavator buckets, front loader shovels, and other bulk material equipment in need of protection. The bi-layer construction is tailored to the thickness, composition, shape and polish specifications of the application. Very low residual stresses enable it to withstand severe impact forces and bending. Made with a chemical composition of iron, carbon, chromium, manganese and silicon, Arcoplate is currently available in three grades: Alloy 1600 is designed for high abrasion and high impact applications; Alloy 1040 is engineered for moderate impact and cyclic temperatures up to 932°F (500°C), while Alloy 8668 is suitable for extreme temperature applications — cycles up to 1,292°F (700°C). Each derives its high abrasion resistance from the very hard M7C3 carbides (1500-1800Hv), with an average of 60 percent carbide dispersed through a softer, tougher matrix.

"Greater hardness does not always mean great-



Installing Arcoplat on surfaces exposed to abrasive conditions increases protection for longer equipment life with less frequent maintenance.

Photos courtesy of Martin Engineering

er abrasion resistance or longer wear life," Ribeiro de Miranda pointed out. "Bulk hardness tests like Rockwell or Brinell measure the average hardness of both the carbide and matrix together. Conducted over a relatively large area,

test results can show the same hardness rating as conventional metals, but performance tests show that a carbide-containing surfacing alloy has substantially better wear resistance."

According to manufacturer Alloy Steel International — based in Malaga, Australia — the top layer leads the industry in having the highest percentage of evenly dispersed hard carbides resulting in the best resistance to low-stress and high-stress abrasion. However, when determining which alloy grade to use for specific applications, company experts say that high bulk hardness ratings are not the only determining factor.

Abrasion resistance depends on a combination of both hardness and the metallurgical microstructure of the alloy. Normal hardness is determined in three tests, the Vickers Test (Hv), the Rockwell Scale (Rc) and the Brinell Scale (BHN). Although hardness is one factor in determining wear life of

the plate, thickness factors into an extended operational life, as well.

As the only wear plate available with a total overlay thickness greater than 14mm, the alloy top layer is manufactured 4 to 20 mm thick (0.16 to 0.79 in.), and the steel base plate 7 to 11 mm (0.27 to 0.43 in.). Proper thickness is determined based on the material being handled, weight allowance and spatial restrictions of the application. Molded with computer precision, each plate thickness and shape is adapted to the equipment form with no weld beads to interrupt material flow, minimizing turbulence and abrasion. Surface smoothness, uniform hardness and carbide distribution are critical to overall wear plate performance and its ability to avoid buildup that could lead to clogging and excessive weight. When faced with consistent abrasion, a rough surface finish will experience erosion 200 to 600 percent faster than

a smooth surface of the same alloy structure and hardness. All grades of Arcoplate can be manufactured with finishes rated standard, polished or ultra non-abrasive to avoid material hang-up and carryback. The grain can be fitted in any direction to match material flow.

"Laboratory and field tests confirm that our specially engineered alloy will outlast quenched and tempered wear plates by a factor of up to 6:1 and conventional welded overlay plate by 2:1," Ribeiro de Miranda said. "Clients who have installed Arcoplate have experienced less buildup and slower surface erosion, leading to better structural integrity and longer equipment life. Some have also lowered labor costs since workers spend fewer hours removing stuck material and servicing damaged components."

For more information, visit www.martin-eng.com or call 800.544.2947.



Arcoplate offers a solution to both excessive wear and material accumulation issues for chutes, hoppers, dump truck beds, excavator buckets, front loader shovels, and other bulk material equipment in need of protection.


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

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

The new loader features switched reluctance (SR) technology and leverages more than 15 years of Cat electric drive experience and more than four years of stringent testing in a range of applications for proven reliability in the

field. The field proven and tested C18 ACERT™ engine, mechanical dropbox, driveline and axles from the 988K remain in the electric drive machine for consistent, trouble-free operation.

Maximum efficiency & productivity

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



Offering increased truck loading and load-and-carry efficiency, the new 988K XE increases efficiency by 25 percent overall and by up to 49 percent in face-loading applications, as compared to the 988K.

Photos courtesy of CAT



Operators safely access via left- or right-hand stairs built at a reduced 45-degree angle and maintain three points of contact at all times.

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

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

Extended Service, Lower Ownership Costs

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

The durable SR drive motor, generator and inverter are built to last through the second engine life with minimum maintenance. Additionally, the efficient electric drive design increases engine

life by up to 3,500 hours, extending time between powertrain rebuilds.

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

Similar operation, greater productivity

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

The standard Cat Product Link™ offers remote data monitoring through VisionLink®, so key personnel can stay informed of critical machine operating data. Fuel usage, payload summaries, scheduled service reminders; fault code alerts and various productivity reports are available to help improve machine management. Additionally, the onboard Vital Information Management System (VIMS) provides the oper-



CPM (Cat Production Measurement) offers advanced weighing modes, which assist with payload accuracy and increase loading cycle speed.

ator with operating data such as real-time fuel consumption and fuel efficiency via an interactive touch screen display.

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

Optional Tire Pressure Monitoring System (TPMS) is a fully integrated Cat feature, which enables operators to monitor tire inflation. Available through

the VIMS display, the operator can quickly view each tire's pressure and take action when needed to reduce wear and increase service life.

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

Jerry Hall named Telsmith salesperson of the year

MEQUON, WI — Telsmith, Inc., a leading manufacturer of mineral processing equipment has awarded Regional Sales Manager Jerry Hall their 2017 salesperson of the year.

Hall had an outstanding year supporting his customer base located in the southern midwest region, which includes Arkansas, Colorado, Kansas, Missouri, Oklahoma and southern Illinois. He was successful in all Telsmith product lines highlighted by the sale of a portable crushing system to a gold mining company based in Colorado.

"It's a true honor to be named salesperson of the year," states, Hall. "My previous experience as an aggregate producer gives me firsthand knowledge of what the customer is going through. This, along with listening to the customer's needs, coupled with long hours and fast response has helped me make Telsmith successful in my territory."

Hall joined Telsmith in 2004 as a Regional Sales Manager and has been a multiple recipient of the salesperson of the year award.

"This award is more than just unit sales, this award speaks to Jerry's hard work, dedication and professionalism," states Jeff Gray, domestic sales manager of Telsmith, Inc. "Most of all, this award shows how Jerry goes the extra mile by providing his customers with solutions to their challenges."

Telsmith, Inc. provides a full range of minerals processing solutions to the aggregate, mining, industrial, and recycling industries with cone crushers, jaw crushers, vibrating equipment, portable plants, track plants, as well as full scale modular processing facilities. Solutions from Telsmith include product lifecycle support with parts availability and factory trained service technicians.

For more information about Telsmith, visit www.telsmith.com.



Hall had an outstanding year supporting his customer base located in the southern midwest region.

Photo courtesy of Telsmith

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New transforming products from ALLU at Intermat 2018

ALLU Group proudly exhibited equipment from the Transformer range at Intermat 2018. As well as these renowned solutions, ALLU unveiled the latest features of its Processor ranges and launched a new, exciting development — the ALLU-App.

As one of the world's leading construction equipment exhibitions, ALLU used the show to exhibit leading members of its Transformer and Processor ranges, outline the new features of the equipment, and launch its latest development aimed at further enhancing customer business operations.

ALLU Processor

Intermat was the perfect occasion to show the latest developments of the ALLU Processor. The ALLU Processor is a power mixer attachment, which converts any excavator into a powerful and versatile mixing tool capable of penetrating and effectively mixing a variety of difficult materials. Materials suited for the attachment range from clay, silt, peat, sludge and

sediment, to dredged material and contaminated soil.

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

Launch of mobile ALLU-App

Fast, precise and global communication with the equipment manufacturer is key for customers to get the very best out of their investment. In order to get closer to the customer, ALLU proudly launched its own ALLU Mobile Application at Intermat. The

mold-breaking development is fully integrated with ALLU's portal providing information, contact and advice on everything that is relevant to the serial number of the attachment in the customer's possession.

The ALLU Mobile Application provides an intelligent digital solution for customers and operators to obtain accurate and timely information regarding safe operations at jobsites, thereby maximizing the use of the ALLU equipment. The ALLU-App accomplishes this, whenever a mobile online service is available, through accessing information that is relevant to the serial number of the attachment.

The ALLU Mobile Application provides instructions to guide the operator through safe working methods when using the ALLU attachment throughout the whole operating and ownership process. The ALLU-App also provides specific information about different jobsite applications, and how best to utilize the ALLU equipment ensuring that the very best guides ranging from set-up, installation, and operations with the operating manual always being on hand.

The solution whatever your material

Also exhibited at the show was a selection of ALLU Transformers. The ALLU Transformer Series includes an excavator/ loader/ tractor mounted processing bucket, which screens, pulverizes, aerates, blends, mixes, separates and even crushes, feeds and loads materials. This results in the feed material being effectively transformed into highly valuable products, making any business more efficient, and more profitable.

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

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



The ALLU Processor is a power mixer attachment, which converts any excavator into a powerful and versatile mixing tool.
Photos courtesy of ALLU



The ALLU-App provides an intelligent digital solution for customers and operators to obtain accurate and timely information regarding safe operations at jobsites.



The ALLU Transformer Series includes an excavator/ loader/ tractor mounted processing bucket, which screens, pulverizes, aerates, blends, mixes, separates and even crushes, feeds and loads materials.

IROCK hires Fred Gross as director of sales and business development

VALLEY VIEW, OHIO — IROCK Crushers announces Fred Gross as director of sales and business development. Gross will lead IROCK's sales and marketing teams with a focus on bringing the company's dependable crushing and screening solutions to its extensive dealer network across the domestic United States and beyond.

"Fred's passion, experience and commitment to dealer customers and end users make him an excellent match for this position and a strong addition to our company," said Chris Larson, IROCK's general manager. "He brings to our team a wealth of knowledge, commercial leadership and a demonstrated

pattern of success throughout his career. Additionally, his dedication and moral compass align extremely well with IROCK's values."

Gross joins IROCK with an impressive OEM sales and business development background as well as more than 25 years of experience in the crushing and screening industry. Prior to accepting the position, Gross served as the North and South American sales manager for Terex Cedarapids. He also has held high level positions with several other businesses in the industry, including WEIR Minerals-TRIO, FLSmidth, KPI-JCI and Metso.

Gross will focus on strengthening existing deal-

er relationships as well as growing IROCK's dealer network. In addition, he will play a strategic role in identifying new products to meet the changing needs of customers and to ensure their success during the forthcoming federal infrastructure plan.

"This is an exciting time for our industry," Gross said. "And we're poised to be there for customers where and when they need us to overcome challenges and achieve success."



Gross will lead IROCK's sales and marketing teams with a focus on bringing the company's dependable crushing and screening solutions to producers across the globe.

Photo courtesy of IROCK

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Buxton Quarry show features the launch of latest additions to McCloskey product ranges

Hillhead 2018 visitors will get a first look at McCloskey International's new compact jaw crusher – the J35 – in Buxton Quarry June 26-28, 2018. The spotlight is also turned onto the newest product from McCloskey Washing Systems, the AGGSTORM™ 150, which will be displayed on the McCloskey stand across from the Rock Processing Demo area.

The new J35 compact jaw crusher has recently completed field testing. The J35 compact jaw crusher is the perfect solution for projects with small footprints but big requirements.

This versatile, mobile crusher nimbly moves around in small spaces, continuing to track while crushing. The J35's small footprint is uniquely suited to the demolition and asphalt recycling, aggregates and smaller scale construction projects. Less than 2.5m wide, the crushers can be transported easily from site to site.

The McCloskey AGGSTORM™ range takes washing to the next level by providing robust and reliable equipment for the most challenging applications.

The AGGSTORM™ 150 is a modular designed plant to remove harsh, clay-bound material from natural and crushed gravel, stone

and ore feeds that cannot be removed by rinsing or screening alone.

The log shafts rotate in opposite directions and are timed to obtain an overlap of the paddle shoes for maximum scrubbing action.

The AGGSTORM™'s design features ensure smart performance in the harshest environments, and it is an effective solution to be used in the aggregate, C&D waste recycling and mining industries.

With a larger stand across from the demo area, Hillhead 2018 is seen as the perfect opportunity for McCloskey International to announce, show, and demonstrate products from each of their lines. The exhibition grounds will be dotted with McCloskey green screeners, crushers, and stackers, including McCloskey authorized dealer, Aggregates Processing & Recycling Ltd. (AGG-PRO), who will display the new recirculating compact crusher — the I34R — along with a jaw crusher, stacker and scalping screener.

The demo area of the show will feature crushing and stockpiling throughout the show. McCloskey representatives and dealers will be on hand to discuss the products on display and in the demo area.

Over the past twelve months McCloskey In-



This versatile J35 mobile crusher nimbly moves around in small spaces, continuing to track while crushing.

Photos courtesy of McCloskey International

ternational has continued to add new international dealers across all regions to represent the number of new products that were added to the company's portfolio. Many of these dealers will be attending Hillhead 2018, and visitors will be able to connect with them during the show and after.



The AGGSTORM™'s design features ensure smart performance in the harshest environments.

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Quarry saves costs and fuel with downhill hauling

At Savage Stone's 400-acre quarry in Jessup, MD, gabbro is mined from five, 43-foot tall benches, with chemical rock hardness increasing with each lower level. The shot rock (similar to granite and good for coarse road base) used to be loaded into Volvo 35- and 40-ton articulated haulers and 100-ton Euclid rigids and transported a half mile uphill to the primary crusher, a Lippmann 5062 jaw crusher. The jaw crusher processes rock to 5-7 inches, which is then stockpiled on the surge pile for the finishing plant, where it is crushed to 1 ½ minus.

Stephanie Poole, Mining Engineer and Pit Supervisor for Savage Stone, explains that the quarry has exhausted its pit boundaries to the north and west,

so expansion is moving to the south side of the pit and into lower levels of rock reserves. She said, "As the pit deepened our haul roads grew longer and cycle times increased, which in turn slowed production. We looked at options that would allow us to go faster uphill, but then looked at the economic aspect of putting the primary crusher closer to the deposits and hauling rock downhill."

A major capital project started in spring 2017 to relocate the primary crusher nearly 380-feet below its current elevation and install conveyors to shuttle the crushed stone back uphill to the finishing plant. The production benefit is two-fold. Loaded haulers travel downhill can operate faster and use gravity to

save on fuel consumption.

If the crushing plant is the heart of a quarry, the first line excavator is the pulse, setting cycle times by how fast it can load trucks.

As part of the expansion project the quarry upgraded its primary excavator to a Volvo EC750E to meet the increased production from the crushing plant's new workflow. The super-abrasive environment, running 12-hour shifts five days a week, demanded a durable and powerful excavator. The 75-ton machine with a 516 hp Volvo Tier 4 final engine is matched to a Rockland 6.5 yd³ bucket that has been modified internally and externally with guards over the cutting edge and side shrouds. The buckets are

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Ponce joins Telsmith as regional sales manager

MEQUON, WI – Telsmith, Inc., manufacturer of mineral processing equipment, is pleased to announce its recent hire of Victor Ponce, who joins as regional sales manager covering California.

"We're thrilled to have Victor join our team," states Jeff Gray, domestic sales manager of Telsmith, Inc. "Victor brings with him many years of industry knowledge and technical expertise that will be very beneficial to our customers in the state of California."

Ponce comes to Telsmith with a mechanical engineering background and years of experience in the mining and metals industry working for companies such as Terra Nova Technologies, FLSmidth North America, and Conveyor Engineering.

"To continue growing Telsmith presence in the state of California will require hard work and perseverance, both of which our team in Wisconsin and myself are ready to provide to our clients in order to help them meet their goals," states Ponce.

Ponce is fluent in both English and Spanish languages and holds a Bachelor of Science in Mechanical Engineering from University of Idaho, 2007 Idaho E.I.T Certification, and a current MSHA Safety Certification.

Telsmith, Inc. provides a full range of minerals processing solutions to the aggregate, mining, industrial, and recycling industries with cone crushers, jaw crushers, vibrating equipment, portable plants, track plants, as well as full scale modular processing facilities. Solutions from Telsmith include product lifecycle support with parts availability and factory trained service technicians.

To reach Victor Ponce email him at vponce@Telsmith.com. For more information about Telsmith, visit www.telsmith.com.



Telsmith, Inc. is pleased to announce its recent hire of Victor Ponce, who joins as regional sales manager covering California. Photo courtesy of Telsmith



The team at Savage Stone: (L-R) Plant Manager Gary Long, Mobile Equipment Manager Terry Baker Sr., John Chartier, Territory Manager at McClung-Logan Equipment Company, and Mining Engineer Stephanie Poole.

Photo courtesy of Volvo CE

Komatsu America Corp. introduces the new PC390LCi-11 intelligent machine control hydraulic excavator

ROLLING MEADOWS, IL — Komatsu America Corp. recently introduced the new PC390LCi-11 hydraulic excavator, the first 3D semi-automatic excavator available with the nimbleness and speed of the popular 36-ton weight class machines and stability of much larger machines.

"Whether it's production excavating, utility trenching, site prep or any application where greater over-the-side lift capacity is required, this could be the machine operators fight over on the jobsite" said Renee Kafka, product specialist, Komatsu America. "Also, to increase operator comfort and convenience, all PC390LCi-11 machines come standard with the machine-control-enhanced joysticks first introduced on the PC210LCi-11," Kafka said.

Intelligent Machine Control features a unique sensor package, including stroke sensing hydraulic cylinders, an IMU sensor, and GNSS antennas. The machine utilizes 3D design data loaded into the machine's monitor to accurately display machine position relative to target grade. When the bucket reaches the target surface, automation kicks in to limit over excavation.

Features that make the PC390LCi-11 a unique hydraulic excavator include:

- Intelligent Machine Control joysticks: semi-auto/manual mode-switching and design surface offset function can be operated with switches on the control levers.
- Auto-grade assist: as the operator moves the arm, the boom adjusts the bucket height automatically, tracing the target surface and minimizing digging too deep.
- Auto-stop control: during boom and bucket operation, the work equipment automatically stops when the bucket edge reaches the design surface, thus minimizing design surface damage.
- Minimum distance control: the machine controls the bucket by automatically selecting the point on the bucket closest to the target surface. If the machine is not facing a sloped surface at a right angle, it will still follow the target surface and minimize digging below it.
- Facing angle compass: the orientation of the facing angle compass' arrow shows the operator the facing angle, relative to target surface. This allows the bucket edge to be accurately positioned square with the target surface.
- Realistic 3D display: the machine and design surfaces are shown in realistic 3D. The angle and magnification of the views can be changed, allowing the operator to select the optimum view, depending on work conditions.
- Control box: the Intelligent Machine Control monitor uses a large 12.1 screen for visibility and ease of use. The simple screen layout displays the necessary information in an easily

lined with AR450 or 500 plate and T1.

Terry Baker Sr., Mobile Equipment manager at Savage Stone, said, "With typical dirt work you change bucket teeth once a year. With this rock, we are getting 96 hours on a set of teeth, so we are averaging three teeth changes for every

oil change."

Savage Stone assigns a dollar value to every piece of equipment down to the minute. This formula was developed from crunching production sheets to calculate tonnage per day. Management uses this data when evaluating when to replace equipment and

as comparisons in the purchase process. Terry added, "We have a certain number of tons we have to meet every day to cover costs. The trucks and excavators have to roll.

"We explored several competitor brand excavators. There is a lot that went into consideration

including specs, serviceability, price, dealer and manufacturer support. Fuel consumption was a big concern. We burn 15,000 gallons of fuel here a week with all of our machines, so I want to get the maximum fuel efficiency per hour that we can."

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understood fashion. A touch screen icon interface, instead of a multi-step menu, simplifies operation.

Other performance features include:

- An 8.85 liter, 257 horsepower, EPA Tier 4 Final, SAA6D114E-6 engine
- KOMTRAX® level 5 technology feeds the operator machine data, such as fuel and diesel exhaust fluid (DEF) levels, Komatsu Diesel Particulate Filter (DPF),

The PC390LCi-11 excavator, whether rented, leased or purchased, is covered by the Komatsu CARE®.



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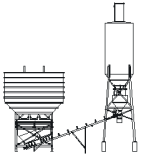
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LiuGong North America announces

E-series excavators

LiuGong North America's new E-Series excavators include the 915E, 922E, 925E, 930E and 936E models. The machines feature best-in-class fuel consumption and an integrated ROPS cab meeting ISO 12117-2 safety standards. A standard rear-view camera improves operator visibility when

traveling. The excavators are powered by QSB4.5, QSB6.7, and QSL9 Tier 4 Final turbo-charged Cummins engines. Six selectable working modes optimize hydraulic performance and fuel consumption for specific conditions. Auto-idle speed function reduces fuel consumption and engine noise

when pilot controls are in neutral. The E-series feature bucket capacities up to 2.5 yd3; maximum digging depths up to 24'1" and power up to 290 hp. Visit their website for more information.

regeneration status, location, cautions and maintenance alert information. The PC390LCi-11 excavator, whether rented, leased or purchased, is covered by the Komatsu CARE® complimentary maintenance program for the first three years or 2,000 hours, whichever comes first. Through its distributor network, Komatsu offers a state-of-the-art parts and service program to support its equipment. Komatsu has proudly provided high-quality reliable products for nearly a century. Visit the website at www.komatsuamerica.com for more information.



The simple screen layout displays the necessary information in an easily understood fashion.



The 3D semi-automatic excavator features the nimbleness and speed of the popular 36-ton weight class machines and stability of much larger machines.

Photos courtesy of Komatsu



Six selectable working modes optimize hydraulic performance and fuel consumption for specific conditions.

Photo courtesy of LiuGong

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Grapples



Identified Technologies releases transformative new drone mapping analytics capabilities

PITTSBURGH, PA — Identified Technologies (“Identified”), recently announced a suite of new drone mapping features and services for its customers in the construction, mining, energy and engineering sectors. The new features, which will be launched and automatically pushed to customers throughout 2018 include:

- Haul Road Analysis: Allows the user to incorporate mapped haul roads into the orthomosaic they receive when flying their site by drone. This analysis will cover the slope and width of the road.
- Slope Maps: Enables a user to move a cursor over any point to see the exact slope for that location. It will show slopes by both degree and per-

- cent grade.
- Plan IQ Camera View: Provides a livestream of what the camera sees when the drone is flying. This is particularly valuable for maintaining continuous line of sight on the drone as it flies as required by the FAA regulations.
- Change Detection Tool Color Coding: Empowers users to change the

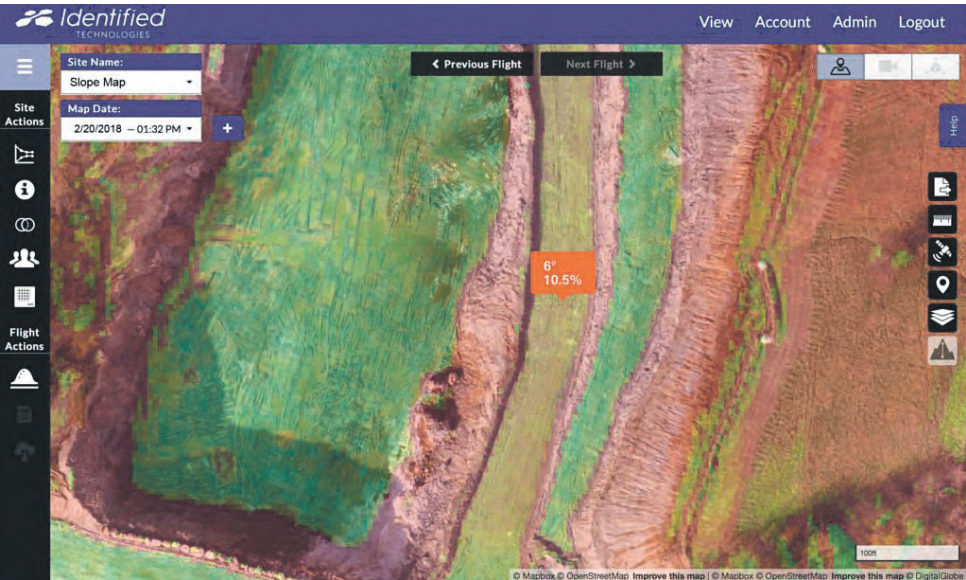
- colors in this tool so that the can color code piles of different things and measure change accordingly.
- Enterprise Site Permissions: Gives users more control over shared data, so they can customize the level of access and control they want to grant individual customers, contractors and stakeholders.
- DJI Inspire 2 Drone: Customers will receive

upgrades to the new DJI Inspire 2 with their Identified Technologies subscription. The Inspire 2 has enhanced accuracy, robustness and obstacle sense and avoid (SAA) capabilities.

The most dramatic changes to Identified Technologies’ Site IQ software capabilities are the Haul Road Analysis and Slope Map features. For these quickly constructed and heavily trafficked dirt roads, steep slopes result in dramatic increases in gas consumption and

costs, accelerated wear and tear on vehicles, or exacerbated hazards from ice and inclement weather.

Going from .02 percent to .01 percent slope doubles the fuel efficiency of the vehicle traveling on it since its documented that a 10 percent change in slope can affect the fuel efficiency by 10 percent. Given this fuel efficiency, a single large piece of equipment on a less steep slope could save a company \$400,000 in fuel over a three-year project.



Site IQ - Slope Map Screenshot



Site IQ - Haul Road Analysis Screenshot

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Yoder & Frey reports unprecedented bidding at recent 'timed' online auction

Expectations were high at Yoder & Frey when it was instructed to auction six Caterpillar 777s via a timed online auction but the unprecedented interest and ferocious bidding took the sale well above the expected hammer.

"We knew that these impressive and well maintained [haul] trucks would attract strong international interest but as the close of the timed action approached, bids from the 50 or so registered bidders, located

around the globe in 30+ countries, were absolutely flying in, driving hammer prices up," stated Peter Clark, President of Yoder & Frey. "We were taken by surprise by just how popular these lots were, clearly indicating that the quarrying, mining and heavy material transport sectors are expanding at the moment and actively looking for the right sort of equipment. The top bids for a couple of the machines finished at a staggering \$410,000 — more than

double of what was expected."

The opening and highly audacious bidding on these 777s started at around \$30,000 on April 20 when the auction commenced but as the closing time of 21:00 EST on Thursday, April 26 approached multiple bids were constantly being placed. Towards the close, bids were increasing by as much as \$10,000 almost every 30-seconds, with the average hammer price being paid for each finishing at \$380,000; and the highest price of \$410,000 being paid on a couple of machines, well above the envisaged estimate based on previous industry prices, achieving a total final hammer of \$2,290,000 for the six pieces.

Each of the six 777s were 2011 models, had around 17,000 - 20,000 hours on the clock and had been used and fully maintained by a quarrying company located in West Virginia. CAT TA2 inspection reports were



Expectations were high at Yoder & when it was instructed to auction six Caterpillar 777s.

Photos courtesy of Yoder & Frey



Yoder & Frey's Peter Clark.

provided to give buyers full clarity and peace of mind as to the quality of the equipment.

Peter Clark continued: "When we have large, highly specialist pieces of equipment to auction, running a timed online sale often means we can reach a high number of interested buyers and provide them with an

effective way of bidding on equipment. However our regular on-site auctions also increasingly attract some top quality lots from vendors, subsequently generating good interest and high turnouts of bidders all looking to secure a real deal on used equipment; and they are rarely disappointed. They can be

confident about what is on offer and that they can acquire quality, reliable, yet affordable equipment. For anyone who has never attended one of our auctions we would encourage them to come along and see for themselves the massive quantity and the quality of equipment regularly included."

Sandvik's mobile digital solution at Hillhead 2018

Hillhead 2018 will see Sandvik Mining and Rock Technology mobile crushers and screens highlight the total solutions nature of its world-leading equipment ranges. This year will

see the launch of new products and services, new digital solutions, as well as live demonstrations in front of the stand.

The Sandvik range of mobile crush-

ing and screening equipment provides solutions for virtually any application, and encompasses such diverse business areas as surface rock quarrying, excavation, demolition, recycling and

civil engineering. The all-encompassing range has provided customers across the world with the very latest developments whether working independently or in conjunction with other equipment from Sandvik's offering.

As well as mobile crushing and screening equipment, Sandvik Mining and Rock Technology produces ranges of underground excavation and mining equipment, rock tools, drilling rigs, breakers, tunnelling equipment, stationary crushing and screening machinery and bulk-materials handling systems. Equipment purpose developed to deal with virtually any mining, quarrying or construction application.

The very latest at Hillhead 2018

As the world's leading 'live-action' show, Hillhead 2018 will see Sandvik highlight the total solutions nature of its mobile screening and crushing offering. A number of global product launches are planned, with demonstrations of mobile crushing and screening equipment being held in front of the stand. Other exciting developments will be demonstrated on the stand itself.

Products being shown include:

- QJ341 best-selling jaw crusher
- QJ241 compact jaw crusher



The QJ341 mobile jaw crusher feeds a QS331 mobile secondary cone crusher.

Photos courtesy of Sandvik

- Screening media and aftermarket solutions
 - QE342 screener – Global Product Launch
 - Sandvik My Fleet – Global Product Launch
- What makes Hillhead exciting and different, are the live equipment demonstrations at the quarry face. This year Sandvik will be demonstrating the following mobile crushers and screens:
- QJ341+ jaw crusher with pre-screen
 - QA451 Hybrid Doublescreen
 - QH332 DDHS Hydrocone crusher – Global Product Launch

Virtual reality experience and digitalization

In order to provide visitors to the stand with an insight into what makes the new QH332 with double-deck hanging screen such a major development in cone crushing, the very latest digital technology will be used to showcase its innovative features. This will take the form of a ‘virtual reality’ presentation and walk through.

Continuing this theme, Sandvik will also show how it has used the very latest technology to help its customers get the very best from their investment, with the launch of Sandvik My Fleet. This is a fleet management tool, which provides critical data on GPS location and machine utilization. The remote monitoring system enables customers to optimize their machine operation and work more efficiently through accessing a functional portal interface.

With live demonstrations of some of the most important pieces of Sandvik equipment being held regularly throughout the day, a focus on providing solutions for our customers, and virtual reality tours, Hillhead will certainly be a showcase event for Sandvik Mining and Rock Technology in 2018.



The very latest digital technology will be used to showcase the QH332’s innovative features — which include a double-deck hanging screen.

New Tunnel version of Epiroc SB hydraulic breakers offers longer lifetimes with lower operating costs

While incorporating the popular features of Epiroc’s market-leading Solid Body (SB) breaker range, the new SB 302 and SB 452 Tunnel versions provide application-specific modifications that extend equipment lifetime and reduce overall operating costs in underground applications.

Piston lifetime in the advanced Tunnel version is extended by a new piston in stainless steel, while bushing seat wear is minimized by a press-fit, one-piece bushing locked by an additional pin. An exchangeable wear plate protects the hammer body and heavy-duty retainer bars and a locking pin enhance durability.

The special tunneling tool with a collar supporting a robust front shield and dust cover minimizes the dust intake when working on overhead areas. Two restrictors are available which enable the performance of the hydraulic breaker to be adjusted for either traditional scaling operations or for more challenging rock breaking jobs.

The new Tunnel versions are suitable for excavators in the weight class from 4.5 to 13 tons (10,000 to 28,500 lbs) and standard underground scalars. Service weights are 315 kg (690 lbs) for the SB 302 and 450 kg (990 lbs) for the SB 452. For more information, visit www.epiroc.ca.



The special tunneling tool with a collar supporting a robust front shield and dust cover minimizes the dust intake when working on overhead areas.



The new SB 302 and SB 452 Tunnel versions provide application-specific modifications.



An exchangeable wear plate protects the hammer body and heavy-duty retainer bars and a locking pin enhance durability.

Photos courtesy of Epiroc



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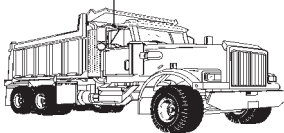


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On the front lines with Fisher Phillips:

by Travis Vance and Pamela Williams

Wind of Change: MSHA's Final Rule Governing Workplace Examinations for Metal and Nonmetal Mines becomes effective June 2, 2018



Pamela Williams

The changes to MSHA's workplace examination rule governing metal and nonmetal mines have garnered significant attention. Stakeholders fought back against the original proposed rulemaking, and MSHA delayed implementation three times. Following outcries from operators, numerous comments, and even litigation, on April 9, 2018, MSHA published its final amended regulation governing "Examinations of Working Places in Metal and Nonmetal Mines." Effective June 2, 2018 (MSHA has stated it will refrain from issuing citations under the new requirements until October 1, 2018), the regulation states:

§56/7.18002: Examination of working places.

(a) A competent person designated by the operator shall examine each working place at least once each shift before work begins or as miners begin work in that place, for conditions that may adversely affect safety or health.

(1) The operator shall promptly notify miners in any affected areas of any conditions found that may adversely affect safety or health and promptly initiate appropriate action to correct such conditions.

(2) Conditions noted by the person conducting the examination that may present an imminent danger shall be brought to the immediate attention of the operator who shall withdraw all persons from the area affected (except persons referred to in section 104(c) of the Federal Mine Safety and Health Act of 1977) until the danger is abated.

(b) A record of each examination shall be made before the end of the shift for which the examination was conducted. The record shall contain the name of the person conducting the examination; date of the examination; location of all areas examined; and description of each condition found that may adversely affect the safety or health of miners and is not corrected promptly.

(c) When a condition that may adversely affect safety or health is not corrected promptly, the examination record shall include, or be supplemented to include, the date of the corrective action.

(d) The operator shall maintain the examination records for at least one year, make the records available for inspection by authorized representatives of

the Secretary and the representatives of miners, and provide these representatives a copy on request.

What does the new rule mean to mine operators?

- A "competent person" must perform a workplace examination of the location where miners are scheduled to work.

- Examinations must be performed before "miners begin work" or as they "begin work."

- Operators must "promptly" notify miners in "affected areas" of conditions that may impact them.

- Operators must "promptly initiate appropriate action" to correct "conditions" in "affected areas" that may impact miners.

- "Operators must keep specific, detailed records of examinations and of conditions not 'promptly' corrected."

- Records must be made available to both the Secretary and miners' representatives upon request.

What changed?

The final rule contains notable changes from previous requirements.

First, the timing for the required examination is clear. Now, the workplace examination must be done at the beginning of the shift or before miners begin working in the area rather than "once per shift."

Second, operators must now notify miners in the affected area of conditions that may adversely affect the miner's health or safety when those conditions are not corrected.

Third, the examination must be recorded before the end of the shift. The record must include the name of the competent person conducting the exam; the date; the locations examined; a description of each adverse condition that is not corrected promptly; and the date of corrective action for those adverse conditions not promptly corrected.

Fourth, the records must be made available to miners' representatives in addition to MSHA.

So, really, what does this mean?

MSHA's stated its purpose in its September 2017 publication concerning the rule: "Effective working place examinations are a fundamental accident prevention tool used by operators of metal and nonmetal (MNM) mines; they allow operators to find and fix ad-

verse conditions and violations of health and safety standards before the cause injury or death to miners."

Words like "prompt" are inherently subjective. What is prompt to an operator may not be "prompt" to MSHA. However, in the September 12, 2017 Federal Register, MSHA noted that it "interprets 'promptly' to mean before miners are potentially exposed to adverse conditions." But what if an operator does not see a potential adverse condition before a miner is exposed?

Likewise, keeping records of known hazards that are not "promptly" corrected seems like a pitfall for the mining community. As mentioned above, the record keeping requirements state, "the record shall contain the name of the person conducting the examination; date of the examination; location of all areas examined; and description of each condition found that may adversely affect the safety or health of miners and is not corrected promptly." They also require that "[w]hen a condition that may adversely affect safety or health is not corrected promptly, the examination record shall include, or be supplemented to include, the date of the corrective action." Are such records documenting the later "corrective" dates going to be used by MSHA to demonstrate "employer knowledge" or higher degrees of negligence?

MSHA's April 9, 2018 publication in the Federal Register states that the amendments "provide mine operators with additional flexibility in managing their safety and health programs and reduce regulatory burdens without reducing the protections afforded miners." While miner safety should always be the paramount concern for operators, operators must also be vigilant in updating their training and policies to comply with the new mandatory standard. Training should include instruction on how to locate and identify potentially hazardous conditions in a workplace.

We will keep you updated as this new rule is implemented and enforced by MSHA.

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.

Sandvik Mining and Rock Technology releases data interoperability policy

Sandvik Mining and Rock Technology has released its data interoperability policy, which specifies how Sandvik systems, equipment and tools share data in the mining digital ecosystem. The policy outlines the principles by which Sandvik systems can communicate in a digitized mining and rock excavation industry.

The Sandvik Mining and Rock Technology Interoperability Policy is now available on the My Sandvik customer portal. It outlines the principles by which Sandvik systems can communicate within a digital ecosystem, including data accessibility, fleet data compatibility, data rights and control and data privacy.

"In their desire for the optimal safety, productivity and profitability of their mining operations, our customers are looking to digital technologies to enable optimized processes," says Rock Drills and Technologies President, Patrick Murphy. "Sandvik systems and equipment will form a key part of the digital ecosystems at these mines of the future."

Sandvik's digital offering ranges from systems for autonomous equipment and features, such as the industry-leading AutoMine® platform, to systems for process management and optimization, to tailored data analytics solutions. Sandvik understands the essential role its systems will play within the larger digital ecosystem at each of its customers' sites. Sandvik systems will be able to interface and exchange data with other systems around the operation, ensuring that the value of the data can be unlocked. Sandvik will take the lead in shaping industry standards in data interoperability.

"Our customers have naturally asked that they can access equipment health and productivity data from the solutions that we provide them," Murphy says. "While interfaces are not available for all equipment models today, these will be progressively rolled out as new products come to market. However, there are today already over

1,000 machines connected to our industry-leading, cloud-connected productivity and eCommerce platform, My Sandvik, as well as the more advanced OptiMine® mining process optimization platform. Data interfaces can be created so that the customer can access the raw data from these offerings."

The data interoperability policy outlines the principles behind Sandvik's digital offering, explaining, for example, how data can be accessed, depending on the customer's fleet — i.e. at equipment level, at server level onsite or within the cloud. And, of course, how it is protected.

"We know that cloud-based data processing services offer tremendous advantages over local server based solutions, and are critical in leveraging the full potential of the industrial Internet of Things," says Manny Maloney, General Counsel at Sandvik Mining and Rock Technology. "And when our customers choose us to process data on their behalf, we don't take it lightly. Access to data needs to be defined and restricted, because it is often operator-related and commercially-sensitive."

The Sandvik data interoperability policy is designed to ensure the highest levels of data privacy and security whilst ensuring the customer retains all rights to information related to the use and application of their equipment. The policy has been designed with the General Data Protection Regulation (GDPR) in mind. The GDPR is a European Union (EU) law on data protection and privacy, which also applies to the export of personal data outside the EU. It comes into effect on 25 May 2018, with the intention of harmonizing data privacy laws across Europe.

"Although the GDPR is a European regulation, we aspire to apply the same level of rigor regarding data privacy across the world, wherever we operate," added Maloney.

Caterpillar EU Stage V engines set high standards for power density, fuel economy, reliability and flexible installation configurations

Caterpillar currently is developing productive, fuel-efficient, power-dense, EU Stage V-compliant engines across its industrial product line, from the two-cylinder C0.5, to the 12-cylinder, 32-liter C32. Goals for Cat® Stage V engines include developing more efficient after-treatment systems, simplifying installation in OEM-customer machines, and providing added value for end users of OEM machines — through increased productivity, increased fuel efficiency and exceptional reliability.

The Cat C9.3B engine, for example, has been awarded EU Stage V emissions certification and is now in production — more than 10 months ahead of the industry's newest and most stringent regulatory requirements.

"The C9.3B's certification is an exciting milestone for Caterpillar," says Jeff Moore, product director, research and development for 7.2- to 18-liter engines, "and we're confident that this engine will meet customer expectations for reliability and durability in a simpler, lighter package with more power and torque. Caterpillar has proven the merits of the C9.3B by testing the engine to its limits, both in the lab environment and in actual customer applications."

The six-cylinder, 9.3-liter C9.3B engine builds on the core engine that has been in production since 2011, logging more than 200 million hours in real-world, off-highway operation. With a proven, reliable core engine, coupled with extensive diesel-particulate-filter (DPF) experience, Caterpillar has focused EU Stage V engine development on simplifying design, improving performance and reducing installation complexity.

The C9.3B combines a new high-pressure/common-rail fuel system with simplified systems for air, electrical and after-treatment to produce up to 340 kW (456 hp) of power and 2088 Nm (1,540 lb.-ft.) of torque, resulting in 18 percent more power, 21 percent more torque, and 12 percent less weight, compared with its predecessor.

"End users will see this re-

finement pay off with increased performance, up to three percent less fuel consumption and exceptional starting capability in cold climates," says Moore.

"Patented after-treatment technology provides a compact, lightweight design that is 39 percent smaller and 55 percent lighter than the EU Stage IV/Tier 4 Final configuration, and the new design provides transparent regeneration to ensure optimum machine performance and uptime."

As with all Cat 9- to 18-liter engines, the C9.3B is available in various configurations, including those with factory-installed, engine-mounted after-treatment systems and

radiators. In total, more than 2,000 unique configurations are available for the C9.3B.

"We understand that not all customers have the resources to design, manufacture and validate on the same scale," says Moore. "For that reason, Caterpillar designs its products with the flexibility to accommodate various OEM requirements, resulting in lower installation costs."

In addition to the C9.3B, the Cat large-engine, EU Stage V lineup also includes the 12.5-liter C13B, incorporating technology similar to that of the C9.3B and with power ratings to 430 kW (577 hp).

Caterpillar also is certifying its existing C13, C15, and C18 EU Stage IV/U.S. EPA Tier

4-Final engines to meet EU Stage V emission standards. Stage V certification for these engines will be achieved with no changes to customer interface points and with only minimal changes to the DPF, allowing customers to focus on overall improvement of their products. Cat engines and DPF solutions in this range have nearly 170 million hours of proven field performance.

Caterpillar will begin accepting EU Stage V orders for C13 through C18 engines in May and plans to ship production engines in October. The C13B will be available in 2019.

Dual-label certification—EU Stage V/U.S. EPA Tier 4-Final (and Japan 2014/Korea Tier 4-Final)—will be offered

for the C9.3B and all other Cat products in the 250-to-597 kW (335-to-800 hp) power range. This flexibility allows customers to develop commonality in products, parts and service across various regions. With products for lesser-regulated countries that have similar performance and share common core-engine components, machine interfaces and control architecture, the Cat product range is suited for a global customer base, supported by the Cat dealer network.

More information about Stage V engines at www.cat.com/stagev; learn more about the full range of Cat engines at www.cat.com/industrial-oem.



The Cat C9.3B engine has been awarded EU Stage V emissions certification and is now in production — more than 10 months ahead of the industry's newest and most stringent regulatory requirements.

Photo courtesy of CAT

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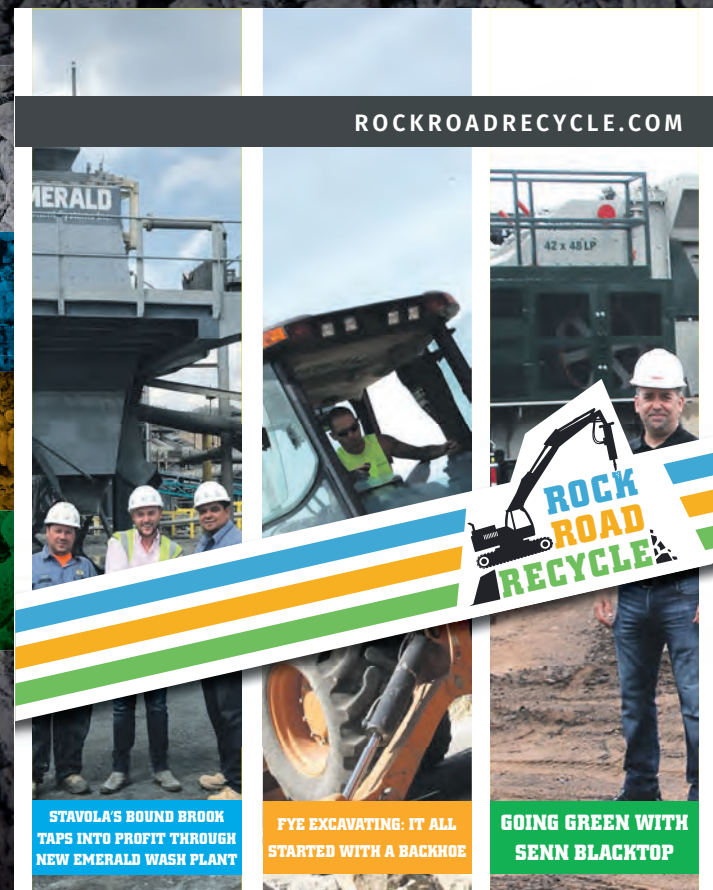
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Smooth finish for huge multi-contract road project





- Paving
- Compaction Equipment

Frederick W. Lee
Publisher, President

Bruce Button VP, General Manager
bbutton@leepub.com

Kal Shariff Corporate Sales Manager
kshariff@leepub.com

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

Colleen Suo Editor
ext. 145 csuo@leepub.com

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

Ad Sales: 1-800-218-5586

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

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

Tina Krieger
ext. 108 tkrieger@leepub.com

Steve Pelosi
ext. 166 spelosi@leepub.com

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

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

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

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

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Smooth finish for huge multi-contract road project

by Jeff Winke

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CASE Announces SV212D and SV216D single drum vibratory rollers

RACINE, WI — CASE Construction Equipment introduces the new SV212D and SV216D single drum vibratory compactors — compatible with both smooth and padfoot drums. With best-in-class centrifugal forces, self-adjusting torque control system and the most climbing power in the industry, these machines are built for industry-leading performance in the toughest applications.

Able to climb grades of up to 65 percent, the SV212D and SV216D feature a low-center-of-gravity axle-free design and a high-traction hydrostatic drive system that provides constant power to the wheels and drum with an electronic self-adjusting torque control system. The machines' new 154 HP Tier 4 Final engine also delivers greater torque than previous models.

Best-in-class centrifugal force allows for higher lifts and deeper compaction depths completed in fewer passes for increased productivity. Performance on rough, uneven terrain is improved with an oscillating articulated roller joint that maintains consistent drum-to-ground contact, and a superior drum design reduces drift and maintains constant compaction throughout each rotation.

Available options include automatic traction control, padfoot and blade, and a more powerful HX drive designed to meet the demands of the most extreme conditions with increased torque and speed over the standard hydrostatic drive system.

Comfort and visibility

Available in both open and cab configurations, the SV212D and SV216D feature a spacious, comfortable and intuitive operator environment with an adjustable seat that swivels up to 50 degrees, providing excellent visibility of the drum surface. Rear visibility is maximized with a sloped rear deck design.

Serviceability

Like all CASE machines, the SV212D and SV216D are designed for groundline serviceability. A push-button electro-hydraulic engine cover and push-button



Best-in-class centrifugal force allows for higher lifts and deeper compaction depths completed in fewer passes for increased productivity.

Photo courtesy of CASE CE

electro-hydraulic cabin tilting provide easy access at ground level to all fluid ports, drains, service checkpoints and filters for simplified maintenance.

More information is available at www.CaseCE.com.

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Smooth finish for huge multi-contract road project

by Jeff Winke



New Hampshire I-93 rehab benefits from gravity-fed asphalt paver

Continental Paving uses a Roadtec SB-2500e Shuttle Buggy material transfer vehicle with a 25-ton capacity to pair up with its Stealth Paver.

Photos courtesy of Continental Paving

It may sound a bit over-the-top dramatic, but the New Hampshire Department of Transportation (NHDOT) proclaims that the widening of a 20-mile segment of I-93 between Exits 1 and 5 from the Massachusetts state line to Manchester, NH is one of the most ambitious projects that it has ever undertaken.

Clearly, I-93 is one of the state's principal arterials and is considered critical to the economic vitality of the state, region and local communities. The roadwork to be performed is akin to brain surgery. There's a lot at stake and no room for any screw ups.

The gist of the major road project is that I-93 will be rebuilt and widened from two- to four-lanes.

According to NHDOT, "The main element of the improvement involves widening I-93 from the existing limited access two-lane highway in each direction to a limited access four-lane highway in each direction from Salem, NH at the Massachusetts/New Hampshire state line heading northerly through Salem, Windham, Derry and Londonderry, and into Manchester, ending at the I-93/I-293 interchange."

The \$750 million project was started in 2008 and is anticipated to be completed by the end of 2019. The first phases of the project focused on clearing and grubbing the land adjacent to the interstate to accommodate the additional lanes. Moreover, there was the construction of bridges, on and off ramps, and park-and-ride facilities.

"We've joined the Rebuilding I-93 project at its final phase where we'll be completing the asphalt paving on the remaining 12 miles of the project," stated Amy Charbonneau, Continental Paving, Inc. of Londonderry, NH. "We are the subcontractor on four separate contracts with three general contractors. The GCs are Audley Construction out of Bow, NH; Weaver Brothers Construction, based in Bow,

NH; and Coleman Construction from North Conway, NH."

With 300 to 350 employees, Continental Paving serves the New Hampshire market offering commercial and industrial site development, asphalt paving and is a wholesaler for asphalt mix and aggregates.

The Rebuilding I-93 contracts do not cover the entire 20-mile segment being rehabbed. These are the last four big contracts in order to complete the entire widening of I-93 and cover the range from mile 7 to mile 19.

"Following the terms of our agreements, we are available to work for all of the contractors at the same time based on their needs and what they have ready," Charbonneau said. "We'll be building temporary bypasses, lane swaps and what works for them to keep the big picture moving forward."

The first two contracts of the job site are for Audley Construction and are located on the southern section of the project. On these jobs, Continental Paving's contract includes some reclaiming, milling, onsite crushing and the asphalt paving. The first Audley contract calls for approximately 140,000 ton of asphalt. The total contract for Audley as a GC is valued at \$49 million dollars with a completion date of October 2019.

"We have used our Roadtec Stealth Paver with a Carlson screed for 90 percent of the work on the project, and when it wasn't being used it was the Roadtec RP-190e rubber tire asphalt paver with the same MOBA-Matic II grade and slope leveling system on the machine," Charbonneau said. "The highway through all four contracts is being reconstructed from the base up and we plan on paving the entire main line portion from gravel up with the Stealth Paver."

The Roadtec RP-100e Stealth Paver is designed to be a low-maintenance gravity-fed paver specifically for operating with a material transfer vehicle. Continental Paving uses a Roadtec SB-2500e Shuttle Buggy material transfer vehicle with a 25-ton capacity to pair up with its Stealth Paver. The Shuttle Buggy stores and transfers hot-mixed asphalt material from a truck to a paver for continuous paving. A patented anti-segregation auger remixes materi-



The whole NHDOT widening of the 20-mile segment of I-93 project was started eight years ago and these Continental Paving contracts are the last piece of the puzzle.



The Shuttle Buggy stores and transfers hot-mixed asphalt material from a truck to a paver for continuous paving.

als in the MTV just before they are delivered to the asphalt paver.

Charbonneau believes the benefits of the gravity-fed paver are tangible: “We do not track fuel costs per paver, but we see that the Stealth is saving on fuel cost and the paver is going to save us approximately 50 percent in wear part replacement cost on a yearly basis, due to the reduced number of moving parts on the machine itself.”

The second contract with Audley Construction has a \$62 million value and requires placement of 116,000 tons of asphalt and a completion date of September 2020. As with all the contracts, Continental is paving from the gravel up.

“Our paving calls for the placement of three lifts of HMA to reach the finished surface,” stated Charbonneau. “There are different mix combinations in different sections, to help the state test paved surface longevity.”

The different combinations are comprised of base lifts made with 1¼-inch aggregate base, ¾-inch aggregate binder and a half-inch aggregate top course.

“After first using the Stealth Paver on a turnpike mill, fill and overlay in the previous season, we knew its capabilities on the smaller mix designs, but we were interested in seeing if it could perform as well on the 1¼-inch base and also to see if it would rid our mat of any segregation problems that we were having with the bigger base designs,” Charbonneau said. “The machine met our hopes on all accounts. We have previously received in the .96 to .99 pay factor with a conventional paver, and with the Stealth on the I-93 project we are currently receiving a maximum pay factor in the 1.02 to 1.05 range. We were able to achieve near perfect compaction numbers also.”

Charbonneau added, “We have found that the Stealth paver lays a consistent mat at a higher than average feet-per-minute (with great compaction numbers) than with other pavers we use.”

With a 90-foot-per-minute paving pace, Continental was able to achieve a record

night using the Roadtec RP-100e Stealth Paver. The machine placed 4,100 tons of asphalt at 1¼-inch by morning during an 11-hour shift for the paving crew.

The third contract job for the contractor is for Weaver Brothers Construction. On their site, Continental Paving will be milling and paving. The total contract awarded to Weaver Brothers was for \$34 million and consists of approximately 88,000 tons of asphalt with a completion date of August 2019.

The fourth contract for Continental Paving requires milling and paving also. The total contract awarded to Continental is \$45.9 million and calls for approximately 115,000 tons of asphalt with a completion date of October 2019.

Throughout all four of the Continental Paving contracts a variety of pieces of equipment will be used. A Roadtec SX-8e soil stabilizer-reclaimer machine was tested when the contractor had to reclaim a section of the existing highway, which required a 12-18” cutting depth.

A half-lane Roadtec RX700e milling machine was used principally for transitional tie-ins and shoulder slope adjustments for lane shifts. The cold planer also plays a major

role when bringing the lanes of traffic back from their shifts and swaps while making the surface ready and smooth for the top coat of asphalt. The highway is being reconstructed from gravel up so there are not any major sections for Continental to be milled before paving, but on some of the sections where removal of existing highway was the goal, the company did mill off a majority of the asphalt to return to their main location for use as RAP in new asphalt production.

The whole NHDOT widening of the 20-mile segment of I-93 project was started eight years ago and these Continental Paving contracts are the last piece of the puzzle. The rehab and widening of this major highway was considered much needed for the state.

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



Continental Paving uses a Roadtec SB-2500e Shuttle Buggy material transfer vehicle with a 25-ton capacity to pair up with its Stealth Paver.

Photos courtesy of Continental Paving



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smcivor@aggcorp.net
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People in the industry

Liugong North America introduces new 9035EZTS compact excavator

KATY, TEXAS — Liugong North America's compact 9035EZTS excavator is its first zero tail-swing model in the 3.5 metric ton class. The rig is an ideal tool for utilities work, residential construction and all other applications benefiting from a mini-excavator's compact size, ease of transportation and lower cost of operation.

With an operating weight of 8,510 pounds, the 9035EZTS tows easily to and from worksites behind a standard pickup truck. Its 0.14-cubic-yard bucket with 5 foot 7 inch arm reaches digging depths of 11 feet 3 inches. Maximum ground level reach is 18 feet 9 inches.

Model features include a mechanical quick-cou-

pler connecting system that allows operators to easily swap between bucket and attachments.

Zero tail swing means the rig stays completely within its own 6-foot-11-inch by 5-foot-7-inch footprint, allowing operators to work right up against buildings, trees and other barriers. It can also save contractors the expense of shutting down a lane of traffic while working on or along roads and highways.

The 9035EZTS achieved its zero tail-swing design without compromising cab room or serviceability from its engine and hydraulics placement. It features a full-sized, ROPS-certified cab available in both open and fully enclosed, climate-controlled options.

All 9035EZTS machines feature systems and components that are immediately familiar to the North American market, ensuring high part availability and coast-to-coast serviceability. The 24.4 hp, Yanmar Tier 4 Final engine provides the optimum combination of ample power with low fuel consumption, offering high productivity with low operating cost. Robust Kawasaki hydraulics ensure reliable performance and minimize the risk of unscheduled maintenance downtime.

A strong, straight blade with blade float comes standard on all 9035EZTS excavators. The blade provides operators a built-in tool for ground finishing and smoothing over back-

filled trenches. It also lowers the rig's center-of-gravity for secure travel over uneven terrain, and operators can set the blade for additional stability during excavation.

Rubber tracks and compact size with low, widely distributed ground pressure greatly reduce the risk of marring a newly paved surface or sensitive ground. Steel tracks are available as an option.

Curb appeal is an often-overlooked added value. The strikingly attractive design of the Liugong 9035EZTS ensures that current clients and potential customers always see operators looking their best on any job-site.

www.liugongna.com.



Zero tail swing means the rig stays completely within its own 6-foot-11-inch by 5-foot-7-inch footprint, allowing operators to work right up against buildings, trees and other barriers.

Photo courtesy of Liugong

Plants and machines from Wirtgen Group pave the way at New Istanbul Airport



Teamwork increases quality: the entire fleet of 12 SUPER pavers is working "hot on hot".

After just three years of construction, the world's biggest airport (measured by passenger numbers) is set to go into operation in 2018, initially with two runways, expanding to three by 2019 and, by the end of the project in 2028, to six. The Istanbul Yeni Havalimanı, to give the New Istanbul Airport its official name, is also the biggest infrastructure project in the history of Turkey.

As so often on airport job sites, Wirtgen Group technologies are on the radar. That is also the case with the developer IGA, a consortium of the five leading Turkish contractors Cen-

giz, MAPA, Limak, Kolin and Kalyon. The construction companies have opted for a Wirtgen Group fleet comprising over 50 machines and plants. To be precise, Benninghoven asphalt mixing plants, Vögele road pavers and Hamm compactors and tandem rollers for soil and asphalt compaction will be responsible for getting the job site set for take-off.

The earthworks for the new airport were a major project in themselves. On this 9,000 ha (22,240 acres) site, the challenge was to create a base with a high load-bearing capacity. But the machines that took on the job — three Wirtgen soil stabilizers of



The Wirtgen WR 200 used its milling and mixing rotor to mix the binding agent homogeneously with the soil.



Three Wirtgen slipform pavers ensure that the surfaces can handle the high concentrated loads from waiting aircraft.

Photos courtesy of Wirtgen Group

types WR 240, WR 200 and WR 2500 and ten Hamm 3516 compactors with an operating weight of 16 t — were more than up to the task. Once the WR machines had reliably stabilized the ground, the non-cohesive soils of gravel and crushed stone were compacted with ease by the Series 3000 machines. They offer a winning combination of high centrifugal force and static linear load. Strip by strip, the machines compacted the soils which had been placed by trucks and spread by graders with a dumping height of 30–40cm — laying the basis for an infrastructure that scores high on superlatives. A key advantage of Hamm technology for earthworks is the 3-point swivel joint developed by Hamm. It provides for outstanding all-terrain mobility, supporting safe

maneuvering even on rough ground. It also offers excellent driving comfort, since jolts are effectively dampened.

A glimpse at the fleet of vehicles highlights the massive scale of the airport project: over 3,000 modern trucks are in use — many of them being used to transport mix. The high-quality asphalt mix for the runway construction is being produced by 6 Benninghoven mixing plants, one each of the types TBA 3000 and TBA 4000 and two each of types ECO 3000 and ECO 4000, with mixing capacities of 240 t/h and 320 t/h. This corresponds to up to 1,680 t per hour, depending on the type of asphalt to be produced. The mix for the surface course consists of stone mastic asphalt with polymer-modified bitumen. The mate-



A team of Hamm rollers tackle the water-bound base/cement treated base.

rial is used for surfaces, which are subjected to heavy stresses, and consists of a mix with a high proportion of stone, polymer-modified bitumen and stabilizing additives for the bitumen. The composition is balanced so as to ensure lasting resistance to deformation, producing robust surface courses, safe for traffic with a long service life. All Benninghoven plants can handle such challenging manufacturing processes — including the transportable asphalt mixing plant TBA or the plant in container design, ECO for short.

The Benninghoven ECO is a particularly suitable choice when asphalt mixing plants are required on temporary sites, as in Istanbul. It combines cutting-edge Benninghoven technologies with a high standard of production, all within compact containers, guaranteeing maximum mobility and flexibility. ECO plants can be operated as stationary units, but can also handle rapid changes of location without difficulty. Since all main components are designed in ISO standard container dimensions (20 or 40 feet), they are also easy to transport by truck, ship or rail. Meanwhile, these high-performing plants with fixed options guarantee optimum mix quality. Another winning feature of the ECO model — as with all Benninghoven plants — is the maintenance-friendly, high-quality and long-lived components.

A total of 12 Vögele pavers are in operation, laying down asphalt for the runways and a number of taxiways. In addition to the latest “Dash 3” generation of SUPER pavers (3 SUPER 2100-3 pavers), some of the paving teams are also working with predecessor models (3 SUPER 2100-2 and 6 SUPER 1900-2 pavers). These pavers have already completed many thousands of operating hours and are proof of the great longevity and reliability of Vögele technology. The machines are constructing the first three of a total of six runways — comprising a 29 cm base course, a 12 cm binder course and a 4 cm surface course.

The fleet of 12 Vögele pavers is equipped with extending or fixed-width screeds of types AB 600 TV or SB 250 TV. The AB 600 extending screeds have a basic width of 3m and can pave at widths of up to 9.5 m when fitted with bolt-on extensions. On the airport job site, the Highway Class pavers SUPER 1900-2 operate with the AB 600 TV extending screed at a width of 7.5 m. The SUPER 2100-2 and SUPER 2100-3 pavers are also in the Highway Class and operate with SB 250 fixed-width screeds. Their basic width is 2.5 m, but this can be extended to 13 m using fixed and hydraulic bolt-on extensions. On the job site, the working width is 12 m. In this configuration, the tracked pavers work “hot to hot”, consistently meeting the high demands on both quality and productivity as they pave the 3,750 m or 4,100 m long and 75 m wide runways and a number of taxiways — a total area of 2.2 million m².s

A total of around 20 Hamm Series HD+ and HD tandem rollers are being used to compact the vast asphalt surfaces. They ensure rapid compaction and high area outputs thanks to the large drums. The kneading effect of the GRW 280-10 and GRW 15 rubber wheeled rollers guarantees good surface sealing. With so many Hamm rollers in action, the runways are positively bustling with vehicles. In these circumstances, visibility is a key factor for efficient working and the avoidance of accidents. To that end, Hamm rollers have excellent all-round visibility thanks to a large operator's platform or the large, all-round glazed panoramic cabin that ensures a clear view of the working area directly around the roller and the surrounding area on the job site. This visibility ensures the quality of the compacting work and a high level of safety.

When it comes to producing concrete taxiways, the IGA consortium similarly brooks no compromises, electing to use machines from Wirtgen, the market leader in slipform pavers. Initially, two SP 500 models with dowel-bar inserters, one SP 25 and one TCM 95 texture curing machine were used for the concrete paving work. They are paving taxiways with a depth of 40 cm and a width of 2-6 m. However, the technology was such a sensation on site that the customer ordered a further “machine set” comprising an SP 500 — one of the last concrete pavers of this type manufactured — and a TCM 95 from the Wirtgen brand headquarters in Windhagen (Germany). The SP 500 — which has been a genuine Wirtgen triumph — is being replaced by the new SP 60 series. The slipform pavers in this series are proven masters in inset and offset applications



The Benninghoven ECO is a particularly suitable choice when asphalt mixing plants are required on temporary sites, as in Istanbul.

and can be equipped with a range of options, including a dowel-bar inserter. This is the case for the three SP 500 machines in Istanbul. They insert dowels at intervals of 38-50 cm, thus ensuring the correct height of adjacent slabs.

The Wirtgen TCM 95 is the ideal co-pilot to accompany the SP 500 mid-range concrete paver or the new SP 60 and even the SP 90 series. The texture curing machine is equipped with an automatic spraying and brooming system. Once the surface has been broomed to the desired texture, the spraying system applies dispersion to the fresh concrete surfacing to retard the evaporation of curing moisture, preventing stresses and the cracks this can cause. The TCM 95 is equipped with four wheeled chassis and covers working widths of up to 9.5 m.



Veysi Koloğlu, Board Member, Kolin İnşaat construction company, a contractor in the IGA consortium has been using Wirtgen Group equipment for 20 years and currently has over 100 machines and plants in total.



People in the industry

ALL Tower Crane names Sam Moyer new GM, adds 11 cranes

The ALL Family of Companies has promoted Sam Moyer to general manager of ALL Tower Crane, LLC. Moyer takes the reins from Clay Thoreson, who has retired after a long and illustrious career in the crane business that spanned parts of five decades.

Moyer shared a special relationship with Thore-

son, who hired Moyer as an application engineer in 2014. During the job interview, as Thoreson shared his own reasons for loving the industry so much, it ignited something within Moyer and solidified his resolve to leave behind a 10-year career as a structural engineer.

"Clay mentioned there's always a new challenge," said Moyer. "When he described the pace of the work, the problem-solving in the shop and in the field, it resonated with me. And working the last four years with Clay was like going to tower crane grad school."

Moyer is looking ahead



Moyer is looking ahead to expanding the division's role as an engineering hub and developing streamlined processes to address service needs.

Photo courtesy of ALL Tower Cranes

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to the future of ALL Tower Crane. Opportunities include expanding the division's role as an engineering hub and developing streamlined processes to address service needs.

Continuing to modernize the fleet also remains an ongoing commitment, as illustrated by the Tower division's recent acquisition of 11 new Manitowoc/Potain cranes. The product mix includes IGO T85A (6t/6.6 USt) and IGO T130 (8t/8.8 USt) self-erecting tower cranes, MDT 219 J10 (10t/11 USt) flat-top Crane Control System (CCS) City tower cranes, MDT 389 L16 (16t/17.6 USt) flat-top CCS tower cranes, MD 509-M20 (20t/22.0 USt) conventional top slewing tower cranes with CCS, and an MR 298-H24 (24t/26.5 USt) luffing jib tower crane.

"These additional cranes address a variety of needs for our customers, allowing them to successfully navigate projects with large and small footprints," said Moyer. "It's also a harbinger of the demand we are seeing for vertical construction. Central Florida, the Carolinas, Ohio, Chicago [and] Tennessee — we are seeing big demand in many of our core regions. Our aim is to be the only source customers need to consider for their tower crane needs."



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New from Dynapac North America: CO4200 oscillating double drum roller and MF2500CS material feeder product family

FORT MILL, SC — Dynapac North America expands its comprehensive roller product line with the addition of the Dynapac CO4200 Generation VI double drum roller with oscillation. The new roller model delivers an additional heavy compaction solution for operators in a highly balanced and durable machine. The CO4200 VI allows the operator to select the system that is most suitable for the application at hand.

"This new machine was developed based on feedback from end-users of our trusted roller product line, and we're extremely pleased to launch the new double drum roller with oscillation to the North American marketplace," said Tim Hoffman, product manager, rollers at Dynapac North America. "Operators will really appreciate the overall durability of this machine coupled with Dynapac's commitment to providing an extremely balanced roller, ultimately contributing to outstanding compaction results. This new machine is without a doubt designed to perform and built to last."

According to Hoffman, the latest oscillation technology offered in Dynapac tandem rollers meets specific needs in the marketplace, particularly high-quality compaction in areas where vibration needs to be reduced — like bridge decks or areas adjacent to foundations — or in thin asphalt overlay applications. The oscillation compaction concept can also help reduce the risk of damage for less qualitative aggregates.

The Dynapac CO4200 VI is equipped with heavy-duty and durable components, including a drum shell fabricated from Hardox® 450. This particular grade of Hardox steel provides outstanding dent and abrasion resistance, minimizing wear and tear, and contributing to the overall longevity of the machine.

In addition to the incorporation of harder and more durable steel, the new roller model also streamlines serviceability by providing easy access to belts and other components through the integration of man-holes in the drum. Belts can be accessed and replaced in as little as two hours, ultimately reducing downtime and maximizing productivity on the job

site.

Like other Dynapac rollers, the new CO4200 VI also features an extremely balanced operating mass for front and rear modules, weighing in at 11,023 pounds (5,000 kg) and 10,802 pounds (4,900 kg), respectively. The balanced design of the new Dynapac roller model helps reduce roller marks and delivers a consistently compacted surface with every pass.

The new models feature an oscillation force of up to 27,450 pounds (122 kN) with an oscillation frequency of 2,400 vpm (40 Hz). When operated in vibration mode, the unit delivers up to 28,780 pounds (128 kN) of centrifugal force and a vibration frequency of 3,060 vpm (51 Hz) in high amplitude mode and 18,880 pounds (84 kN) of centrifugal force and 4,020 vpm (67 Hz) in low amplitude mode. The roller is powered by dual Cummins® QSF3.8 water-cooled turbo diesel engines and can reach ground speeds of up to 7.5 mph (12 km/h).

The new MF2500CS material transfer vehicle (MTV) product family featuring two new models, the MF2500CS and the MF2500CS with SwingApp. These innovative models offer unmatched production capabilities and lowest overall cost of ownership, boasting a capacity of up to 4,000 tons per hour. The units are also extremely versatile and able to handle a variety of material applications, including asphalt, concrete, sand and base material.

"With the addition of these two new models to our comprehensive material feeder lineup, we're confident we have the most productive feeder solutions on the market today," said Vijay Palanisamy, product manager, pavers and feeders at Dynapac, North America. "Not only are these machines extremely productive, but they also provide best-in-class ergonomic features and total-cost-of-ownership benefits that will bring a lot of value to Dynapac customers."

In terms of productivity, the Dynapac MF2500CS MTV features a high performance and durable conveyor belt system that can empty a standard 35-ton truckload in as little as 35 seconds, significantly reducing truck cycle times and boosting overall productivity. With an MTV width of 8 feet, 4 inches (2.55 m), the Dynapac MF2500CS is simple and cost-effective to transport, adhering to standard North American transportation requirements. The models feature a maximum transport mass of 22 tons (20 metric tons).

The MF2500CS is also available with SwingApp functionality, which can transform the unit to an offset feeder by swinging the conveyor belt up to 55 degrees in either direction. This allows for optimal versatility of the MF2500CS, with the capability to handle a variety of feeding applications, including feeding two pavers in a side-by-side configuration, feeding one paver from a different

lane or filling medians. SwingApp can be mounted on any Dynapac MF2500CS unit, providing optimum fleet management flexibility. The SwingApp can typically be mounted in less than an hour.

Total cost of ownership is one of the most important benefits of the new MF2500CS. There are a number of contributing factors that help the new product line achieve low total cost of ownership, including well-engineered conveyor belt design, to reduce wear to the components, and simple trans-



Dynapac MF2500CS MTV features a high performance and durable conveyor belt system that can empty a standard 35-ton truckload in as little as 35 seconds.

portation of the feeder due to its compact transport dimensions. Additionally, averaging less than three gallons per hour of fuel consumption can help reduce operating costs.

There are also a number of ergonomic features integrated into the new MF2500CS. For example, Dynapac's Clearview platform can raise the operator station three feet with the touch of a button, allowing excellent visibility of the job site. The operator platform on each side of the feeder also allows for swing-out functionality and can pivot 90 degrees for maximum visibility regardless of the specific complexities of the job site. Additionally, the controls of the MF2500 product family are intuitive and simple to use, allowing operators of varying skill levels to effectively operate the machine. The new models are fully automated through the integration of distance control and feeding sensors, and the multifunction joystick integrates main drive and SwingApp functions to put full control at the operator's fingertips. The large LCD monitor delivers all necessary procedural and diagnostic information along with camera feeds in an easy-to-use interface.

In regards to durability, the new MF2500CS is engineered with heavy-duty components to maximize the longevity of the machine. The belt is fully supported by slat bars and mechanical fastening, and features patented mechanical connections for simple serviceability.

The MF2500CS models are powered primarily by a Cummins® QSB 6.7-C220 diesel engine and can reach operating speeds of over 80 feet (25 m) per minute, and a transport speed of approximately 2.5 mph (4 km/h).

For more information on Dynapac products, please visit www.dynapac.us.



The new roller model delivers an additional heavy compaction solution for operators in a highly balanced and durable machine.

Photos courtesy of Dynapac

New lightweight BOMAG BVP 12/50: a single direction plate compactor

RIDGEWAY, SC — An indispensable tool for repair, maintenance and paving applications, the new BOMAG BVP 12/50 A single direction vibratory plate compactor is specifically designed and equipped for asphalt compaction, expanding the machine's use beyond traditional soil compaction. This asphalt specialist features a base plate specifically designed to avoid asphalt material pushing, shoving and scuffing to deliver a superior finish. The wear resistant cast

iron base plate delivers exceptional service life.

With its base machine weight of less than 150 lb (46 kg) and balanced single lifting point, the new BOMAG BVP 12/50 A vibratory plate compactor is easily moved around the jobsite and quickly loaded and unloaded from the transport vehicle. The compactor's standard sprinkler system with removable 1.8-gal (6.8-l) water tank prevents asphalt material from sticking to the base plate, and, with the tank's

lightweight design, this asphalt compactor boasts an operating weight of only 159 lb (72.1 kg).

The new compactor's 19.7- x 20.9-in (500- x 530-mm) base plate offers more than 400-in² (2,580-cm²) coverage to make quick work of asphalt repair work or compacting around obstructions. Offering a working speed of up to 82 ft/min (25 m/min), the BVP 12/50 A features an amplitude of 0.043 in (1.1 mm) and centrifugal force of 2,698 lb (12 kN) to deeply penetrate asphalt and granular materials and quickly meet specified densities.

Offering trouble-free starting and reliable operation, the new BVP 12/50 A is powered by the 3.5 hp (2.6 kW) Honda GX120 gas engine meeting CARB Phase III emission standards. The engine's fuel efficient design plus 0.5-gal (1.9-l) fuel tank delivers up to 2.5 hours of uninterrupted operation. Rubber buffer mounting of the gas engine minimizes damaging vibration feedback to the engine to maximize service life, while the low oil alert feature automatically turns off the engine before major component damage can occur.

The new BOMAG BVP 12/50 A compactor features a hinged handle design that includes rubber mounts to effectively minimize vibration transmitted back to the operator's hands and arms for more comfortable operation. Its V-belt guard fully encloses the belt's movement to protect the operator from injury, while the enclosed design prevents material from entering the chamber to reduce repairs and increase service life. Compactor lifting handles help to advance safe loading and unloading from the transport vehicle.

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This asphalt specialist features a base plate specifically designed to avoid asphalt material pushing, shoving and scuffing to deliver a superior finish.

Photo courtesy of BOMAG

Unique features advance concrete finish quality, improve visibility for the Terex® Bid-Well 3600 paver

CANTON, SD — Flexible enough to deliver high quality paving for both slab-on-grade and bridge applications, the Terex® Bid-Well 3600 paver boasts a range of available features that deliver bonus-level smoothness and improved visibility during nighttime paving operations. The 3600 automatic roller paver features a number of options to meet virtually any paving application encountered by the contractor.

New orange strobe lights positioned at the corners of the paver's frame alert workers and nearby traffic when the machine is paving to enhance operating safety. The integrated Terex Bid-Well LED lighting system delivers additional paver visibility during nighttime paving operations and decreases the harsh shadows thrown by tower lights, allowing finishers to deliver a high quality final product. Up to 12 LED lights can be positioned virtually anywhere on the machine's frame and up to 4 lights can be mounted directly to the paving carriage to illuminate the paver.

The 3600 paver's exceedingly adaptable paving carriage incorporates a segmented upper and lower section design to improve component longevity and reduce clean-up time. Positioned at the front of the carriage, a single spud vibrator offers variable vibration frequency up to 10,500

vpm (175 Hz) to deliver a 36-in (914.4-mm) area of influence in the concrete when paving urban flat-work projects like parking lots and city streets. Carriage movement along the paver's frame is powered by a separate 21-hp (15.6-kW) fuel-injected gas engine with advanced oxygen sensor that delivers reliable operation at altitude.

The paver's exclusive Rota-Vibe® system features an 11.5-in (292-mm) long, ribbed unit that delivers up to 5,000 vpm (83.3 Hz) to densify the top 2.5 in (63.5 mm) of concrete for a more uniformly consolidated surface. Dual 8-in (203-mm) diameter double-flight augers require less horsepower to operate and more quickly meter concrete than single-flight augers. Independent rotation of the two, 4-ft (1.2-m) long paving rollers offers optimal flexibility in sealing a variety of mixes, while the standard 5-in (127-mm) hydraulic carriage lift quickly raises the paving rollers from the surface when paving has stopped or to pass over obstructions. The available fogging system atomizes the water to produce a true, light fog that keeps the surface from drying too quickly to reduce cracking and produce a stronger surface.

The machine's flexible, self-contained sidewalk paver quickly mounts at any location on the frame to pave multipur-



The 3600 automatic roller paver features a number of options to meet virtually any paving application encountered by the contractor.

Photos courtesy of Terex Bidwell



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pose lanes, and it can be added to new or existing 3600 pavers in the field. The lightweight attachment is powered by its own fuel-efficient 14-hp (10.4-kW) engine and incorporates a hydraulically driven 6-in (152.4-mm) diameter roller that spins at variable speeds reaching 200 rpm. Roller tube length can be customized from 4 to 12 ft. (1.2 to 3.7 m) to meet jobsite requirements. Controlled by a single operator, the ergonomic sidewalk paver significantly reduces labor-intensive handwork and the number of laborers to save money.

Meeting a variety of in-line paving and skewed bridge designs, the 3600 paver offers standard paving width configurations from 8 to 86 ft. (2.4 to 26.2 m) with on-the-fly paving width changes of up to 30 ft. (9.1 m), so it quickly adapts to the contractor's bridge deck placement and slab-on-grade paving needs. Available inserts transition paver frame depth from 36 to 48 in (914 to 1,219 mm) at the center to extend paving widths to 110 ft. (33.5 m). For paving skewed bridge decks, the 3600 paver on display boasts the universal power crown adjuster that can be set for paving inline or offset to an adjacent hinge point opposite the other for quickly adjusting the crown when paving at a skew.

The highly flexible 3600's legs adapt to meet virtually any paving challenge the contractor faces offering fast and simple powered leg height adjustments of up to 46 in (1,168 mm). For paving

at cross-slopes greater than 4 percent, the machine features the pivot leg configuration that adjusts the paver to a true vertical operating position to reduce side forces placed on the rail and eliminate additional shoring. The

exclusive swing leg design delivers zero-clearance paving when working in tight applications like rehabilitation work and deck overlays. Its available six-wheel-bogie leg option spreads machine weight over a wider area to less-

en the load on the overhang brackets.

More information Terex Bid-Well Paving Equipment can be found at: [Terex Bid-Well Roller Pavers](http://TerexBid-WellRollerPavers.com).



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People in the industry

KMA and KIE announce \$1 Million donation to the Lanier Technical College Foundation

GAINESVILLE, GA — During a special ceremony May 16, Georgia Governor Nathan Deal joined leaders from both Kubota Manufacturing of America (KMA) and Kubota Industrial Equipment (KIE) as they jointly announced a \$1 million donation to the Lanier Technical College Foundation in support of its Technology and Industry Building on its new campus set to open in January 2019.

Part of the Technical College System of Georgia, LTC serves Hall County and the surrounding area with career-technical education programs and customized business and industry training. Its mission is to meet the workforce development needs of the area to support the economic well being of the people, communities and companies in northern Georgia.

Mr. Hirohiko Arai, KMA and KIE's newly appointed president, addressed the crowd gathered for the event establishing the donation as both a tribute to the past and an investment in the current and future workforce. "This year marks an important milestone as we celebrate our 30th anniversary since Kubota started business here in Georgia," said Mr. Arai. "There were only 44 members when we started, and now we have become one of the leading Kubota factories with over 2,500 team members. Looking into the future, we acknowledge that education for younger generations is

indispensable as they will play a leading role in growing business for the benefit of society."

The ceremony included Dr. Ray Perren, president of Lanier Technical College, who said, "We are very pleased Kubota continues to recognize the importance of our work here in Hall County and we are thrilled that the company has pledged its support in such a monumental way. We know Kubota will see a return on their investment for years to come as we train our student workforce for job opportunities with Kubota and beyond."

Kubota has been operating in the state of Georgia for more than 40 years, setting up its first operations in Norcross. In the mid-1980s, Kubota purchased its first office building in the state at the current Kubota Tractor Corporation Southeast Division headquarters in Suwanee. Since that time, Kubota has further expanded its operations in Georgia to include KMA in Gainesville, which produces utility vehicles and zero-turn mowers; KIE in Jefferson, which produces Kubota equipment and implements, including loaders and backhoes; and, a newly-expanded National Distribution Center (NDC) also in Jefferson. Today, KMA and KIE employ more than 2,500 team members in Gainesville and Jefferson, GA, respectively.



During a special ceremony, Georgia Governor Nathan Deal joined leaders from both KMA and KIE as they jointly announced a \$1 million donation to the Lanier Technical College Foundation.

Photo courtesy of Kubota



The vast yard area was ideal to showcase the larger equipment sold, rented and serviced by ADMAR.

Photos by Christine Attle



Upon entry to ADMAR's open house, guests signed up for various raffles and giveaways.

CICERO, NY — **ADMAR** Construction Equipment & Supplies hosted their annual customer appreciation / spring open house on May 17th at their Brewerton Road location in Cicero, NY. Branch Manager Brian Sorbello had many featured vendor reps on hand to showcase the latest OEM offerings in supplies, equipment and services to the near 200 attendees throughout the day.

The day featured hands-on demos, OEM promotions and special deals, giveaways and raffles. Wacker Neuson, GEHL, Kubota, STIHL, Honda, JLG and SkyJack are some of the brands offered by ADMAR for sale or rent and serviced at their nine locations in New York, Ohio and Pennsylvania.

ADMAR has been a long-time sponsor of the Skid Steer Rodeo at the annual **Hard Hat Expo** at the NYS Fairgrounds in Syracuse, NY.



Inside the showroom, OEM reps manned tables and discussed their companies newest offerings.

GSSI showcases revolutionary new PaveScan® RDM

GSSI, the world's leading manufacturer of ground penetrating radar (GPR) equipment, highlighted its latest GPR technology at the World of Asphalt 2018, March 6-8, 2018 in Houston, Texas. GSSI displayed the new PaveScan® RDM asphalt density assessment tool, an easy and affordable asphalt density assessment tool to nondestructively determine asphalt integrity during application.

PaveScan RDM is ideal for uncovering problems that occur during the paving process, including poor uniformity and significant variations in density. It helps avoid such premature failures as road ravel-

ing, cracking and deterioration along joints. Unlike other options like nuclear density gauges or radioac-

tive alternatives, PaveScan does not result in any site hazards or require closing off work areas.



PaveScan RDM is ideal for uncovering problems that occur during the paving process.

Photo courtesy of GSSI



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Bomag hires Matt Cadnum as vice president of sales & marketing

RIDGEWAY, SC — BOMAG Americas, Inc. is pleased to announce and welcome Matt Cadnum as vice president of sales and marketing. Matt will be responsible for the strategic sales leadership and support of BOMAG's dealer and rental channel partners, marketing, product management and cultivating new business development growth opportunities.

Matt is a highly driven industry professional who possesses a strong background in both aftersales and commercial sales responsibilities. The first fif-

teen years of his career were spent in various after-market leadership roles with Allied Construction and Atlas Copco Construction Equipment. Most recently, Matt held senior management positions as vice president, sales of Atlas Copco Construction's Rental sales team and vice president of hydraulic attachments for Epiroc (division of Atlas Copco Group).

"Matt's extensive background in supporting dealer, rental and end use customers coupled with his hands-on management style, strong technical skills

and sales orientation is exactly what BOMAG needs to help our customers expand their business with us," stated Rob Mueckler, President of BOMAG.

Mr. Cadnum said, "I strongly believe in BOMAG's products, its vision and, most importantly, the dedication the company has to improving overall customer support within the construction equipment industry. BOMAG is deeply committed to product innovation and helping generate greater returns of investment for road building customers and I very much look forward to continuing those initiatives."



**People in
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Cadnum brings over 18 years of industry experience to BOMAG's North American business.

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Larson Electronics LLC releases 1,296,000 lumen trailer mounted hydraulic Megatower light plant

KEMP, TEXAS — Larson Electronics LLC has released a new trailer mounted hydraulic Megatower light plant for heavy-duty industrial applications. This 7-stage folding tower hydraulic plant deploys lights or other equipment to elevations of 77 feet and features a hydraulic ram and mast, as well as high output LED. The entire assembly is mounted onto a tandem axle trailer and powered by a 20KW Kubota diesel generator with a 110-gallon fuel tank. This trailer has been designed to hold steady through extremely rugged outdoor conditions and harsh winters.

The WCDE-20-HLM65-20X500LTL-LED-WSM is a versatile self-contained, towable Megatower light plant. This unit contains a water-cooled diesel engine powering a 20KW Kubota generator and features 20 480-watt LED lights that produce a total of 64,800 lumens each, for a grand total of 1,296,000 lumens. This light plant can run for 43 continuous hours without refueling. The hydraulic tower can be extended to 77 feet, and collapsed to 30 feet for a smaller footprint. The telescoping boom is constructed of carbon steel with a galvanized finish. It is raised from and lowered to the folded position by a single hydraulic ram, and extended or retracted by a second hydraulic system.

An external oil pump system is included with this Megatower, along with robust wind monitoring system that prevents shaking during strong winds to keep the unit damage-free. When exposed to strong winds, such as 40 mph, the system automatically re-

tracts the mast for safe operation. The entire unit is mounted onto a four wheel, dual tandem axle trailer with 12" I-beam construction. The LED light heads are grouped into banks of four. Each bank is wired into the NEMA 3R breaker control box at the base of the mast. Operators control the light heads via an on/off switched breaker per bank of five light heads. The hydraulics are also powered from within this breaker box.

"With over a million lumens of brilliant LED illumination, this Megatower light plant is a viable temporary lighting solution for huge outdoor events and large jobsite lighting," said Rob Bresnahan, CEO of Larson Electronics LLC. "In addition to its high-powered illumination, this unit is extremely rugged, and features a durable cold weather package that can survive in the roughest conditions comparable with those found in Antarctica."



This 7-stage folding tower hydraulic plant deploys lights or other equipment to elevations of 77 feet and features a hydraulic ram and mast, as well as high output LED.

Photo courtesy of Larson Electric LLC

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Caterpillar adds new production-class tandem vibratory rollers to the paving machine family

Caterpillar Inc. announces the addition of the new production-class tandem vibratory rollers to the paving products family. The new models are the CB13, CB15 and CB16. New nomenclature corresponds to the 13-, 15- and 16-ton weight classes they reside in. Furthermore, these models can be equipped with an oscillatory vibration system for excellent application versatility, and offer refinements to the operator controls, water spray system, service access and lighting packages.

Many technological enhancements are provided through the Cat® Compaction Control option. Pass-Count and Temperature Mapping systems combine infrared temperature sensors with GPS mapping to keep the operator informed of current mat temperatures, machine position, pass-count and pass coverage. This intuitive system greatly enhances nighttime rolling pattern performance, and records information for future process analysis and quality control documentation. When combined with drum edge and drum surface lighting, Cat Compaction Control helps extend the workday and increase daily production by optimizing jobsite awareness in low-light conditions.

"Machine to Machine" communication is another technological enhancement that improves job site efficiency. The

system helps keep rolling patterns in sync by sharing mapped data such as CMV, temperature mapping, coverage area and pass-count maps between the displays of multiple machines.

Keeping operators productive

Working in unfavorable conditions is typical in the paving business, but the operating station helps keep operators comfortable and productive.

Visibility and comfort are enhanced by the 360° seat positioning option that enables the operator to always face the direction of travel. Handwheel steering technology eliminates the front steering console, enabling the operator to easily monitor water spray performance. A simplified 8-button control panel provides efficient control and performance.

Versatile vibratory systems

These compactors offer a variety of vibratory options including Oscillatory Vibration, Dual Amplitude, Dual Frequency, Versa Vibe™ and Five Amplitude systems. The Versa Vibe system creates a 2-in-1 machine with four amplitudes and two frequencies. This versatile system provides two settings for lighter hitting and higher working speeds on thin lifts; and two settings for heavier hitting, and slower speeds, on thick lifts or those with challenging mixes. The five-amplitude system



Models can be equipped with an oscillatory vibration system for excellent application versatility, and offer refinements to the operator controls, water spray system, service access, and lighting packages.

Photo courtesy of CAT

offers the widest range of amplitudes with a single frequency, while the two amplitude, two frequency system offers simple thin lift, thick lift compaction with the flip of a switch. These industry proven vibratory systems are now complimented by the combination of vertical vibration in the front drum and Oscillatory vibration in the rear drum.

Oscillatory vibration design

The design combines Caterpillar's high-performance vertical vibration on the front drum with oscillation technology on the rear drum. The front drum with vertical vibration is available in two amplitude, five amplitude or Versa-Vibe systems that provide initial compaction, while the rear drum with oscillation continues the excellent

performance for optimal smoothness and density.

The oscillatory system utilizes the proven pod-style eccentric weight technology developed by Caterpillar and has a 2 year/2,000-hour service interval helping contractors maximize uptime and limit routine maintenance costs. A durable power-transmission employs a unique belt-drive system delivering two-times the load capacity of timing belt systems for more reliable operation. In addition, the standard drum and optional hardened drum shells offer exceptional long-term life on a variety of mix designs and delivers outstanding mat texture, density and smoothness.

Smooth, maneuverable

These models feature a newly designed center-articulating hitch with six degrees of oscillation that ensures mat contact and a smoother ride over uneven surfaces. An offset hitch option extends coverage up to 170 mm (6") and simplifies control next to obstacles such as curbs and gutters. It delivers excellent performance on longitudinal joints by pinching the edge with the lead drum and sealing the joint with the trailing drum.

The Cat C4.4 engine rated at 106 kW (142 hp) comes standard with Eco-mode and automatic speed control, leading to uniform compaction, fuel savings and reduced sound levels to both operators and surrounding job site personnel.

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Cemen Tech signs LINDER as authorized dealer

INDIANOLA, IOWA — Cemen Tech, a global leader in the volumetric concrete mixing industry, announced recently they have signed LINDER Industrial Machinery as the exclusive dealer for Cemen Tech volumetric concrete mixers in Florida, North Carolina and South Carolina. LINDER, with over six decades of experience and 18 locations, has expanded their services by getting into more specialized types of offerings.

The relationship reflects Cemen Tech's long-term goal to expand and strengthen its North American dealer network by partnering with seasoned, expert dealerships that know their markets well and provide superior service and support to their customers. The addition of LINDER to Cemen Tech's dealer network will provide improved customer service and support for existing Cemen Tech customers throughout the Southeast.

Connor Deering, CEO and president of Cemen Tech,

said the addition of LINDER will help Cemen Tech capture market share because of LINDER's deep knowledge of local markets and proven success in providing a high level of aftermarket service.

"We know the clearest path to success is partnering with knowledgeable, dependable dealers who can expand the number of businesses using volumetric concrete mixers and provide the local support to keep our customers running," Deering said.

"We have built strong partnerships with various types of customers and we are very excited to bring them a new solution for their concrete production needs. We always strive to provide a better solution through proven technology," said John Coughlin, President of LINDER. "Both LINDER and Cemen Tech share the same values regarding service and support. 'Do the right thing' is a core value of Cemen Tech that we strive to accomplish every day with our customers."



The addition of LINDER to Cemen Tech's dealer network will provide improved customer service and support for existing Cemen Tech customers throughout the Southeast.

Photo courtesy of Cemen Tech

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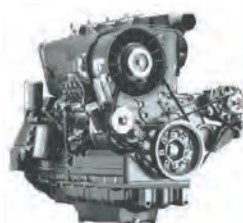


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Kenneth Gardiner,
CPA, CCIFF, CDA



Benjamin Sumner,
CPA

Getting to the bottom line

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The Price is Right — effectively recovering overhead when pricing contracts

Accurate contract pricing is absolutely critical if a contractor is to maintain profitability. Effective pricing can almost always be directly linked to the contractor’s ability to identify all anticipated costs of a contract. Identifying and allocating direct costs — such as labor and materials — to individual contracts is a straightforward process. The same cannot always be said of indirect contract costs, or overhead.

Before a contractor can begin evaluating the different methods of allocating overhead costs, it must first identify which costs should be included in the overhead cost pool. Indirect costs allocable to contracts typically include the costs of indirect labor, contract supervision, tools and equipment, supplies, quality control and inspection, insurance, repairs and maintenance, depreciation and amortization, and (in some circumstances) support costs such as central preparation and processing of payrolls. An easy way to identify whether or not a cost is an indirect job cost is to ask the question, “If there were no jobs in process, would we still incur this cost?” If the answer is no, then the cost is likely an indirect cost and should be included in the overhead cost pool.

There are four commonly used methods used to allocate overhead:

- Overhead as a percent of total direct cost (the most common method)
- Overhead as a percent of direct labor cost
- Overhead as a percent of direct labor hours
- A dual overhead rate recover method, in which two rates are applied simultaneously.

The use of a dual overhead rate often produces more accurate overhead figures than an across-the-board application of a single method.

If a contractor’s overhead recovery is based on percent of direct cost, there is an assumption that the overhead associated with management of labor is equal to the overhead needed to manage the procurement and delivery of materials and subcontracts. This assumption is rarely — if ever — true. Contractors who use this method tend to over-recover (price too high) work that consists of a high percentage of materials and subcontracts and under-recover (price too low) work that consists of a high percentage of labor.

The second common method used to recover overhead is based only on the historical percent of direct labor costs. This method also incorporates an assumption that overhead is only created by labor management and that overhead created by the management of material and subcontractor procurement is minimal or non-existent. The result of using this method in a competitive marketplace is that a contractor will tend to over-recover work that is high in labor content and under-recover work that is high in materials and subcontractor content.

The third method of overhead recovery is based on direct labor hours used in a job. If a firm uses this method and has various wage rates, it can end up charging more overhead to one job that had a higher average wage rate than a second job with a lower average wage rate, even if the total time necessary to complete each job was equal. This method of overhead recovery also has the same flaw as the direct labor cost method: It makes the assumption that overhead is only rated by labor management and that the overhead created by the management of material and subcontractor procurement is minimal or non-existent.

The dual overhead rate recovery method addresses the flaws inherent in the methods discussed so far. By creating and assigning separate overhead recovery rates to labor and materials/subcontracts, you can see the differences in overhead created by the two types of direct costs. On any given job with any

level of labor or material/subcontracts percentage of direct cost, we recover overhead at the rate it is created by these direct-cost multiplier components.

The best way to determine dual rates is to use a comprehensive 12-month budget tied into the fiscal year. The use of 12 months of data eliminates seasonal influences on the cost relationships. If the computation is not possible using a 12-month budget, a 12-month current statement may be used. However, be aware that when this is done the company is being guided by historical information, rather than more relevant information that may be available within the budgeted data.

Once you determine your budgeted materials, labor and overhead costs, you can determine your dual overhead rates on the following formulas:

Rate on materials
and subcontracts

=

overhead

((X) labor) + materials and subcontract

Rate on labor

=

(X) overhead

((X) labor) + materials and subcontracts

Where (X) equals an overhead factor obtained from a study of how overhead fluctuates as the relationship of materials and subcontracts to labor changes. A leading construction industry consulting firm has developed a table of (X) rates based on a study of overhead, materials and subcontracts and labor fluctuations that can be used as a general guide. All firms should determine their own (X) factor rate table, a sample is as follows:

Materials & Subcontracts /Labor Ratio	X Factor
1	2.46
2	3.13
4	4.42
5	5.00
6	5.51
10	6.95
20	8.00

This method allows you to determine the breakeven cost and then decide how much profit to place on that job, based on the firm’s financial goals or on competitive market forces. If you choose to bid a job close to its breakeven cost, you can do so with confidence and clearly understand the profit implications when the firm prices the job—not six months after completion when your managers look at each other and wonder what they were thinking when they originally bid the work.

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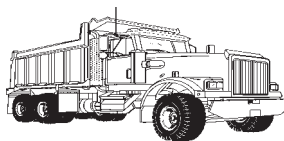


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Caterpillar introduces the PM310, PM312 and PM313 cold planers to the global milling market

The PM300 Series is ideal for small-to-medium job sites where compact dimensions, optimum maneuverability and high production capabilities are required. The PM300 Series can be configured with one of three drum widths and a choice of wheel or track undercarriage. An articulating right leg can be positioned outboard to provide additional stability during demanding cuts or positioned inboard for true flush cutting on the right side. The PM300 Series features advanced controls and system integration, and offers a full range of options and configurations for increased versatility.

The Cat® PM300 Series is equipped with a 325 hp (242 kW) Cat C9 ACERT™ engine, matched with an optimized cooling system, to power the rotor drive. The PM310 offers a 39.4-inch (1 m) rotor and chamber; the PM312 offers a 48.2-in (1.2 m) rotor and chamber; and the PM313 offers a 1.3 m (51.2 in) rotor and chamber. Unique to Caterpillar, the rotor system is extended inward towards the chassis as opposed to extending outside the frame. This allows the three models to possess the same overall machine width despite different width of cut. This design feature also enables the swinging leg on the right side to position in-line with the rotor for high pro-

duction cuts or inboard in front of the rotor for flush cutting. This also eases loading/transport procedures.

The cutting chamber and rotor are ideally positioned at the back of the machine to enable executing a cut tight to obstacles. The operator station is located above the cutting chamber for excellent visibility and reference to the cut.

The controls for the PM300 Series are similar to other Cat cold planers with grouped functions and backlit buttons. Proportional controls on steering, propel and conveyor joysticks provide better feel to the operator to make adjustments. The touchscreen displays provide easy-to-read gauges, function indicators and warning indicators to keep the operator informed of machine operation and vital systems. They also display and control the integrated Cat Grade Control option as well as video from the optional remote cameras.

The PM300 Series offers all models configured with a track undercarriage or a wheel undercarriage. A dust abatement system is standard in countries that require it (optional in all other regions). It can be enhanced with an additional water spray system. The canopy offers protection from the sun and the elements. Ballast systems are available for specific applications.



The PM300 Series offers all models configured with a track undercarriage or a wheel undercarriage.

Photo courtesy of CAT

John Deere introduces high-performance vibratory plate compactors

MOLINE, IL — John Deere is adding three new plate compactors to its portfolio of over 100 Worksite Pro™ attachments, offering customers more model options to choose from while maintaining the same reliability they've come to expect from the manufacturer. Designed for trench, slope and excavation compaction applications, the PC4, PC7 and PC10 plate compactor models deliver powerful performance and productivity. These attachments are compatible with the John Deere 26G, 30G, 35, 50G, 60G compact excavators; the 310L, 310L EP, 310SL, 310SL HL, 315SL and 410L backhoes; as well as most competitive models.

"Proper soil compaction is the base for a successful construction project," said Jessica Hill, program manager, global attachments at John Deere. "Our new plate compactors are reliable, low-maintenance and deliver maximum vibratory force to help construction managers and operators achieve worry-free compaction."

A large eccentric rotating weight creates vibration and impulse energy to deliver the optimal attachment produc-

tivity and performance. The weight's mass is further away from the shaft to provide increased impulse forces up to 8,000 pounds (3,6329 kg) and improved compaction rates when working with compact granular soils.

To maximize attachment reliability and durability, the motor is inset within the frame to protect it from damage. Hydraulic motor bearings use oil splash lubrication, and sealed eccen-

tric bearings provide maintenance-free operation.

Delivering 4,000 pounds (1,814 kg) of impulse force, the PC4 model is available in a 13-inch (33 cm) width. The PC7 delivers 6,400 pounds (2,903 kg) of impulse force and is available in an 18-inch (46 cm) width. The PC10 model delivers 8,000 pounds (3,6329 kg) of impulse force and is available in a 24-inch (61 cm) width. All three models

boast 2,000-rpm frequency at regulated flow.

The plate compactors are backed by John Deere parts, service and warranty coverage. To learn more, visit www.johndeere.com or contact your local John Deere dealer for details.



These attachments are compatible with the John Deere 26G, 30G, 35, 50G, 60G compact excavators; the 310L, 310L EP, 310SL, 310SL HL, 315SL and 410L backhoes; as well as most competitive models.

Photos courtesy of John Deere



Designed for trench, slope and excavation compaction applications, the PC4, PC7 and PC10 plate compactor models deliver powerful performance and productivity.

The BOMAG BW 138 AD-5 Tandem roller with economizer keeps operators aware of compaction progress to reduce passes, save time and money

RIDGEWAY, SC — With its large drum diameter and high compaction forces, the BOMAG BW 138 AD-5 tandem vibratory roller is the perfect all-round roller for paving contractors and municipalities. Its 54.3-in (1,380mm) rolling width makes short work of granular soil and asphalt compaction, efficiently tackling projects ranging from parking lot paving to county road repair to compaction of urban street developments.

When equipped with the intuitive ECONOMIZER compaction measurement system, the BW 138 AD-5 alerts operators to compaction progress of the soil or asphalt material, reducing passes and saving time and money.

ECONOMIZER requires no calibration to reliably deliver real-time compaction progress, and as the degree of compaction increases, the more LED lights on the ECONOMIZER light strip illuminate and indicate when optimum compaction is achieved. The system also warns operators of potential over-compaction to prevent aggregate fracturing as well as allows for the identification of “soft” spots in the material.

A 35.4-in (900-mm) drum diameter delivers more drum impact area with the surface than with smaller compactors to reduce rolling resistance, deliver smoother surface finish and improve asphalt mat quality. Dual vibration frequencies of 3,000 and 3,360 vpm (50 and 56 Hz) offer rolling speeds reaching 3.8 mph (6.1 km/h) while maintaining proper impact spacing on asphalt projects. With its 0.020-in (0.50-mm) amplitude and average linear load of 86.6 lb/in (15.4 kg/cm), the BW 138 AD-5 deeply penetrates asphalt and granular soil base materials. Front-only, rear-only or front-and-rear vibration mode operation allows the operator to adjust machine compaction output to jobsite conditions.

The BW 138 AD-5 features maintenance free bear-

ings, which eliminates the need to grease hinge points on a daily or weekly basis to reduce service time and improve machine longevity. The roller's maintenance free articulation joint boasts bolt-on construction for fast removal and 2-in (51-mm) crab steering for easy compaction against obstructions. Sturdy braided cable bundles improve reliability of the roller's electrical system.

A pressurized water spray system with 5-step interval timer increases operating time between refills of the roller's high-capacity, 81.9-gal (310-l) tank. Dual water filtration at the inlet helps to prevent spray nozzle plugging, and the quick-attach nozzle design helps to facilitate servicing and quick replacement. Protected to help prevent wind deflection, the five spray nozzles provide uniform coverage across the drum's width to prevent material pick-up.

Self-explanatory control panel dials offer intuitive machine control, delivering simple operation for operators with varying levels of experience. The roller's responsive dual control levers with integrated horn and vibration actuation deliver very precise control of machine movement. The BW 138 AD-5's spacious operator's platform delivers ample legroom for larger workers, and its central machine positioning offers excellent visibility to both front and rear drum edges. A vibration-isolated platform design helps to advance operator comfort throughout the workday.

The BOMAG BW 138 AD-5 is powered by a 45.1-hp (33.6-kW) water-cooled diesel engine meeting stringent Tier 4 Final emission standards. Its ROPS canopy quickly folds down without using tools, facilitating transport.

For further information please contact BOMAG at 125 Blue Granite Parkway, Ridgeway, SC, 29130, call 803•337•0700, email info.bomag@bomag.com or visit www.bomag.com/us.



When equipped with the intuitive ECONOMIZER compaction measurement system, the BW 138 AD-5 alerts operators to compaction progress of the soil or asphalt material, reducing passes and saving time and money.

Photo courtesy of BOMAG

Apprenticeships must be expanded to meet 21st-century workforce needs, says ABC

WASHINGTON, DC — According to the final report of the Task Force on Apprenticeship Expansion, apprenticeship programs offer workers a career path with paid, on-the-job training and provide employers with highly trained workers, but they are insufficient to address the growing skills gap in many industries. Associated Builders and Contractors (ABC) commended the secretaries of labor, education and commerce for leading the task force comprised of representatives from industry, education and government to generate new ideas to expand the role of apprenticeships and help more individuals achieve the American Dream. The report was presented to the president in a meeting at the White House on May 10.

“The construction industry will certainly benefit from recommendations in this report, including promoting apprenticeship as a positive earn-and-learn career path, improving the affordability of technical education, focusing on mastery and competency—not just training hours—and expanding diversity,” said

Michael D. Bellaman, ABC president and CEO and a task force member. “It was an honor to work with leaders from diverse industries and backgrounds to find ways to expand career opportunities and help every American realize his or her fullest potential, regardless of their access to higher education.

Chaired by Labor Secretary R. Alexander Acosta, the task force was created by presidential executive order to identify strategies and proposals to promote apprenticeships in four areas:

- Federal initiatives to promote apprenticeships
- Administrative and legislative reforms that would facilitate the formation and success of apprenticeship programs
- The most effective strategies for creating industry-recognized apprenticeships
- The most effective strategies for amplifying and encouraging private sector initiatives to promote apprenticeships

ABC served on two of the four task force subcommittees—those charged with attracting business to apprentice-

ship and expanding access, equity and career awareness. More than two dozen recommendations were detailed in the report, including:

- Expansion of work-and-learn models
- National recognition and portability of credentials
- Strategies for affordability
- Greater industry and employer involvement
- Streamlined program funding
- Focus on areas of most acute skills shortage
- Raise apprenticeship awareness
- Eliminate operational inefficiencies
- Implement industry-recognized apprenticeship programs

“In construction alone, we need 500,000 workers to fill a backlog of existing jobs,” said Greg Sizemore, ABC vice president of HSE and workforce development, who attended the May 10 meeting with President Trump in the Oval Office. “All Americans should be able to access the training they need to acquire skills that lead to high-paying and fulfilling careers.”

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Over 21 percent of private sector worker facility deaths occur on construction sites

OSHA reports indicate that 16.8 percent of construction deaths are due to the combined hazards of being struck by an object and being pinned by machinery or equipment. Many of these deaths could have been prevented if the workers had been equipped with more advanced personal safety equipment that exceeded Class 3 Reflective Apparel regulations that dictate a 1,280-foot visibility distance. This is why Guardian Angel, the manufacturer of the world's most versatile and durable personal safety light on the market today has relentlessly strived to make a safety product that is engineered to deliver unmatched multi-use performance under any condition and in any work setting. Despite other products solely focusing on the wearers' ability to see in front of them, Guardian Angel has committed to putting human life in the forefront of everything they do by focusing on eliminating visibility-related concerns in all situations and on any job site. With every new model developed, Guardian Angel has constantly pushed the limits of personal safety lighting technology and design innovation: case in point, the new Elite Series devices.

"The Guardian Angel Device increases the odds that my tradesmen will be seen by both motorists and machine operators so they're safer no matter what the job, whether it's unloading a truck on a busy street or on a jobsite where moving equipment can pose a danger," explained John Perkowski, Field Superintendent and Safety Director at ISC Contracting.

There's more to visibility safety than just being able to be seen by machinery operators, and that's why Guardian Angel partnered with construction teams and first responders in the field to engineer a device that boasts features that can save lives in virtually any scenario:

- Powerful LED that can be seen for up to two miles (8x more than required by Class 3 apparel regulations): Construction professionals are trained to incorporate the latest safety measures into their everyday work scenario. On the other hand, the average person driving past a roadside site is not. From texting and driving to simply "zoning out" on a long drive, there are countless ways drivers can find themselves distracted from what's in their path. This explains why a seven-year study by USDT concluded that of the 844 fatal occupational injuries that occurred at road construction sites, 82 percent were reported to be transportation incidents. In these incidents, a worker was as likely to be struck by highway vehicles than they were by on-site equipment.

The Elite Series device can be seen up to 8 times as far as Class 3 Reflective Apparel standards of 1,280 feet, which can easily be the difference between life and death, especially when considering that distance can be closed in only 13 seconds by a vehicle traveling 65mph — a blink of an eye to a distracted driver.

- 360-degree light aspect ratio so personnel and equipment can be seen from any vantage point:

Construction work occurs in four dimensions. It's one of the rare workplaces where being aware of what's happening behind you is just as vital to safety as what is in front. In fact, backing up accounts for about 50 percent of fatalities resulting from being run over by construction equipment. Guardian Angel's Elite Series can be mounted to people and machinery to create a 360-degree halo of illumination to alert everyone in a two-mile radius to its presence. In other words, if a device is attached to a machine that's backing up, workers within the halo's reach will be able to see the light and position themselves safely, even if their backs are initially turned to the



The Elite Series is constructed of a virtually indestructible polycarbonate casing and yet still only weighs in at 3 oz.

oncoming machine. Conversely, the machine's operator will be able to see the worker's Guardian Angel device beacon, even if they cannot see directly behind the machine.

- Effortless 3 ounce weight and magnetic mounting system mean that you don't have to sacrifice performance for safety:

If safety is paramount on a construction site, efficiency is a close second. The Elite Series is constructed of a virtually indestructible polycarbonate casing and yet still only weighs in at 3 oz. The device's lightweight means that it can be mounted anywhere on a person's body without creating an uncomfortable distraction. And since different jobs call for different places and positions that a worker may need to work in, the Elite Series also features a built-in rare earth magnet as well as several other mounting accessories to make different mounting positions achievable quickly and with ease.

According to Gary, safety direction at Intercon Construction, "The Guardian Angel Light is currently being utilized by our night crews and during stormy conditions. This safety lighting device has not only added visibility to these already hazardous environments, but a sense of safety and security for my crews."

"While there's nothing that can be done to prevent all worksite accidents, we believe that working to eliminate the 21 percent that occur from visibility issues is a damn good place to start. Guardian Angel is proud to release our new Elite Series, and strive to become the most trusted safety product for construction crews all over the country, said Chad Keller, CEO of Guardian Angel.

Guardian Angel devices are available for purchase through specialty dealers throughout the United States and abroad as well as through the [Guardian Angel website](#).



Guardian Angel focuses on eliminating visibility-related concerns in all situations and on any job site.

Photos courtesy of Guardian Angle Devices



Elite Series also features a built-in rare earth magnet as well as several other mounting accessories to make different mounting positions achievable quickly and with ease.



Powerful LED that can be seen for up to two miles — 8x more than required by Class 3 apparel regulations.

Improving construction safety: 3-step plan

Modern machines have more safety features than ever before — so why do accidents still happen? Brian O'Sullivan considers the relationship between work site traffic, people and machines.

It has been estimated that 60 percent of all fatalities on sites can be attributed to choices made before work begins. When investigated, the root cause of many of these tragedies is traced back to the misalignment between site materials, equipment and processes. So, what can be done to kill deaths on construction sites worldwide? The answer is a coordinated approach to safety that involves good site layout and rules, well trained site personnel and properly maintained and operated construction equipment. This can be implemented through a simple 3-step plan.

When coordinating a site from a safety perspective you should ask the following:

- What could go wrong?
- How bad could it be?
- How likely is it to happen?
- What do we need to do about it?

Once you've done your risk analysis, there are three stages to delivering safer sites:

- Traffic management

The foundation of creating safer sites is effectively coordinating the movement of people, materials and machinery. After thousands of construction site inspections last year, the UK's Building Safety Group reported a 74 percent rise in traffic management breaches — an increase they claimed was behind the majority of construction-related accidents.

A large part of making this traffic flow safer is establishing a management plan that gives the safest passage between places where vehicles and people operate. It is a good idea to avoid sharp or blind bends and to set sensible speed limits. Obstructions should be protected and safety banks may be needed to prevent machines running over open edges. The quality of site roads should be suitable for the vehicles using them: firm, even, properly drained and avoiding steep slopes. Reversing should be minimized and tightly controlled. Not always easy or practical, but this should be the goal.

- People management

It's obvious that all staff on site — regardless of how long they are going to be there — should be highly visible, wear personal protective equipment and be made aware of the dangers present. The young and/or inexperienced are most at risk — workers in their first year of employment account for almost two thirds of all construction accidents — and no short cuts should be made on site safety education. A 'no blame/no fault' culture should also be encouraged, where no one feels the need to hush up minor accidents or 'near misses' and everyone feels able to contribute ideas on how to improve safety.

Construction does involve risks, but any job undertaken carelessly can be made dangerous, and likewise any

dangerous job can be made safer if everyone concerned devotes the proper time and thought.

- Machine management

Safety is no longer an optional extra when it comes to construction equipment design. Many accidents involving machines are 'slip and trip' incidents — so the simple solution is to provide an entry/exit system that allows good foot and handholds, effective step treads and entry that is wide and not too steep. Also, if you can keep the technician on the ground rather than climbing all over the machine when servicing you reduce the risk of a fall. Placing service points that are accessible from the ground is simple and effective.

Providing safe design involves a package of features. ROPS/FOPS cab protection, seat belts, good lighting, minimal blind spots and reduced vibration (and noise) all play their part. But so too does a clear view of the work area and comfortable working condition

Technology is already playing an important part in keeping worksites safe — and this is destined to increase significantly. Reversing alarms and cameras have been around a while, and the next generation are systems like Volvo

THE 3 STEPS TO SAFER CONSTRUCTION



1

Traffic management



2

People management



3

Machine management

The 3-point plan to improve construction safety.

Smart View — a series of cameras fitted to several Volvo machines that give the operator a virtual bird's eye view around the machine, displayed on the company's HMI award-winning Co-Pilot in-cab console.

This is just the start — the industry is now working on proximity systems that identify people or obstructions in the path of the machine and take corrective action, thereby helping to prevent collisions. And just like in the automotive sector, research into semi or

completely autonomous construction equipment is advancing at a rapid rate. Is the answer to safer sites not to have operators in the cab at all? This is a question that will need to be answered in the years to come.

Securing the safety chain

Just as there is a chain of events leading up to an accident, there is a chain of safety actions that can help prevent it. A safe machine in a safe environment provides the best overall solution.



Volvo Smart View uses cameras to provide a virtual bird's eye view around the machine.

Photos courtesy of Volvo CE

Caterpillar releases new utility compactors with simplicity in mind

Customers expect Cat® Paving products to offer machines and services to help them become more efficient and profitable. These new models do just that by making them easy to operate, simple to transport, and quick to service.

The new CB1.7 and CB1.8 utilize a weight based nomenclature that signifies its standard operating weight in metric tons, making it easy for customers to choose the machine that best fits their needs. These new models provide excellent versatility in the 1.7 mt to 1.8 mt size class. Typical applications include: bike paths, courtyards, patchwork, parking lots, driveways, town centers and shoulder work.

Easy to Operate

Simple operating features include toggle-type switches for quick and easy activation of machine functions. The mechanical propel lever provides quick reaction for precise control, while vibrant LED lights on the console simplify operation in low light conditions.

Simple to Transport

Moving to a new job site has never been easier. The single point lifting option and durable hitch design makes hoisting these machines onto transports quick and easy. The foldable ROPS option provides a short height and enables the machine to move under and around low structures when performing compaction procedures.



The new CB1.7 and CB1.8 utilize a weight based nomenclature that signifies its standard operating weight in metric tons.

Efficient Compaction Performance

The high amplitude vibratory system combined with large diameter drums and the exclusive, eccentric weight design delivers excellent compaction performance. With automatic activation and front or both drum vibratory capabilities, this machine provides the results that job sites require.

Closely Monitor

These new models are designed to easily fit in the rental fleet. Product Link™ capability enables close monitoring to



Typical applications include: bike paths, courtyards, patchwork, parking lots, driveways, town centers and shoulder work.

Photos courtesy of CAT

keep owners informed of machine location and service needs. The simple control panel and spacious platform offer comfort to suit a variety of operators. Durable components and the fuel efficient engine maximize uptime and lower lifetime operating costs.

Straight-Forward Service

Full access to remote drains, sampling ports, and filters makes service fast and easy. Long service intervals for the engine oil and vibratory drums keeps the machine on the job site longer for optimal operational needs.

Luby equipment services celebrates expansion at Quincy location

FENTON, MO – Luby Equipment Services, a St. Louis based CASE Construction Equipment Dealer, has expanded its branch in Quincy, IL to include additional service bays. The new service bays were necessary to keep up with customer demand and give technicians more room to perform maintenance and repairs. Luby hosted an open house at their Quincy store on Friday April 20, 2018, to celebrate the addition.

“With drastically warmer weather, we were a little concerned that our customers would be back at work, but a lot of them broke away for an hour to come have lunch and enjoy some networking,”

said Jenny Swafford, sales & marketing coordinator at Luby Equip-

ment Services. “It was a great turnout, and we will be doing more events

throughout the year.”

The open house event consisted of a catered BBQ lunch and various door prizes from CASE,

Takeuchi, Eager Beaver Trailers and Virnig Attachments and a Yeti Cooler giveaway. The crowd of over 100 people

had the opportunity to participate in a backhoe rodeo, which tested participants’ equipment operating skills.



The open house event consisted of a catered BBQ lunch and various door prizes from CASE, Takeuchi, Eager Beaver Trailers and Virnig Attachments.

Photos courtesy of Luby Equipment

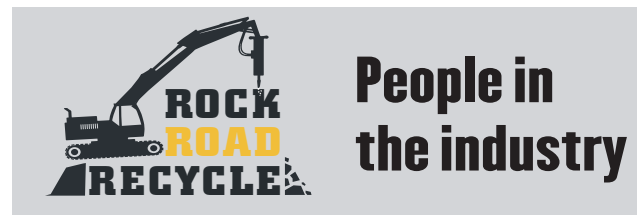


The crowd of over 100 people had the opportunity to participate in a backhoe rodeo.



People in the industry

Valente wins “Best Self-Erecting Cranes Sales Progression” award



Long-term Potain partner Valente Grue Assistance has received the Manitowoc Award for “Best Self-Erecting Cranes Sales Progression 2017” after achieving outstanding sales results last year.

Valente was presented with the award by Manitowoc executive vice president Aaron Ravenscroft during an awards ceremony at Intermat Paris 2018. Orlando Mota, vice president of sales for Europe and Africa at Manitowoc, was also present to give the award.

Established in 1979, Valente is a leading tower crane sales and rental company based in Belley, near Lyon. The company has represented Potain since 1996 and now operates a fleet of 400 Potain tower cranes, which it supplies to customers across the Rhône Alpes region.

Valente has represented Potain since 1996 and now operates a fleet of 400 Potain tower cranes, which it supplies to customers across the Rhône Alpes region.

Photo courtesy of Manitowoc



WSU researchers use recycled carbon fiber to improve permeable pavement

PULLMAN, WA — A Washington State University (WSU) research team is solving a high-tech waste problem while addressing the environmental challenge of stormwater run-off.

The researchers have shown they can greatly strengthen permeable pavements by adding waste carbon fiber composite material. Their recycling method, described in the March issue of the Journal of Materials in Civil Engineering, doesn't require using much energy or chemicals — a critical factor for recycling waste materials.

Traditional vs. pervious

Unlike the impermeable pavement that is used for most roads and parking lots, pervious concrete allows rainwater to freely drain and seep into the ground underneath. Because of increasing concerns about flooding in urban areas and requirements for controlling stormwater run-off, several cities have tried using the pervious concrete in parking lots and low-traffic streets. But because it is highly porous, it is not as durable as the traditional concrete that is used on major roads.

Recycling carbon fiber

Carbon fiber composites, mean-

while, have become increasingly popular in numerous industries. Super light and strong, the material is used in everything from airplane wings to wind turbines and cars. While the market is growing about 10 percent per year, however, industries have not figured out a way to easily recycle their waste, which is as much as 30 percent of the material used in production.

Led by Karl Englund, associate research professor, and Somayeh Nassiri, assistant professor in the Department of Civil and Environmental Engineering, the researchers added carbon fiber composite scrap that they received from Boeing manufacturing facilities to their pervious concrete mix. They used mechanical milling to refine the composite pieces to the ideal sizes and shapes. The added material greatly increased both the durability and strength of pervious concrete.

“In terms of bending strength, we got really good results — as high as traditional concrete, and it still drains really quickly,” said Nassiri.

Milling vs. heat or chemicals

The researchers used inexpensive milling techniques instead of heat or chemicals to create a re-

inforcing element from the waste carbon fiber composites. They maintained and made use of the original strength of the composites by keeping them in their cured composite form. Their mix also required using a lot of the composite material, which would be ideal for waste producers.

“You're already taking waste — you can't add a bunch of money to garbage and get a product,” said Englund. “The key is to minimize the energy and to keep costs down.”

The composite materials were dispersed throughout the pavement mix to provide uniform strength.

Testing and mainstreaming

While they have shown the material works at the laboratory scale, the researchers are beginning to conduct real-world tests on pavement applications. They are also working with industry to begin developing a supply chain.

“In the lab this works to increase permeable pavement's durability and strength,” said Nassiri. “The next step is to find out how to make it mainstream and widespread.”

The research for this project was made possible through a partnership with the Boeing Company.



Water streams through WSU pervious pavement with carbon fiber in a lab test.

Photo courtesy of WSU



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Volume 27 No. 8

June 2018

Supplying RAS
to Virginia and beyond



- Crushing & shredding equip
- Shingle processing
- Wear parts



Supplying RAS to Virginia and beyond

by Bill and Mary Weaver

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Optimized cost per ton with Metso Alloy Hammers for Metso shredders

The hammers used in shredder lines represent a key factor in plant efficiency. Metso has developed a new hammer series, Metso Alloy Hammer, with the goal of extending the lifetime of these tools. Featuring a special alloy, the high-quality cast-steel hammers from the Group's own foundry ensure substantially enhanced economic efficiency and can be used in all Metso's Lindemann shredder series.

The special Metso alloy, in combination with a specific post treatment process, helps to keep the shape of the hammer for a longer operational time. The result is a higher production over the extended hammer life.

"Our customers in Europe have been very satisfied with our optimized hammer solution. With this hammer, they have achieved a longer uptime and they have needed fewer hammers per year.

Our customers have seen significant savings in their shredder operation, making their business more profitable. We are very pleased to note that the hammer provides an excellent cost-per-ton shredding result," says Michael Pogritz, product manager for LindemannTM Shredder parts, sales and service manager CEE.

Metso's product offering for metal recycling covers a wide range of efficient solutions for the fragmentation, compaction and separation of virtually every type of metal scrap. Through the LindemannTM, Texas ShredderTM and N-SeriesTM product lines, Metso offers a full range of pre-shredders, shredders, shears, balers, and briquetters, along with the capability to develop custom solutions for customers' ferrous and non-ferrous scrap separation processing needs.



Metso has developed a new hammer series, Metso Alloy Hammer, with the goal of extending the lifetime of these tools. Photo courtesy of Metso

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Supplying RAS to Virginia and beyond

by Bill and Mary Weaver

Once the shingles have been separated, Conley uses a CAT 345 to dump them into his grinder, equipped with a shingle package.

Photos courtesy of Bryan Conley

Selling asphalt producers on including RAS (recycled asphalt shingles) in their mixes can be a challenge. Plenty of would-be RAS suppliers have opted to try other ventures — enter Bryan Conley.

Bryan Conley is a knowledgeable, personable newcomer to the RAS supply market in Virginia, a state not known for widespread use of RAS in asphalt. He appears poised to have an excellent chance of business growth and success. An environmental civil engineer, Conley and a partner have acquired a C&D landfill in Chesapeake, VA and also bought out another Virginia RAS producer. Frustrated by the grinder repairs necessitated by the abrasiveness of asphalt shingles, the former RAS producer decided to grind wood for mulch instead.

Conley realized at the outset the importance of purchasing a purpose-built shingle grinder. “We looked at a number of manufacturers,” Conley explained. “We wanted a machine that would be easy to work on, and CBI excelled. With shingle grinding, there will be a lot of maintenance needed.” After considerable time spent comparing machines, Conley took a 5-year lease with option to purchase on a CBI 5800.

Conley, operating as Dominion Recycling Center, has been dedicated to properly maintaining his new grinder from the outset. “The CBI guy said, ‘Do this every three hours. Do this every morning,’ so that’s just what we do. When the grinder needs maintenance, we just shut down and do it. There’s no way around it. We have our own welding equipment and a worker who is a mechanic can weld. Another worker is a trained operator. So far, our CBI has been

doing very well, except for a few factory-related sensor problems.” The company took care of those promptly.

Conley continued, “We always thought shingle grinding would be a good side business for our landfill, and that we could sell other asphalt producers on using RAS. That’s the trick. Getting people to try it. You’d think everyone would want to, since shingles have an AC (oil) content of 20 to 25 percent, considerably higher than RAP.”

The main problem in finding new customers for RAS, Conley believes, is that the asphalt producers all have large backlogs of RAP taking up space in their yards, waiting to be used. The state of Virginia allows a maximum of 25 percent recycle in new asphalt mixes. Producers could use 20 percent RAP and 5 percent RAS (the maximum RAS allowed), but since they’re clogged with RAP from past milling and asphalt removal jobs, it is simpler to use 25 percent RAP to use up their own stock of material.

“What they’re not looking at,” continued Conley, “is that they can save roughly \$4.00 a ton for every ton of hot mix asphalt that they produce by using the 5 percent RAS with 20 percent RAP, assuming liquid asphalt prices of about \$400 per ton. If they produce 200,000 tons of hot mix asphalt in their plant per year, they could save \$800,000 a year on liquid asphalt costs because of the high AC content of the shingles. That’s our selling point in Virginia. Using RAS can save producers a lot of money.”

A recent change in Virginia state regulations on the use of recycle however, should be a big help in moving out all those stockpiles of



Conley always thought shingle grinding would be a good side business for the landfill and that they could sell other asphalt producers on using RAS.

RAP. "Virginia regulations are starting to allow the use of RAP on roadway subbases as an alternative to buying virgin rock. RAP makes a superior road base for several reasons," added Conley.

The I-64 widening project, now reaching Conley's area in southern Virginia is being constructed using an 18-inch layer of mostly RAP along with fine stone aggregate combined with foamed asphalt and cement. Made using a mobile mixer, 18 inches of this material tops the recycled concrete drainage layer of the roadway. The process is called Cold Central Plant Recycling, or CCPR.

"From what I understand, this ongoing project will be using up large enough quantities of RAP to consume the backlog piled in producers' yards over a wide area, and the contractors will still need more," noted Conley.

With their backlogs of RAP gone, asphalt producers will more likely consider using RAS in their HMA mixes. "If they like it, once they realize the cost savings of around \$4.00 a ton on every ton of asphalt they produce, likely they will continue to include RAS in their mixes."

Will there be enough shingles available to satisfy the potential demand for RAS? Conley's reply was quick and sure. "We can always get more shingles." Conley currently receives roll offs full of shingles (with debris) from local roofers. Roll off rental companies drop off containers from roofing jobs. One environmentally conscious landfill owner in northern Virginia near Washington DC, Matt Jenkins of Rainwater Concrete, has been sending five semi loads a week to Conley in Chesapeake, and "could send five times that number." Jenkins hates to dump the oil and other potential raw materials the shingles contain into his landfill, where the shingles don't break down. Since tipping fees are higher in Jenkins' area, he can truck the shingles the 400-mile, 8-hour round trip and still make a profit.

"We currently accept about 25,000 tons of shingles per year," continued Conley, "and hope to increase that to 40,000 tons in the next several years as we increase the number of end users we supply." Other area companies have been calling about dropping off shingles, including a large roofing company currently negotiating to drop off trailer loads of cleaned shingles.



As a last step, the ground shingles are run through a Vermeer 521 trommel with 3/8-inch screens.

Cleaned shingles — there's the rub! Clean shingles can be dropped off for a lower tipping fee than the jumble of shingles, roofing paper, metal, plastic and wood that result from a typical roof tear-off. Shingles cannot be ground into RAS until they have been separated from the trash, and cleaning shingles is not a "super fun job," as Conley puts it. Retaining workers to clean shingles can be a problem.

As one former RAS producer put it, "I felt like I was running a mini daycare with the shingle cleaning. Even when everyone showed up, it was difficult to keep the work moving efficiently."

Conley has successfully cleared this hurdle. Over time he has collected a group of eight dependable full-time

workers. Fortunately, with a crew this size, shingle cleaning can be rotated with other jobs at the landfill, keeping work more varied and interesting. "I pay them well, give them a lot of hours to make the job attractive and provide plenty of protective gear for shingle handling." An ice machine and coffee pot are appreciated perks.

Shingle cleaning is done out of the sun, inside a large metal building, and conveyors keep the sorting work at a comfortable height.

"Unfortunately, it's much simpler for roofing contractors, and costs them less for labor, to throw torn-off shingles and trash into one bin to drop off here," commented Conley.



The state of Virginia allows a maximum of 25 percent recycle in new asphalt mixes.

Once the shingles have been separated, Conley uses a CAT 345 to dump them into his grinder, equipped with a shingle package. The machine has a small footprint, which helps Conley to fit the shingle grinding operation into the permitted space of his landfill. "The CBI 5800 can grind 110 tons of shingles an hour," Conley stated. "The unit has a cross belt magnet on the discharge end to remove nails."

As a last step, the ground shingles are run through a Vermeer 521 trommel with 3/8-inch screens "to ensure the desired consistent size for asphalt mixes, which resembles coffee grounds."

The Vermeer 521 trommel is a mid-sized, high production machine with extremely low fuel consumption. The operator can dial in the desired engine speed using his remote. The chain drive design allows a direct transfer of horsepower to the drum.

Screen change-outs are quick. Two workers simply loosen and then later tighten three bolts. Only Vermeer offers "tensioned" screens, similar to a tennis racket, which give longer screen wear with less damage. Family-owned Vermeer builds their machinery in South Dakota. The software is designed and built in-house, not outsourced. "If there is an issue, we can go back to the factory," explained Steve Zaicko, mid-Atlantic sales.

Conley has been moving a steady 100 to 200 tons of RAS a day early in the season to several established customers in North Carolina. Trucking is not a problem. "The company hires trucks from a designated trucker to pick up and deliver the RAS."

One Virginia asphalt plant, after collecting and running samples of Conley's RAS, has developed their own mix designs using RAS. After slight modifications to their plant, they will start accepting material. Another Virginia company has picked up samples for testing. Hopefully more will start using RAS as their RAP stockpiles move out.

"North Carolina has regulations on using RAS that are slightly more restrictive than Virginia's, but when one large construction company with a lot of asphalt plants started using RAS, soon RAS use snowballed. I believe the same thing could happen in our part of Virginia," Conley concluded.

Conley's relatively young RAS operation is well equipped and well positioned for such a possibility.

Just how loud is too loud for employees in a workplace?

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 requiring 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 flyover 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-re-

lated injuries, recommends that all worker exposures to noise should be controlled below a level equivalent to 85 dBA for 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 claimant

Just how loud 7





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People in the industry

H&K Equipment expands territory to become largest Taylor Machine Works distributor in mid-Atlantic

CORAOPOLIS, PA — H&K Equipment, a Pittsburgh-based forklift and material handling equipment distributor, announced recently that it has become the authorized Taylor Machine Works dealer for western Pennsylvania, eastern Ohio, the northern panhandle of West Virginia, and Garrett and Allegany counties in Maryland. H&K Equipment will now provide all sales, service and support for Taylor products in these areas.

H&K Equipment's affiliate company, Taylor Northeast, already represents Taylor forklifts in geographically congruent territories in eastern Pennsylvania, Maryland, New York, New Jersey, Delaware and portions of Virginia. The move unifies regional distribution of Taylor products under a single company and establishes H&K Equipment and Taylor Northeast as the largest Taylor lift truck provider in the Mid-Atlantic. Taylor was formerly represented in the Pittsburgh metropolitan region by Burns Industrial Equipment, which changed its focus to lift truck

models outside of Taylor's product lines in early 2018.

George Koch, president of H&K Equipment, described the move as a logical step in the evolution of the company. "We have been representing Taylor for over 30 years," Koch said. "We are thrilled to bring our passion and expertise for this equipment to customers in the expanded territory."

H&K Equipment, which is headquartered 15 miles from downtown Pittsburgh, is situated in the middle of the new territory it will be managing. The company's central location, Koch said, puts every former Burns Industrial Equipment customer within easy reach of its sales and support teams. H&K Equipment's now-combined territory, Koch added, crosses eight states and covers over 100,000 square miles of area.

"With our affiliate Taylor Northeast, we have facilities in Pittsburgh, throughout the eastern half of Pennsylvania, down into Baltimore, and up into Syracuse, New York. That gives us the ability to bring a range of expanded rental and service options to these customers.

All of our fleet and service capabilities were developed with that goal in mind."

In 2017, before acquiring the new territory, H&K Equipment's association of companies was the second-largest Taylor distributor in the United States. In addition to having the largest Taylor sales and rental fleet in the area, Koch said, H&K Equipment has long distinguished itself as an authority in large, difficult-to-source material handling equipment.

"We have a reputation for being the big truck guys," Koch said. "These are some of the biggest trucks out there. Our service specialists are among the most experienced and knowledgeable in the country. That's something we've cultivated at our companies over a period of decades."

Taylor Machine Works is a privately held American company that specializes in manufacturing high-capacity lift trucks, some of which handle loads in excess of 100,000 pounds. Koch described the product line, which includes traditional forklifts as well as rough terrain forklifts, container handlers and reach stackers, as being among the most dependable and lowest total cost machines in the industry. Taylor forklifts have a wide range of applications and are frequently used at ports, lumberyards and industrial sites where bulk and large loads need to be maneuvered through active work zones.

H&K Equipment was founded in 1983 and employs over 300 people across six affiliate companies that operate from 11 locations in Pennsylvania, Maryland and New York. In addition to high-capacity lift trucks, H&K Equipment companies also provide or manufacture small-capacity forklifts, railcar movers, personnel carriers, overhead cranes, industrial electromagnets, warehouse and racking solutions, and industrial cleaning equipment.







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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."

Neustarr Equipment launches the Neuenhauser Targo 3000 single shaft shredder at Waste Expo

The Targo 3000 is a universal single shaft shredder designed and built in Germany by Neuenhauser it expands the company products from star and trommel screens into the slow speed shredder market.

The unit features a 535 HP John Deere Tier IV engine with a three meter long shredder shaft that rotates at 31 rpm and is equipped with either 21 or 42 bolt on teeth plus a special "Root Buster" nine tooth shaft and is available as a wheel or track unit.

The different tooth configurations and

an adjustable hydraulic comb mean the machine can be set up to process a variety of products including C&D, stumps, green waste, domestic and industrial waste.

One of the unique features of the Targo is the direct drive system. The shredder shaft is driven directly off the engine via V belts and a flywheel. This drive method ensures maximum energy transfer from the engine to the shredder shaft for maximum throughput at the lowest fuel consumption in comparison to hydraulic drive ma-

chines.

This BioPower setup with 42 teeth and the highly aggressive Root Buster package shaft setups are specifically tailored for wood waste, compost and mulch industries. Both of these setups have been designed to take the place of a high speed as the primary grinder. The benefits of using the Targo for the

primary grinding are:

- Much lower fuel consumption and wear costs
- Less susceptible to catastrophic damage caused by metal contaminants
- No splitting of stumps or material preparation required

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BioPower setup with 42 teeth and the highly aggressive Root Buster package shaft setups are specifically tailored for wood waste, compost and mulch industries.



The different tooth configurations and an adjustable hydraulic comb mean the machine can be set up to process a variety of products.

Photos courtesy of Neustarr Equipment

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Kicking the yellow bucket ~ the importance of using OEM filters and lubricants

Emissions trends over recent years have driven machine innovation – stricter emission regulations, new fuels, common-rail fuel systems and the need for cleaner fuel are all driving the need for improved filtration technology.

Today's machines are engineered to the highest performance standards—each machine is a highly engineered system of complex working parts, which should be maintained by only using genuine filters and lubricants to ensure continued optimal performance. Using non-OEM-specified filters and lube creates a weak link in the system, and can compromise the performance of a machine.

Price is Not Always King

Sometimes it's easy to base buying decisions strictly on price, but using non-OEM specified oils and filters could have a serious impact on a machine's performance. It may save a few dollars in the short term, but using non-OEM specified filters and lubricants could cause machines to run less efficiently, wreak havoc on regular maintenance intervals and ultimately increase the total cost of ownership of a machine.

Price-conscious fleet managers and business owners will benefit from understanding the advantages of using only OEM oils. That generic yellow bucket of non-OEM specified oil, or that "will-fit" filter may seem like it's saving you a few dollars, but in the long run they will have a negative impact on operating costs over the life of the machine.

Using non-OEM specified filters could introduce dirt and other contamination into the engine, which can ravage cylinders and other components—essentially sand-blasting the engine from the inside. The machine will require more frequent maintenance, and it will run less efficiently on the jobsite—meaning that your equipment will spend more time in the shop, and even when it is on a jobsite, it won't be operating at peak performance.

MAT Specifications

One of the ways that CNH Industrial differentiates itself from other competitive brands is through the MATs on its engine oils. MAT is a series of internal technical standards developed by the CNH Industrial engineering team that ensures that all OEM-spec engine oils exceed the industry-standard API requirements, and have tighter tolerances than standard industry specs. The MAT number on an OEM-spec oil container certifies that the oil has been tested and approved by CNH Industrial engineers to meet the demands of the machine and help extend component life.

Using OEM-spec engine oils helps to ensure that a machine will operate as efficiently as possible throughout its lifetime. It also ensures that the machine stays on the oil change/maintenance schedule that it was designed for.

Warranty / Support

Equipment owners should always follow all manufacturer recommendations for fluids and filters. As heavy equipment has become more technologically ad-



Price-conscious fleet managers and business owners will benefit from understanding the advantages of using only OEM oils.

Photo by Colleen Suo

vanced, machine tolerances have changed drastically over the years and many components require tight fluid specifications in order to run as efficiently and reliably as possible.

There are many risks involved with using poor quality oils and fluids that can have an adverse affect on warranty and machine support coverage. Using OEM-specified fluids also ensures that any warranty claims won't be denied due to maintenance neglect.

Business owners want to protect their investments, minimize total cost of ownership and make sure that they are getting all they can out of a machine. Using OEM-specified filters and lubricants is one of the easiest ways to improve a machine's life expectancy, and ensure that a machine is going to perform reliably throughout the course of its lifetime.

Source: CASE News

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The new QE241 – compact in design yet big in capability

Sandvik Mining and Rock Technology is expanding its range of scalpers with the launch of the new QE241 heavy-duty scalper. Compact in design and easy to transport, you will benefit from the same outstanding, user-friendly features from our premium range of scalpers, yet in a smaller scale version.

We have developed the QE241 based on customer feedback. Although targeted primarily at the European market, it will be the ideal solution for our smaller end users where performance, versatility, transportation & setup times are most important. The QE241 also benefits from Sandvik's long history of mobile scalper development as well as sharing common characteristics from its larger siblings including a two way split configuration option and sequential start-up.

Capable of scalping before or after a small crusher, the QE241 features a heavy-duty variable speed belt feeder and a highly aggressive 11' x 4' / 3500 x 1240 mm double deck screenbox. This offers the largest scalping area in its class, which combined with the banana-type bottom deck arrangement, will provide a highly effective and efficient screening solution like no other. The impressive 47" (1200 mm) wide conveyor can handle the toughest oversize material and two hydraulically folding side conveyors handle the fines and midsize products.

With a wide choice of screen media available, the QE241 offers customers a highly versatile unit, which can be configured to suit the specific requirements of the application. Its robust chassis has been designed to be compatible for two-way or three-way split versions, a unique feature in this product category.

The safety and comfort of use is of paramount importance for our operators. A key benefit to our customers is the easy to use control system and user interface with sequential start, a common feature across our 1 Series screens and scalpers. The model also comes with two-speed tracking which helps to reduce travel time between jobsites.

Designed for ease of transport, the 38,580 lbs (17,500 kg) model comes complete with hydraulically folding tail and side conveyors, together with a rigid one-piece hopper for quick set-up times. These features, combined with its compact footprint make it ideal for contractors requiring the need to



With a wide choice of screen media available, the QE241 offers customers a highly versatile unit, which can be configured to suit the specific requirements of the application.

travel quickly from site to site.

Ease of maintenance is ensured through the hydraulic jack up facility on the screen box, also common with its larger siblings. This allows easy access to the bottom deck for service and screen media changes.

Key customer benefits include:

- Ease of mobility — Its compact footprint means it is easy and economical to transport
- Two speed radio remote controlled tracks for faster relocation between sites
- Massive throughput: Wide oversize conveyor with variable speed to handle more oversize product

- Ease of operation: Unique color-coded control panel with one touch start/stop

- Versatility: Choice of different screen media available for different applications

- Compatible for 2-way or 3-way split configurations

- Ease of maintenance: Screen-box jack-up facility with easy access to bottom deck media

- Massive stockpiling capacity: Integrated hydraulic conveyors

- Safety: Fully compliant with current safety regulations

- Highly efficient: Machine designed for efficient fuel economy, and low operating costs



Capable of scalping before or after a small crusher, the QE241 features a heavy-duty variable speed belt feeder and a highly aggressive 11' x 4' / 3500 x 1240 mm double deck screenbox.

Photos courtesy of Sandvik

Expanding a landfill's lifespan

Over half of the municipal solid waste produced in the United States each year is diverted to landfills — over 135 million tons in 2014, according to the latest EPA report.

Gone are the days of the “town dump.” Today’s landfills are using greener methods to safely cover waste; generate energy from the underground methane gases; and give a second life as nature preserves, golf courses and even amphitheaters.

The number of landfills in the U.S. has dropped from 7,600 in the early 1980s to less than 2,000 in 2017 due to stricter land use regulations and a swell in recycling. Those that remain, however, are increasing in size.

Lycoming County Resource Management Services operates a 500-acre site in north central Pennsylvania — servicing six counties — that includes a landfill, material recovery facility and recycling center. The landfill comprises 100 acres of the property. When opened in 1978, the landfill averaged 16,689 tons of municipal solid waste (MSW) annually. In 2017, it received 1,100 tons daily of MSW — the food scraps, product packaging, clothing, bottles, newspapers and other common household items that consumers do not recycle.

After waste, the second chief component of a landfill is dirt and shale, both of which are in abundance at the Lycoming County Landfill. Shale and crushed rock are used to build and maintain roadways to dumping areas and pad and cover the underground cells.

A landfill cell is a complex creature. Each cell is approximately 10-square acres. The bottom is lined with geotextile matting and three feet of protective stone. Next, several layers of clay are compacted over the rock, and then a plastic cell liner is spread over the open cell before any waste is added. To further prevent groundwater contamination, PVC piping is latticed across the cell to collect leachate, which is funneled to lagoons. Rock, soil and clay are used to cap and close the cell, and then it is reseeded and returns to undisturbed grassland.

David Strayer, assistant operations manager said,

“It’s nice to be able to supply our own stone. That is not a resource most landfills have available. We have a very hard vein of blue shale at our pit and since we are in close proximity to (populated) areas we cannot blast. Instead, we use an excavator with hammer or single shank ripper to break it into slabs that we can run through our crusher and screen to the right size. We have a McCloskey C50 jaw crusher, a Screen Machine Spyder 516T and a Finlay 833 screen plant that allow us to produce stone from a powder, size 3/8” minus, up to 8 or 6 inch minus rock for roads.”

A 2017 Volvo L350F wheel loader is the landfill’s flagship machine to shuttle shale from the pit to the two on-site crushers or load its fleet of five Volvo articulated haulers. The 10-yd 3 face loader is the largest in the Volvo line-up, powered by a 16-liter, 532 hp Volvo engine.

Strayer emphasized, “That size of machine is crucial to us. At a landfill this large, you need to move material quickly and this size of loader paired with the Volvo 40-ton haul trucks allow us to do that with less wear and tear on the equipment, less waiting time to load and ultimately less stress on your operator.”

When Lycoming County Resource Management Services needs to supplement its fleet, they turn to their local Volvo dealer, Brian Hoffman with Highway Equipment & Supply. Brian has guided the department through multiple machine purchases using governmental buying contracts.

Lycoming County Landfill Director, Jason Yorks explained, “We are obligated to follow certain buying regulations. If we go out to a straight bid, there’s a good chance that while we may save a few thousand dollars, in the long run it is not cheaper if the equipment does not give you the value, service and life you expect. We are particular. We want a loader that will

last a long time with good fuel efficiency. That is why we used the COSTARS cooperative purchasing program to buy the L350. Through COSTARS we can select from a list of equipment with pre-negotiated pricing through a state contracting system.”

COSTARS, while specific to Pennsylvania, is one of numerous state and federal buying contracts that are becoming an attractive alternative to the traditional bid process for governmental customers.



Shale and crushed rock are used to build and maintain roadways to dumping areas and pad and cover the underground cells.

Photos courtesy of Volvo CE

“Most municipalities our dealership works with are using COSTARS, HGACBuy and NJPA (National Joint Powers Alliance®). It makes it much more efficient for equipment selection and the taxpayers have the satisfaction of knowing their money is being used responsibly,” Strayer said.

Tom Schanz, state/provincial government sales manager for Volvo said municipal customers should consider the benefits of state buying contracts. “COSTARS is the Commonwealth of Pennsylvania’s state contract or ‘cooperative purchasing’ program. The Department of General Services administers the contract with the intention of providing a channel for procurement that can be swift while also making it simple to seek out approved vendors with vetted best pricing. There are state programs similar to COSTARS across the U.S. The state takes the lead in vetting vendors as well as their pricing so that entities throughout the state — which could be anything from municipalities to educational institutions — have the purchasing power of much larger entities,” Schanz explained.

Kathy Tedone, governmental buying specialist for Volvo Construction Equipment added, “Volvo is seeing a significant and consistent increase in the trend by our municipal partners to purchase from cooperative contracts. These contracts offer the flexibility to purchase equipment that meets their specific needs at the most competitive pricing available while saving time and money.”

The savings go beyond hard dollars. Lycoming County Landfill is a gas-to-energy plant, repurposing the methane gas created from the decomposing waste. Wells are sunk into the cells to siphon off gases and pumped to an on-site facility where the methane powers four generators that produce approximately 50 million kilowatt-hours per year, preventing the equivalent of 34,000 tons of carbon dioxide emissions each year.

The Lycoming landfill has sufficient capacity to accept waste through at least 2030. “People are changing their habits, you no longer see burning barrels in backyards,” Yorks added. “Still, over 70 percent of the total volume of material we receive is MSW. While every facility across Pennsylvania, and the United States, is seeing a drop in total waste produced, the reality is there will always be a need for a landfill,” and a need for dependable equipment to maintain those landfills.



After waste, the second chief component of a landfill is dirt and shale, both of which are in abundance at the Lycoming County Landfill.

Recycle with Metso — sustainable solutions for metal and waste recycling

Featured solutions for scrap processing

Metso N-series™ recycling equipment is suitable especially for smaller and mid-market operators. The solidly engineered products offer many of the same features and benefits as the Metso Lindemann™ line of shears and balers and are fully supported by Metso's global engineering and service teams.

The innovative Metso Shredder Drive Assistant (SDA) represents state-of-the-art technology designed to boost the performance of modern shredder plants, directly impacting the profitability and sustainability of shredder operations. The Metso SDA solution ensures maximum utilization of installed shredder capacity for Lindemann™ shredders. The system is available both as a retrofit solution and as an option for new machinery.

Metso has received encouraging feedback from customers who report that after installing the Metso SDA system, their scrap process performance has improved significantly. In the best test cases, the average output has increased by up to 2-digit percentage. Moreover, customers who have used Metso SDA were pleased to find that the return on investment was quicker than what they had expected.

"A customer in Europe has been using the SDA in their steel scrap plant. They noticed a reduction in the peaks, and the shredder performance was more constant and the FE output was better. The customer also experienced an increase in the throughput capacity with the SDA support," explains Krischan Wolters, director of product management – metal re-



The SDA system is available both as a retrofit solution and as an option for new machinery.

Photos courtesy of Metso

cycling at Metso. Through its ability to assess the situation, the sensor-based system monitors the processes and facilitates the work. The solution automates the process of feeding material into the shredder. By controlling the material infeed through an intelligent solution,

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Metso's M&J wide range of single and double shaft fine-shredders handle a wide range of different materials and deliver a highly consistent and homogenous output, thus making them extremely suitable for alternative fuel production (RDF/SRF).

Metso is also launching Metso Metrics for waste recycling, a digital solution to further optimize shredder capacity, efficiency and reliability. Through remote data monitoring, Metso Metrics gives customers near real time access to their shredder's performance and operational status. Optionally, Metso's expert service can analyze the data and provide recommendations to further improve the shredders operation and reliability in the customers' environment.



Metso's M&J™ pre-shredding technology for stationary and mobile waste processing is based on powerful and tailored knife designs and open cutting tables.

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NORTRAX retains 38 John Deere dealerships after sale of seven stores to McCoy Group, Inc.

TAMPA, FL — Nortrax, Inc. has sold seven stores in its Midwest region to the family-owned company McCoy Group, Inc. based in Dubuque, IA. The company will do business as McCoy Construction & Forestry (MCF) and will retain the Nortrax employees in the Escanaba, MI, Merrill, Chippewa Falls, and Ashland, WI as well as the Duluth, Grand Rapids, and Bemidji, MN branches.

"We believe this sale represents a key strategic distribution move for John Deere and Nortrax," said Nortrax President and CEO Tim J. Murphy. "The

McCoy family has a phenomenal track record going back to 1958 of investing and growing business for the long term. They are hiring our Nortrax Midwest employees, which will retain the expertise and more importantly the relationships with the forestry and construction customers. They bring a proven track record, great financial stability and a long-term commitment to grow and support the John Deere brand. John Deere has very high standards financially, structurally and ethically as it relates to their dealer channel. The McCoy Group



Industry news

exceeds those standards and Nortrax is handing off a business that will allow McCoy to compete and to grow throughout the 21st century. I believe this is an exciting move for the McCoy Group, for John Deere, for the Midwest employees and most of all, for our customers."

Nortrax will now focus on their existing 38 John Deere dealerships made up of locations in the states of Maine, New Hampshire, New York and Vermont, and their locations in Ontario, Newfoundland and Quebec, Canada. "The heart of our business will remain at our store

locations in front of the customer. It is there that we can cement our position as the technology leader in the industry through the products and services of John Deere. We have the systems today to maximize uptime and productivity through 24-hour machine monitoring, Machine Health Prescriptions, Ultimate Uptime packages, MyNortrax customer portal, all tools designed to keep John Deere machines and John Deere customers ahead of the curve," stated Murphy.

Rockster Recycler GmbH to demonstrate future perspectives in crushing and screening technology at this year's IFAT

"Innovative technologies presented in a compact and modern design," as stated in the company's philosophy, are to be demonstrated live on-site. Starting with concrete demolition material and receiving six different salable products using the impact crusher R1000S and the screening plant RTS514.

Highlight of the Rockster booth will be the recently developed mobile track mounted impact crusher R1000S. With the patented double functional return belt and the DUPLEX-system, which allows a wider range of application by interchange of the crusher units, the R1000S represents the future of professional crushers.

The versatile setting options ensure excellent final grain quality. The double deck pre-screen with a screen mesh produces an additional salable product.

The hydraulically and vertically adjustable magnetic separator, the hydraulically lowerable screen box and the swiveling catwalk guarantee a great ease of operation and maintainability. The up-and-over lift system of the side and back doors enables an easier ac-

cessibility and saves space.

The technical highlights are a stepless variable, fully hydraulic gap adjustment with integrated measuring system as well as the automatic load-dependent, stepless regulation of the conveying speed and a new fixed hammer. The newly developed central control- and operating-system with a multifunctional color display and the auto start and stop function provide an increased operating and safety comfort.

Because of the compact transport measurements — length 33.2 feet, width 8.4 feet and height 10.5 feet — and the weight of 67,000 lbs., it is possible to transport the Rockster R1000S without any special authorization.

It takes just 10 minutes to unload the impact crusher and put it into operation. If the transport includes the optional screening system the dismantling of the return belt and screen box is not necessary. It is also possible to transport the machine with screening system without a special permit because of the transport measurements — length 46.0 feet, width 9.3 feet and 10.5 feet height

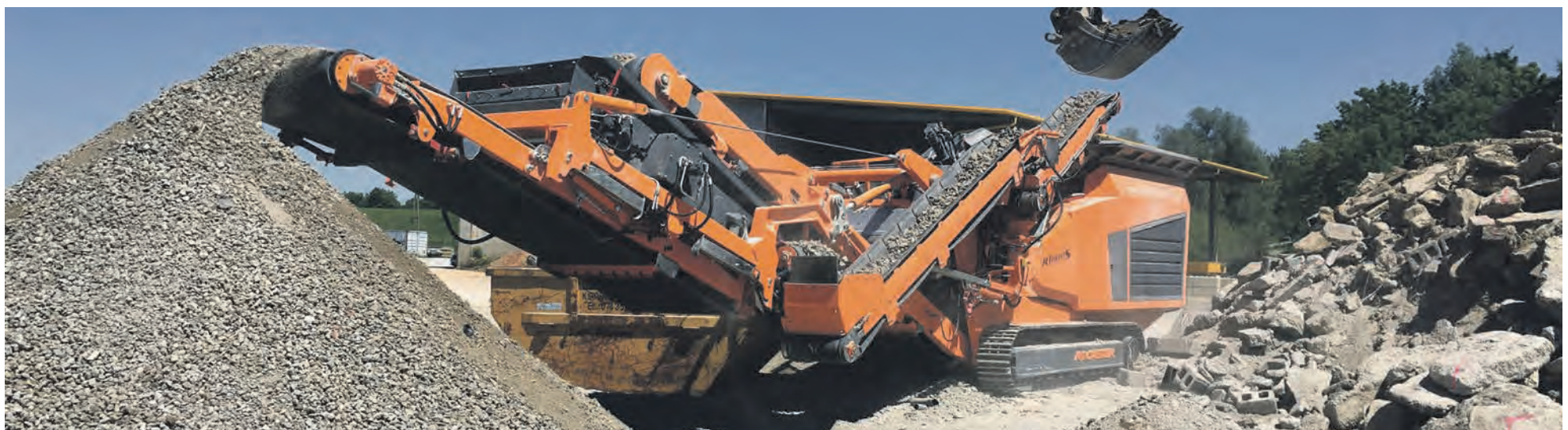


The transport of the new R1000S with screen box RS100 and double functional return/stockpile belt RB92 requires no special permit.

and weight of 77,000 lbs.

The mobile track mounted 3-deck screening plant RTS514 will also demonstrated during IFAT. The machine guarantees high performance and maximum mobility with optimal dimensions.

This solution provides a perfect screening result. The low weight — despite robust construction — and compact transport measurements, as well as the low feeding height and a rapid set up time, have many advantages in use.



The new Rockster R1000S with compact circular vibrating screen RS100 and the patented return belt RB92 crushing concrete.

Photos courtesy of Rockster

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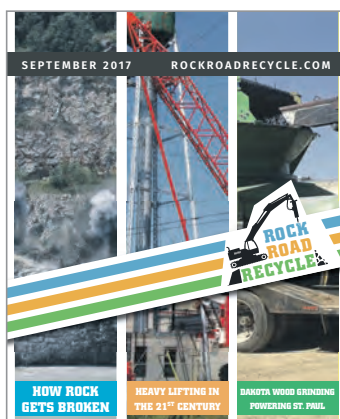
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EvoQuip expands global sales team

Compact crushing and screening equipment provider EvoQuip has expanded their global sales team by appointing new Sales Managers for North America and Western Europe.

EvoQuip has appointed Conor Grogan as territory sales manager for Western Europe. Conor will be responsible for leading all sales activities in this area, including sales support and applications. Conor has previously worked in the bulk material handling and crushing and screening industry for the last eight

years.

Joining the team alongside Conor will be Sean Donaghy. Sean will be responsible for leading all sales activities in North America. Originally from County Tyrone, Sean started his career working for Powerscreen in North America 1991. Since then, Sean has moved to Ohio and has continued to gain experience in the crushing and screening industry in North America.

Commenting on the recent additions to the Evo-



People in the industry

Quip team, Matt Dickson, EvoQuip Global product line director said, "EvoQuip are delighted to have gained two extremely experienced and determined salesmen. Conor and Sean's reputations and wealth of knowledge in the Crushing and Screening industry will be a driving force when it comes to EvoQuip plans for the future"

EvoQuip offers a comprehensive portfolio of products to address the needs of the compact crushing and screening markets in five key industries: building and construction; quarries; plant hire; farming and agriculture; landscaping and gardening; and asphalt and concrete crushing. Terex identified an opportunity to bring value to customers in these industries by providing intuitive equipment that is simple to operate and maintain, fuel efficient and easy to transport.

EvoQuip will display static and working machines at the Hillhead Exhibition in the UK June 26-28.

For more information on the EvoQuip® range of compact crushers, screens and conveyors please visit www.terex.com/EvoQuip.

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EvoQuip has appointed Conor Grogan as territory sales manager for Western Europe.

Photos courtesy of EvoQuip



Sean Donaghy will be responsible for leading all sales activities in North America.



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- 165 Business Opportunities
- 190 Chain Saws
- 200 Chippers
- 220 Compaction Equipment
- 225 Composting Equipment
- 230 Compressors
- 240 Concrete Mobile Mixers
- 245 Concrete Products
- 255 Construction Demolition
- 265 Construction Eq. For Rent
- 270 Construction Eq. For Sale
- 275 Construction Machinery Wanted
- 277 Construction Services
- 278 Construction Subcontracting
- 280 Construction Supplies
- 300 Conveyors
- 310 Cranes
- 320 Crushing Equipment
- 375 Dozers
- 400 Drills
- 415 Employment Wanted
- 425 Engines
- 430 Excavators
- 470 Financial Services
- 494 For Lease
- 495 For Rent
- 505 Forklifts
- 535 Generators
- 550 Gradalls
- 555 Graders
- 610 Help Wanted
- 635 Hoists
- 705 Legal Notices
- 745 Loaders
- 760 Lumber & Wood Products
- 780 Maintenance & Repair
- 800 Mine Equipment
- 805 Miscellaneous
- 880 Parts
- 885 Parts & Repair
- 890 Pavers
- 925 Pressure Washers
- 950 Real Estate For Sale
- 955 Real Estate Wanted
- 975 Rentals
- 997 Safety Equipment
- 1017 Scrapers
- 1020 Screening Equipment
- 1040 Services Offered
- 1085 Snowplows
- 1097 Sprayers
- 1105 Sweepers
- 1120 Tools
- 1130 Tractors
- 1140 Trailers
- 1145 Training
- 1170 Truck Parts & Equipment
- 1175 Trucking
- 1180 Trucks
- 1205 Wanted

Announcements

ADVERTISING DEADLINE Thursday, June 14, 2018

For as little as \$10.00 - place a classified ad in

Rock Road Recycle

Call Peg at **1-800-836-2888**

or **518-673-0111**

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Announcements

CHECK YOUR AD - ADVERTISERS should check their ads on the first week of insertion. Lee Newspapers shall not be liable for typographical, or errors in publication except to the extent of the cost of the first weeks insertion of the ad, and shall also not be liable for damages due to failure to publish an ad. Adjustment for errors is limited to the cost of that portion of the ad wherein the error occurred. **Report any errors to Peg Patrei at 518-673-0111 or 800-836-2888.**



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Building Materials/Supplies

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Buildings For Sale

POLE BARN PACKAGES, metal roofing & siding. Great prices! Homeowners & contractors welcome. All pole barn packages include detailed plans and drawings. Mountaintop Enterprises, 2726 State Hwy. 7, Bainbridge, NY 607-967-4877 www.metalroofingand-metalsiding.com

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MASSEY FERGUSON 2244 dozer 6-way, \$3,000. Rollback car trailer, \$2,500. 315-427-7662 or 315-697-9470.

Construction Equipment For Sale

JD 555 crawler loader, clean, \$11,000; Bobcat skid steer tracks, \$11,500. Several backhoes, tractors, dozers. Several parts machines. 518-634-2310

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Help Wanted

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Trailers

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E-mail your ad to
classified@leepub.com

		\$10.00
\$10.50	\$10.50	\$10.50
\$11.50	\$11.50	\$11.50
\$12.50	\$12.50	\$12.50
\$13.50	\$13.50	\$13.50
\$13.50	\$14.50	\$14.50
\$14.50	\$15.50	\$15.50

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