



AUGUST 2019



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CHANGES THE FACE OF
DRILLING**



**KLEMM DRILLING RIG
ANCHORS MIXED-USE
DEVELOPMENT**



**KEESTRACK OPTIMIZES
ELECTRIC DRIVE
TECHNOLOGY**



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*Next generation
of surface drill rigs
changes the face
of drilling*





- Drilling
- Blasting
- Washplants



Next generation of surface drill rigs changes the face of drilling

by RockRoadRecycle staff writer

On the cover:
A selection of Bauer's recently released surface drill rigs shown at this year's bauma Munich.

Photo courtesy of Bauer

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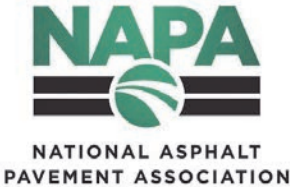
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Next generation of surface drill rigs changes the face of drilling

Whether it's mineral exploration or as part of drill and blast at a quarry, surface drill rigs are vital facets of the construction industry. In recent years manufacturers have invested in producing highly advanced equipment designed to produce highly cost effective and productive drilling wherever the equipment is needed. Many of the latest rigs possess equipment features with the latest IT developments that have moved surfacing drilling to new levels. Here we take a look at the latest offering from some of the leading manufacturers of surface drilling rigs.

Caterpillar launches its smallest rotary blasthole drill rig

New from Caterpillar is the Cat® MD6200 rotary blasthole drill rig which is designed as a production drill with the added flexibility for pre-split drilling. It is purpose designed to perform rotary or DTH drilling in single or multi pass modes, being able to drill holes of 127mm to 200mm (5.0 to 7.87 in.) in diameter. It is able to drill at a negative angle up to 15 degrees, which enables matching the slope of the highwall for pre-split drilling. The result is cleaner highwalls with less waste material going to downstream operations. For traditional production drilling, the mast can tilt from vertical out to 30 degrees with the operator being able to adjust the mast angle in increments of 5 degrees from the touchscreen in the cab with no special setup required.



Sandvik's new xSeries has been designed to deliver an improved user experience, with the enhanced control system able to reduce troubleshooting time and increase availability.

The MD6200 can be transported over the road with the mast on, so it can simply roll onto a truck when it's time to move to another site. The new drill also has a small shipping envelope meaning that in some configurations, parts outside the shipping envelope can be removed without the use of lifting tools, allowing two people to prepare it by hand for shipping. Designed to be highly maneuverable, its compact working envelope and powerful undercarriage get it into position faster, reducing the time spent accessing drill patterns and moving between holes. A Cat 336 excavator style undercarriage provides high levels of durability, tractive effort and drawbar pull.

Integrated Cat powertrain and electronics

A Cat C18 engine powers the drill and is rated to meet the needs of any site. It is available in US EPA Tier 4 Final configuration, and in US EPA Tier 2 equivalent configuration to suit regional needs. Both high pressure and low pressure compressor configurations offer variable volume air control, perfectly matching the compressor output to the drill tool and application needs. The system also lowers stand-by pressures while the machine is idle, further improving fuel efficiency. Proven Cat electronics control the MD6200 and offer service and maintenance technicians the same architecture used on other Cat machines.

The MD6200 has been designed to provide operator comfort and productivity with the cab offering ergonomic controls, helping the operator remain productive and efficient through the entire shift. Optional upgrades, such as a heated, ventilated seat with heavy duty suspension and dual pane glass, help operators stay comfortable. A multifunction joystick control and touchscreen are intuitive to use and three standard cameras provide the operator with enhanced visibility of the work area.

For drilling productivity, Cat's Drill Assist offers a number of automated functions including auto level, auto retract jacks, auto raise and lower mast and

auto drill. The drill depth monitoring system helps to reduce over and under drilling, optimizing productivity and fragmentation. Furthermore the MD6200 utilizes Cat Terrain for drilling, which uses state of the art guidance technologies to help operators drill holes in the exact location specified by the plan, resulting in smoother, safer and more efficient blasting.

New automated SmartROC D65 from Epiroc

The updated SmartROC D65 is the latest drill rig from Epiroc, said to provide users with the intelligence and power to consistently and efficiently drill high quality blastholes with accuracy and precision. The automation-ready platform also includes a new auto feed fold feature, which enables the operator to fold the feed for tramming or position it for drilling with the press of a button. The SmartROC D65 is said by the company to show the power of autonomous machinery, with automation revolutionizing the drilling industry, Epiroc has developed the new rig to enable its customers to remain at the forefront of drilling requirements.

The SmartROC D65 is available in three different feed beam sizes to carry 5, 6 or 8 meter pipes and has the capacity to drill down to a depth of 56m. When using 8m pipes, it is possible to drill 16m production holes with just one rod being added. The power of the COP M7 hammer enables the SmartROC D65 to drill holes up to 9 in. (110mm to 229mm) in diameter. Thanks to the intelligent control of compressor load and engine rpm, the SmartROC D65 not only helps to optimize the blasting process with improved fragmentation, it also cuts fuel consumption by an estimated 20% compared to the same size FlexiROC rig model. In addition, the rig offers multifunction joysticks and adjustable speed tramming to further improve operator comfort and make trailer loading safer and easier. Fuel efficiency has also been incorporated into the design of the new SmartROC D65, with the rig using 300 liters less hydraulic oil than previous versions. The rig also features a shorter boom specially designed for efficient and demanding quarry work.

Also from Epiroc is the PowerROC D60 which has been developed to give customers a high level of productivity



The BG 15 H from Bauer is purpose designed to face the challenges of small construction sites, and possesses an optimally adjusted hydraulic system that has a direct impact on fuel consumption.

when it comes to drilling large holes ranging from 110mm to 178mm. Its 5+1 rod handling system makes it possible to drill holes down to a depth of 30m, with its well-proven Epi-roc technology ensuring high quality and straightness of the hole. Features such as a pilot hydraulic system and a straightforward electronic system make the PowerROC D60 both easy to operate and easy to service. A powerful rotary unit ensures that PowerROC D60 can operate reliably in all types of rock conditions, with a highly effective dust collection system that ensures that the working environment is kept clean and safe.

Boart Longyear's LF™160 surface coring drill rig and FL262 Freedom™ Loader

The FL262 Freedom Loader from Boart Longyear is an innovative rod loading system that requires no intervention from the driller's assistant to trip and align rods or connect to the top drive head. When combined with a surface coring drill such as Boart Longyear's LF160, even more productivity and safety advantages are said to be gained from the mechanized systems. The LF160 rig and Freedom Loader combination has been developed to offer more control and oversight, which means less interruption and a more efficient operation. The loader's hands-free rod handling and remote controls allow the driller's assistant to work outside the area of moving equipment. This greatly reduces the risk of hand and back injuries from handling rods, with the loader being able to cycle 6m rods in the same amount of time as a manual cycle, meaning enhanced safety is achieved without compromising productivity.

Ideal for contractors who want to target sophisticated surface drilling exploration contracts, the LF160 rig is CE certified according to the latest EN16228 safety standards. Among its many features are a tilting top head drive which simplifies rod handling with built in tools and functionality such as the rod clamp, the spring-loaded floating spindle and the tilting function of the head. A foot clamp and breaking device is also featured, which is effectively four tools built into one: the lower rod clamp, the upper rod clamp, a rod making alignment device and a rod centralizer. A wireline winch is located in front of the mast, inside the rotation barrier for improved visibility, meaning that the driller can monitor the wireline spooling from the control panel, avoiding the tangling of wire rope typically experienced while lowering overshot.

Compact, flexible and efficient: The new Bauer BG 15 H ValueLine

The new Bauer BG 15 H is a new edition to the company's ValueLine range. This innovation specifically fulfills the requirements of a highly functional and cost effective machine in the small drilling rig segment, providing enhanced transportability with compact transport dimensions. The BG 15 H is purpose designed to face the challenges of small construction sites and possesses an optimally adjusted hydraulic system that has a direct impact on fuel consumption. This provides the BG 15 H with high levels of efficiency during daily drilling operations.

A potential drilling depth of up to 21m in single layer winch operation significantly reduces wear, and is also highly efficient in drilling up to 4m long drill strings. The new rig is available in two different configurations: the standard model offers a drilling depth of 32m and also the option of drilling under the mast. The upgraded version provides customers with the option of a drilling depth of up to 44m and the CFA drilling process. The drill rig base carrier has been completely redesigned and remanufactured by Bauer, which now offers a whole range of benefits even for small machines.

An integrated service platform allows easy access to all maintenance and service points in the upper carriage, meets the highest standards in terms of occupational safety and is combined with a transport width of just 2.5 m. Other key areas of redesign focus on a new operating concept, with all essential work functions being controlled via joystick. Displays, operational controls and an air sprung operator seat form an ergonomic unit. The BG 15 H also brings a new level of convenience to servicing with a deep center tunnel providing a transport height of just 3.3m which also serves as a service tunnel. This means that all maintenance and service points can be accessed conveniently from both sides.

Other new developments from Bauer

The German company has launched other new developments this year. One is its new platform for small rotary drilling rigs optimized especially for "kelly" drilling (this being a process by which a long square or hexagonal steel bar is used with a hole drilled through the middle for a fluid path). Its design enables the kelly to transmit rotary motion from the rotary table or kelly bushing to the drill string while allowing the drill string to be lowered or raised during rotation. It also possesses slightly larger dimensions so that the kelly can freely move up and down inside.

Three PremiumLine large rotary drilling rigs — BG 23 H, BG 33 and BG 45 — are also new to the company's lineup. Equipped with various attachments and tools, they demonstrate a small selection of possible applications for PremiumLine rigs. All are equipped with Bauer's award winning energy efficient power technology (EEP) and include a number of significant safety innovations. The new models possess an integrated service platform for easy, convenient and secure access for maintenance work, with the practical service platform being able to be pulled out like a drawer, so the motor paneling automatically serves as fall protection.

Sandvik launches the xSeries family of rotary and DTH drills

Sandvik Mining and Rock Technology's new xSeries is built upon the proven design which encompasses the renowned reliability of Sandvik's diesel powered rotary blasthole drills. It features added intelligence and improved operator ergonomics, providing operators with the right balance of reliability and technology to drill safely. The xSeries includes such features as a touchscreen GUI interface with Sandvik's Automation Module (SAM). This may be configured with a health monitoring system which replaces old style shutdown switches and enables continuous, real time measurement, allowing the operator to take the necessary actions in advance of any alarm situation.

The series has been designed to deliver an improved user experience with the enhanced control system able to reduce troubleshooting time and increase availability. A CMS (compressor management system) light electronic controlled compressor system and an over-size driller's window which offers an improved view of the drill table during operation are also included. Bolt on mast locks eliminate cutting and welding, making mast change outs quicker and a swivel enabled operator's seat with integrated electrohydraulic controls simplifies operation and offers improved visibility of operating environment.

Non-cabin Ranger™ DXR delivers unbeatable productivity in difficult ground conditions

In response to customer requests, Sandvik has expanded its Ranger™ DX series of surface top hammer drill rigs with two non-cabin Ranger™ DXR versions for improved safety in the toughest quarry and construction applications. The Ranger DX series of surface top hammer drill rigs are directly suited for construction applications, quarries and open pit mines, with the two new non-cabin drill rigs based on the Ranger DX600 and DX800 models, named Ranger DX600R and DX800R respectively.

The new Ranger DXR drill rigs can reach places that are off limits to operators and where other drills fail to operate. They essentially offer the characteristics of conventional Ranger DX series drill rigs' reliability and large drilling coverage area from the standard 17.6m² (1,89ft²) to an optional 26.4m² (2,48ft²) in a lighter and more mobile package. This is purpose developed to provide a superior solution for hazardous conditions where safe and productive drilling requires advanced radio remote control capabilities.

The non-cabin Ranger DXR drill rigs are able to flourish on unstable benches and deep cuts typical to applications such as road and railroad construction, foundation drilling, trenching and pipeline contracts. The most hazardous of these extremely demanding jobs can be impossible without efficient remote radio control, which allows the operator to always choose the best position in terms of safety and visibility. The remote control panel



Features such as a pilot hydraulic system and a straightforward electronic system make the PowerROC D60 both easy to operate and easy to service.



The updated SmartROC D65 is the latest drill rig from Epiroc, and is said to provide users with the intelligence and power to consistently and efficiently drill high quality blast holes with accuracy and precision.



also includes tramming control functionalities for fast hole to hole movements and precise hole spotting.

The revolving superstructure offers improved drilling coverage and superior stability thanks to the innovative counterweight solution and provides a solid foundation for drilling even on extreme terrain. In terms of productivity, the revolving superstructure enables the Ranger DXR to drill up to 60% more holes per set-up compared to conventional top hammer drill rigs. Together with powerful rock drills and Sandvik's Rock Pilot+ drilling control system, the Ranger DXR series represents what the company claims to be the highest productivity in non-cabin drill rigs.

Ranger DXR series drill rigs are designed for 64mm to 127mm (2½–5 in.) hole size range, with drill rod sizes between 38mm and 51 mm (1½–2 in). The standard configuration of the machine can be further boosted with more than 30 useful options, such as extended superstructure turning radius, advanced measurement systems and upgraded dust control. Contractors active in urban areas are likely to find a particularly attractive option in "Noise Guard", a simple and rugged cover structure offering a total noise reduction of more than 10dB.

Using less and doing more with the DR412i

The new Sandvik DR412i blasthole drill is designed to improve conservation and deliver dependable penetration in the world's harshest conditions. Constructed for rotary or DTH drilling, the DR412i is automation-ready and built to guarantee reliability while bringing a new level of safety and productivity to any operation. Three key components lead the innovative design efforts — namely safety, productivity and value.

Personnel safety is always a central element to any of Sandvik's products, with the DR412i being no different. A number of features work to protect operators and service engineers through precipitous jobs and rough conditions. Space, accessibility and visibility are said to be key factors to consider when designing the operator cab, ensuring easy access to routine maintenance ports. As part of what Sandvik says is its holistic approach, the company has implemented design elements that serve productivity while adding enhanced

safety aspects. Sandvik has also utilized worldwide safety standards and guidelines during the design process, set forth by the Mining Design Guidelines (MDG) and Earth Moving Equipment Safety Round Table (EMESRT).

The key features of the DR412i work hand in hand to increase productivity, with an advanced hydraulic system allowing for timely preventative maintenance. Rigid undercarriage construction increases stability to allow for more drive power. Power delivery is optimized for efficiency through the inclusion of the optional CMS (compressor management system). Furthermore, automated in-cab control features such as pipe handling cut down on maintenance timeframes and increase availability. The DR412i is also equipped with

cost cutting tools that maintain the same level of quality customers expect. Sandvik states that its equipment is built to last, ensuring durability and availability through the harshest drilling environments in the world.

One major feature of the new drill rig is Sandvik's patented CMS which solves the inherent inefficiencies of rotary blast-hole drills that have a direct connection between the engine and compressor. Isolating the compressor reduces the load on the engine by eliminating the need to maintain pressure when the machine is not drilling. The new CMS is Sandvik's most recent innovation and works to save thousands of gallons of fuel per year, ultimately reducing the overall carbon footprint of the user. ■



The key features of the DR412i work hand in hand to increase productivity, with an advanced hydraulic system allowing for timely preventative maintenance.

NSSGA announces new seat belt safety initiative: “Why Risk It? Just Click It!”

ALEXANDRIA, VA – The NSSGA recently announced a winner in naming the seat belt safety campaign: “Why risk it? Just click it!” The campaign’s focus is to remind the aggregate industry’s workforce of the importance of wearing seat belts on the job.

The winning slogan was submitted by Johnny Farley, plant manager at the Cross Plains Quarry of Rogers Group Inc. The slogan was selected through a naming contest of NSSGA member company employees. The newly revealed graphic incorporates the seat belt safety slogan and will be used in collateral and messaging across our membership.

“Safety is a top priority for our industry. NSSGA represents over 100,000 men and women who produce the essential raw materials found in every home, building, road and bridge across the country,” said NSSGA President and CEO Michael W. Johnson. “Our members place great importance

in the need to reinforce the wearing of seat belts on the job. We felt there was no better way to get that message across than to engage our workforce in naming the campaign.”

NSSGA launched a contest to name the seat belt safety campaign in February at its Annual Convention in Indianapolis. Over a three-month period, NSSGA accepted submissions from member company employees. In total, NSSGA received 333 submissions from 90 people, representing 47 member companies. A panel of NSSGA staff judged the submissions individually, without knowing from where each submission was submitted. Those results were compiled to reach a winning slogan.

“We were thrilled to hear that Johnny had submitted the winning slogan, but not a bit surprised,” said Rogers Group President and CEO Darin Matson. “Rogers Group has a strong safety culture,

and Johnny has been a champion of that culture at our Cross Plains Quarry, which is approaching six years injury free. We’re proud to have him on the RGI team and congratulate him for helping spread the safety message on the national level.”

The seat belt safety campaign slogan will be incorporated into messaging and graphics to be available for member company facilities. Farley will be recognized for his winning entry at NSSGA’s Legislative & Policy Forum, to be held in Washington, D.C., Nov. 18 - 20.

“We are proud to recognize Johnny Farley on winning our seat belt safety slogan contest and express our appreciation for the participation of all our contestants. Such involvement from our members make us stronger as an association and an industry. And a special congratulations to Darin Matson and the Rogers Group Inc. team,” added Johnson. ■



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Love at first sight for additional drill meters

Right:
Ready for action: The first task of the brand-new drill rig is to drill a 56-hole drill grid in the Kupferberg quarry.

To match the high demand for natural stone grains in the current boom in mainstream construction, some operators who normally drill and blast on their own are buying additional drill meters through service providers. In light of this development, the latter are also increasing their capacities. That is just what German drilling and blasting company Klaus Berge did when it invested in a new Sandvik Ranger™ DX900i, making it the first in the country to operate the completely new type of drill rig.

It was not long ago that German experts came into contact with the new Sandvik top hammer drill rig, Ranger DX900i. One of the first pre-production models was presented at the Sandvik stand at Steinexpo 2017 as an absolute novelty prior to the official market launch. Potential operators were impressed at first glance by the 290° working radius of the machine, covering a drilling area of 55m². With fewer transfer operations, fixed drill grids can be drilled faster, more precisely and more safely. New and powerful RD920 series rock drills with outputs from 21 - 27 kW are available for the drill rig. The drill rig is equipped with Sandvik GT60 drill steel for straight holes in diameters from 92 - 127 mm. All this, combined with a fuel efficient 210 kW engine, makes it the most powerful and economical surface top hammer drill rig in its class. "What is special about this powerful type of drill rig is that even difficult, narrow and very uneven drilling fields can be drilled, which is not possible to the same extent with any other rig," said Klaus Berge, transport, drilling and blasting contractor from Alheim, Hesse, Germany.

This aspect, in combination with the strong drilling performance, was decisive for him and ultimately pivotal in the purchase of a Ranger DXi drill rig. "During the fair visit, Olaf Gruner, German sales manager for Sandvik drilling equipment, gave us detailed advice and information, including on the advantages of the proven iTorque control system," recounted Berge. This control system brings important advantages to the drilling process,



such as the automatic adjustment of drilling parameters for high drilling accuracy even on difficult rock types. In this way, optimum drilling performance and drilling accuracy are achieved, while simultaneously minimizing drill steel wear.

Acceptance by conviction

Impressed by the possibilities offered, Berge has now invested in the Ranger DX900i. It certainly isn't every day that the owner of a small company in Germany is the first to buy a premier drilling unit of a completely new series. But Berge, who has been drilling and blasting since 1989, sees a good reason for this: "We have been using the predecessor of the new model – Ranger DX800 – for the past six years and are completely satisfied with it. That is why we wanted to rely on a model in the Ranger series again for our upcoming supplementary purchase." After the first few days of operation, Berge witnessed the fulfillment of another promised advantage. "The construction of the new Ranger DX900i is different from its predecessor. That means it is, once again, noticeably more stable," he said. "It has also been confirmed that the new rock drill is stronger and accordingly, strikes perfectly. For that reason plus because more flushing air is available, it is more economical to drill."

The real use of the intelligent system equipped with Industry 4.0 docking stations will only be revealed in practice over time. After the thorough four-day supplier training at the start of the operation, there was a second training four weeks later, during which all unanswered questions concerning the drill were clarified together with the manufacturer's instructors.

Ideal drilling site in northern Bavaria

Berge's references are exemplary. In addition to heavy haulage and drilling jobs, the company also provides complete services for the operation of quarries. Nevertheless, no matter how much experience a company has racked up, thoroughness is essential to rapid operational success and safety when training on completely new devices. For this reason, Berge's personnel were trained on the newly delivered Ranger DX900i in September 2018 at Hartsteinwerke Schicker OHG's Diabas quarry in Kupferberg. The traditional company currently operates four quarries in northern Bavaria (in Bad Berneck, Kupferberg, Stadtsteinach and Rugendorf). While extraction and processing have so far largely been handled by the company's own workforce, since the acquisition of the fourth site and due to the current high demand, the integration of additional drilling service providers has been necessary. The site is located 270 km away from Berge's headquarters, i.e. beyond the usual deployable radius of the Hessian supplier's external drill meter. However, with demand and supply fitting together perfectly, exceptions are ever present in such cases.

Berge operator Andreas Soldan, Sandvik sales manager Olaf Gruner and Sandvik instructors Ralf Müller and Raoul Düsing were involved in the preparations for the first deployment of Ranger DX900i. A key role was played by Pauli Lindholm, a service technician from the Sandvik factory in Tampere, Finland. With his first-hand knowledge



Klaus Berge has, through his investment, placed the first top hammer drill rig Ranger DX900i into German operational practice.

of the machines, Lindholm has the most insight into Ranger DX900i. His task is to “train the trainer,” because even his German instructor colleagues become familiar with the newcomer after their first time in use. For such situations and to ensure the future transfer of knowledge, the redesigned, ergonomic and comfortable ROPS/FOPS-certified cabin of the technologically advanced drill rig includes an instructor’s seat behind the driver’s seat.

Satisfying first test run

In remarkable silence – thanks to collaboration with the Finnish Technical Research Centre VTT, the noise levels in the new iCab-cabin have been brought to a minimum level – the instructor explains the new user interface and control panels of the touchscreens. The user-friendly joysticks are handled correctly by all Ranger DX900i newcomers from the first try in the test run. Instructor Lindholm, behind the machine’s operator seat, is visibly satisfied with the result even at this early stage. Just a few days later, operator Soldan has also established a trusting relationship with Ranger DX900i and appreciates its advantages – at least as far as the hardware is concerned. The hydraulic, self-propelled surface drill rig with a nimble automatic rod changer will do great in terms of visibility during production drilling in quarries, that much is already clear. It will also earn points if the Berge crew, on behalf of construction companies, is involved in infrastructure measures with drilling and explosive equipment.

According to the current order situation, there is still much to do in the coming months. But it will have quickly paid off for contractor Klaus Berge to have added a particularly productive device such as Ranger DX900i to the company’s fleet. ■



A closer look: Very tidy and sensibly structured, the new Ranger DXi is extremely easy to maintain.



Left to right: Joint premier for Raoul Düsing, Ralf Müller, Andreas Soldan, Olaf Gruner and Pauli Lindholm.



Professional training: Behind Berge operator Andreas Soldan, Sandvik’s instructor Pauli Lindholm takes on his role as a trainer.

An exciting year for Maine Drilling & Blasting

GARDINER, ME – 2019 kicked off the incorporation of a new philanthropy program at Maine Drilling & Blasting. Long known as a responsible corporate citizen, Maine Drilling & Blasting set out on a mission to make a more dedicated and organized, positive impact on all of the communities that they service. The committee chose four nationally recognized nonprofits to proudly stand behind: Make-A-Wish, Habitat for Humanity, the Wounded Warrior Project and the Travis Mills Foundation, in addition to the many other organizations they already support annually. Topping off the company's commitment, MD&B has given every eligible employee a volunteer day off to support any of these foundations.

"Community service will be part of our DNA. I am pleased to be a part of our evolution as a company that keeps reaching for more ambitious goals as compassionate individuals," said Dan Werner, president and CEO.

Each of the selected charities align well within the MD&B culture and core values of respect, fairness, honesty and responsibility.

- Make-A-Wish volunteers, donors and supporters advance the vision of granting the wishes of children diagnosed with critical illness. MD&B is proud to help ease that burden by granting three wishes in 2019.

- Habitat for Humanity works in nearly 1,400 communities across the United States and has helped more than 13 million people achieve safe, decent and affordable shelter. MD&B will be participating in at least three builds throughout their service geography in 2019.

- The Travis Mills Foundation supports recalibrated veterans and their families through long-term programs and provides camaraderie and relationship-building at a coun-

try retreat in Rome, ME. MD&B is assisting through both corporate donation and volunteering at the retreat.

- As a Corporate Champion, MD&B partners with the Wounded Warrior Project (WWP) to deliver life-changing programs to over 100,000 wounded warriors, their families and their caregivers.

MD&B has also been selected by the ESOP Association as a 2019 Runner-Up Winner in their national Annual Awards for Communications Excellence (AACE), in the category of Printed Materials, Over 250 Employees. The AACE Awards are sponsored each year by the association to recognize the outstanding communications and educational programs of its members. The awards are presented each May at the association's annual conference in Washington, D.C., to companies who have excelled in communicating the ESOP (employee stock ownership plan) and its meaning to the company's employees.

MD&B is an employee-owned company with corporate headquarters in Gardiner, ME. There are 293 active employees in the company's ESOP, which was established in 2004. Of those, 182 are 100% vested. Fifty-eight percent have account balances of between \$1,000 and \$50,000, and 35% have account balances in excess of \$50,000. An active MD&B ESOP Employee Communication Committee helps promote a broad-based understanding of MD&B's ESOP, supports a vibrant culture of employee ownership and represents the interests of all employee owners.

Two MD&B communication initiatives to its employees were represented in the 2019 AACE Award. The first, titled "The ESOP is in Your Hands," gives visibility to the value of products, processes, tools and equipment which quite literally are touched or in hands on a daily basis, in order to encourage efficiency and minimize waste that impacts the company's bottom line and everyone's ESOP. Similarly, the "Broken Steel Warranty Recovery" initiative encourages and recognizes the report and return of broken or damaged drill steel and accessories by employees on jobsites. Instead of thousands of dollars being thrown away, the money received through the program goes directly to the bottom line, growing everyone's ESOP.

Werner commented, "We are very pleased to have been selected as a 2019 AACE Award winner. We have a strong ownership culture, which I firmly believe drives our success. We truly work, and now think like owners, thanks in part to the educational efforts and communications we've developed over the past 15 years. Our employees are actively suggesting new products to feature in our ESOP is in Your Hands messaging and field employees were directly responsible for generating over \$23,000 in credits back to the company during the first six months of the Broken Steel Program. Our employee owners remain very engaged with both of these ongoing initiatives."

AACE Award winners are chosen by a panel of five judges made up of both management and non-management employee owners, each of whom has demonstrated active experience and interest in the field of ESOPs and employee ownership communications. Awards are based on overall quality and quantity of employee owner education, contributions of employee owners, integration of the ESOP into company culture, frequency of ownership communications, involvement and/or response of employee owners, encouragement of ownership attitudes, clear expectations, creative ideas, graphic design and technical quality.

MD&B, recognized as a leader in the industry and a long-term contributor to the local community, offers drilling and blasting services to the construction and quarry markets, along with a variety of specialty services throughout the Northeastern and Mid-Atlantic United States. In addition to the corporate office in Gardiner, ME, MD&B has offices in New Hampshire, Vermont, New York, Massachusetts, Connecticut and Pennsylvania. ■



L-R: Kathy Guerin, MD&B marketing director, and Amy Rexroth, regional office manager II and chair of the ESOP Communication Committee, accepting the AACE Award in Washington, D.C.

Photo courtesy of Maine Drilling & Blasting



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Prairie Dawg Practical

by Tim Holmberg, DEMI Equipment

Hey Prairie Dawg, "Let's talk wash plant maintenance."

What do you do to maintain a materials wash plant? Do these plants require only minimal maintenance since they aren't being used to crush rock down to size? Do they require little housekeeping to keep them clean and clear of rogue material and debris?

Does utilizing a fresh water source to operate the rinsing action or even scrubbing allow the wash plant to maintain a rust-free

appearance? What about moving mechanical parts? It seems as though there would be much less to worry about than a self-contained, diesel-driven, remote control-operated piece of equipment. Let's dive into a few of these questions and see if the answers shed some light on the maintenance of a wash plant.

After working in the maintenance and manufacturing of wash plants from the ground up over my (somewhat) lengthy tenure

in the industry, I can definitely say that properly maintaining a wash plant – like any other piece of equipment – will majorly benefit the production output and run-costs for many years. As with most aggregate-related processing equipment, it is imperative to keep tight housekeeping practices.

Keeping a wash plant cleaned and clear of rogue material getting lodged between the screen box and rigid structure holding it in its place allows for best screening action throughout a run period, as well as minimizing any metal disfiguring or premature metal erosion. Also, one wants to stay ahead of the AR wear plate media being worn through and then especially wearing into the parent base metal it's attached to in order to minimize any material leakage or even contamination of already sized finished product piles. By keeping these AR wear plates in good condition, you can rest assured that the customer receiving your finished washed material will be most happy.

Does providing fresh water make certain the wash plant will maintain a rust-free appearance or structural integrity throughout its life cycle? No, even freshwater usage doesn't guarantee that after a few years the screen box and structure won't require a good thorough paint refinishing process, including an on-site sand blasting procedure ahead of a new primer seal coat and high-quality industrial paint.

Some of the best preventative measures one can provide to help eliminate this premature rust invasion is to work at controlling bouncing, flying material projectiles. Just like you would prevent someone throwing rocks at the vehicle you own, you don't want it to happen to this equipment because it will definitely lead to a shortened, more costly lifespan. Using a little practical ingenuity could protect your investment by prolonging the production lifespan.

Maintaining the internal or external moving parts when they are noticeably needing attention versus letting them reach their actual breaking point can be most beneficial since wash plants can damage themselves extremely if operated for only a few minutes with certain internal parts damaged. Keep spare parts on hand so you don't have to push the envelope waiting for parts to be ordered and then delivered. This is often time you may not have when dealing with the mechanical aspects. Make sure you read and study the manufacturer's recommended maintenance schedules and life expectancy of finely tuned, quality-built screen boxes. By performing the scheduled maintenance recommendations you can save valuable dollars on unnecessary welding and machining costs. Whenever these processes are required to get the components back to their operable state, it could lead to the equipment never being as good as it was originally.

Lastly, screen cloth media and all associated components such as clamp rails – right down to the tensioning bolts – are a critical part of maintaining the wash plant's overall integrity and production output. When any of these components get worn down or even broken, not only does product have more chance to be contaminated, it also lets the screen box itself flex and twist more than is considered acceptable – once again risking the entire wash plant's structural integrity. So keep a close eye on the maintenance of your wash plant and you will be much further ahead at the years end profits.

If you enjoy these random aggregates 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.

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Superior Industries introduces “Lifetime Warranty” on Patriot® cone crushers

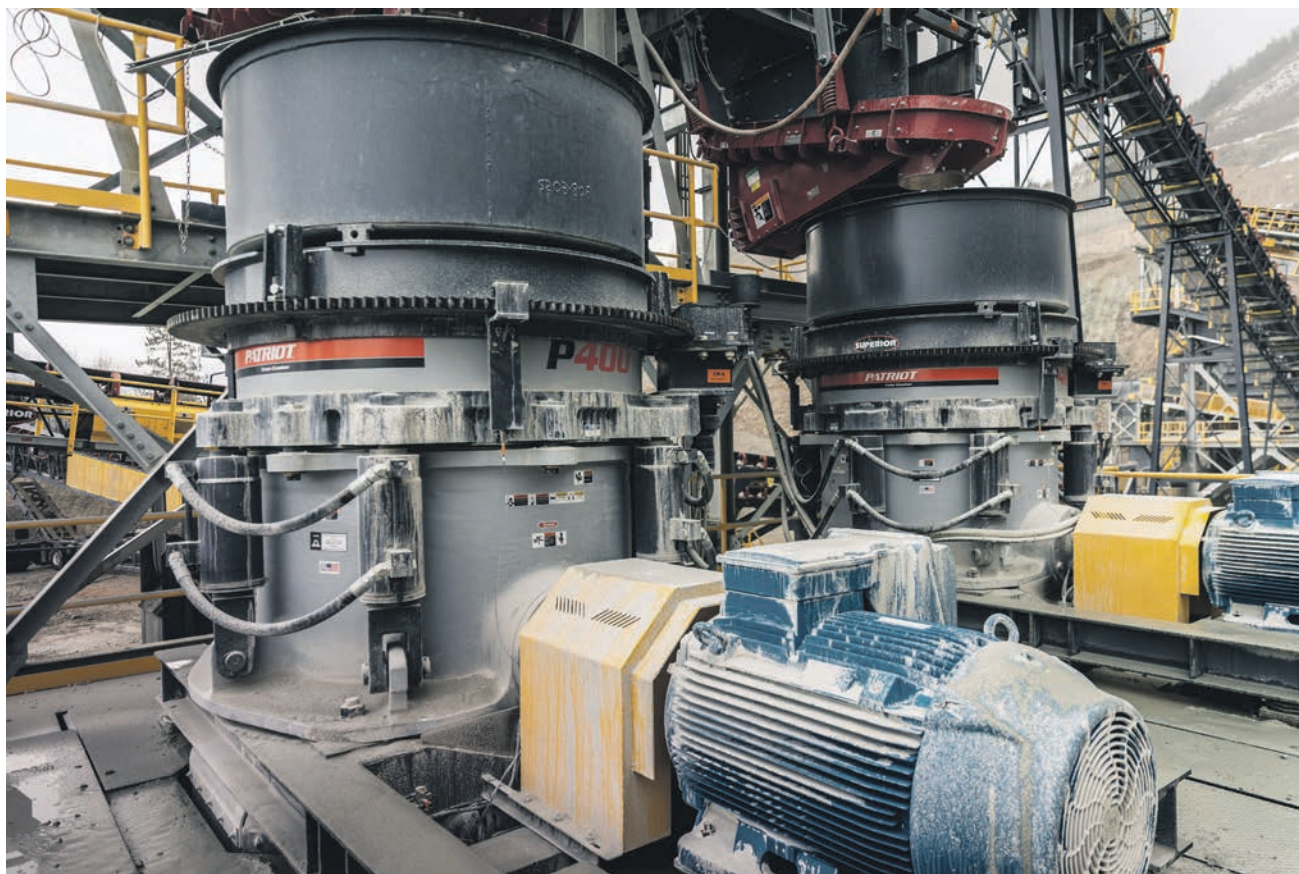
MORRIS, MN – Superior Industries Inc., a U.S.-based manufacturer and global supplier of bulk material processing and handling systems, recently announced that a limited lifetime warranty now comes standard with new Patriot cone crushers. One-of-a-kind in dry bulk crushing, the no cost extended warranty covers the cone's major components including the adjustment ring, bowl, eccentric, head, mainframe and main shaft.

“Our goal is to be our customers’ most trusted partner by improving long-term reliability of their systems and applications,” said John Garrison, a vice president with the manufacturer. “By extending a lifetime warranty, our cus-

tomers can concentrate on more important aspects of their operation, knowing we are there to support their crushing investment for a long, long time.”

To receive lifetime warranty protection, Superior said owners and operators of new Patriot cone crushers must complete a presale application review, equip their cone with Vantage® Automation, operate within the cone's design limitations, use Superior parts and annually allow a paid inspection (or every 2,000 hours).

The company encourages clients to review the warranty documentation for terms and conditions including exclusions. ■



Superior Industries Inc., a U.S. based manufacturer and global supplier of bulk material processing and handling systems, recently announced that a limited lifetime warranty now comes standard with new Patriot cone crushers.

Photo courtesy of Superior



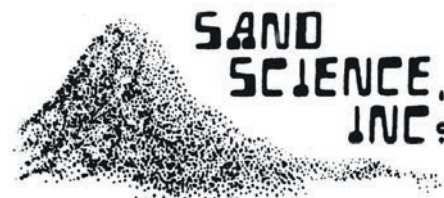
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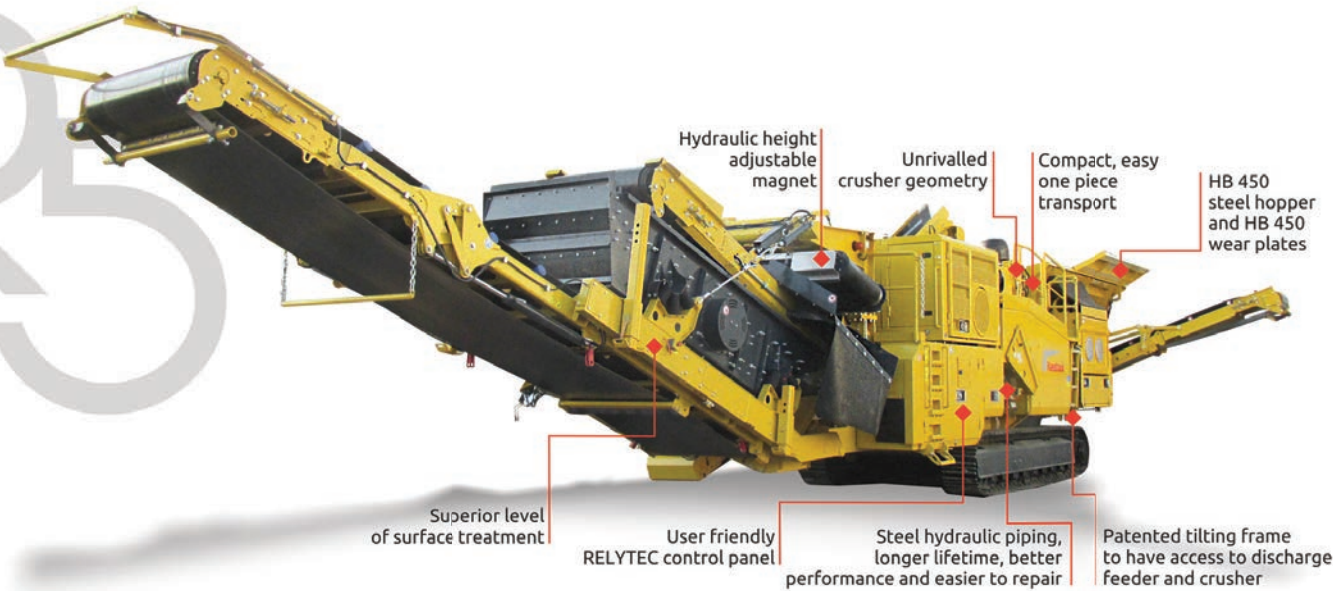
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Epiroc introduces the next generation of the Rig Control System for Pit Viper blasthole drilling rigs

GARLAND, TEXAS – Epiroc recently introduced the fifth generation of Rig Control System (RCS). RCS 5 is the next evolutionary step toward fully autonomous mining.

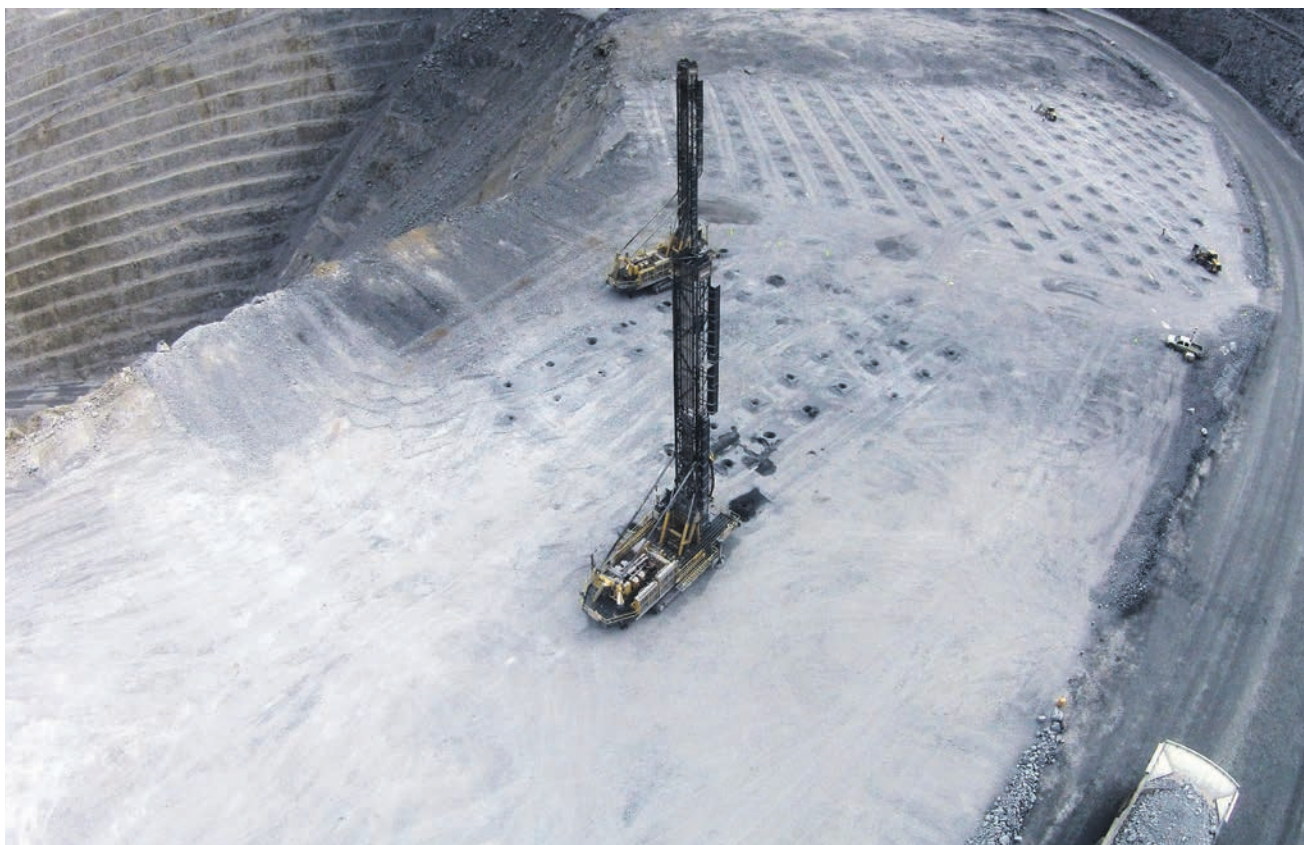
RCS 5 provides the next step for the mining industry from the automation program that brought autonomous drilling into a sustainable reality. Features such as Machine-to-Machine Communication, sharing real time drill plan updates between drills, Auto Tower Angle and Integrated Camera View advanced awareness are some of the early features introduced.

Whether operating from a remote location or on-board the drill, the new and improved RCS 5 intuitive main menu creates a user-friendly experience that ultimately increases productivity. This new design allows the operator to focus on the task-at-hand and switch seamlessly between screens in a well-organized and dynamic environment.

RCS 5 with the new function, drill plan generator (DPG), allows for creating and editing drill plans on-board the rig or from a remote location quickly and easily.

The new drilling data screen in RCS5 features real-time depth and penetration rate feedback with histogram for easy in-hole monitoring.

“We’re excited to continue our automation journey, pushing the limits in sustainable productivity. Launching the RCS 5 platform will allow our customers and partners to further advance their operations, saving valuable time and dollars while increasing predictability and safety with either on board or autonomous operations,” said Tyler Berens, product line manager, automation at Epiroc Drilling Solutions. “Autonomous operations began with RCS 4 – wait until you see where we take it with RCS 5.” ■



RCS 5 is the next evolutionary step toward fully autonomous mining.

Photo courtesy of Epiroc

Epiroc USA moves headquarters to suburban Denver technology hub



Epiroc has relocated its U.S. headquarters from Commerce City to Broomfield within the Denver, CO, metropolitan area.
Photo courtesy of Epiroc

BROOMFIELD, CO – Epiroc has relocated its U.S. headquarters from Commerce City to Broomfield within the Denver, CO, metropolitan area. The company joins a dynamic business community in a tech corridor known as the “Rocky Mountain Silicon Valley.”

The move to a technology hub is a natural one for Epiroc, a global company that provides innovative drill rigs, rock excavation and construction equipment and tools, along with service products and solutions. Epiroc focuses on delivering world-class technology solutions for automation and interoperability.

Broomfield is situated halfway between downtown Denver and Boulder in the U.S. Highway 36 technology corridor of the northwest Denver metro area. Epiroc’s headquarters is located at 8001 Arista Place, alongside notable neighbors from the technology, manufacturing and packaging sectors.

The new space was built to embody who Epiroc is – innovative, focused and future-forward – and to enable the company to better facilitate customer events. Epiroc also expects the relocation to help with employee recruitment, provide better access to amenities and offer transportation efficiency for more than 70 people who work at the location.

“The city of Broomfield is a perfect fit for Epiroc,” said Jon Torpy, president and general manager of Epiroc USA LLC. “While our company dedicates efforts to innovation and new developments in autonomous mining, tele-remote drilling and interoperability, it is ideal for us to join a community that embodies growth and collaboration. The move will only help us become a better partner for our customers.” ■



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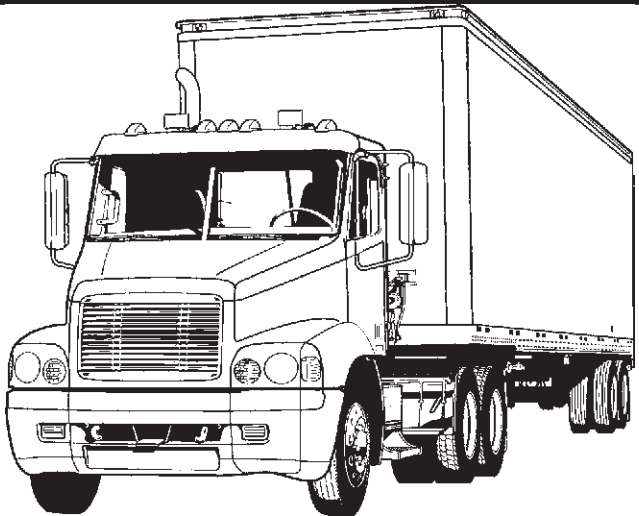


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Construction and quarry drillers now have the advantages of total-site positioning available as standard features in a top-hammer drill rig for line drilling and blast

holes up to 5 inches in diameter. Epiroc's fuel-efficient SmartROC T45 comes with its own site-navigation system. Any drilling company that uses computerized

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The SmartROC rig's Autofeed Alignment works with the GNSS to ensure all holes are drilled precisely parallel to each other. GNSS-guided drilling is accurate to within 3.9 inches. Perfectly parallel holes permit wider shot patterns while maintaining control of fracture size, fly-rock and particle velocity. Fewer holes over

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The SmartROC T45 is also designed for fuel efficiency, reducing not only fuel costs but time spent interrupting a shift by refueling.

For more information, visit epi-roc.us. ■



Epiroc's fuel-efficient SmartROC T45 comes with its own site-navigation system.

Photos courtesy of Epiroc



Perfectly parallel holes permit wider shot patterns while maintaining control of fracture size, fly-rock and particle velocity.

Austin Powder Company announces new regional structure and leadership

The company creates new eastern and western regions

Construction and quarry drillerBEECHWOOD, OH — Austin Powder Company (APC), is pleased to announce that their US operations are now structured into two new distinct regions that will be led by Reed Sapp, executive general manager – eastern region and Bob Giovando, executive general manager – western region. Both roles will report into Jason Rawlings, president of Austin Powder Company and will be part the company's executive leadership team.

"Please join me in congratulating Reed and Bob on their new roles," said Rawlings. "We are establishing the Eastern and Western Regions to strengthen our organization and leverage Austin Powder Company's focus on supporting our customers in quarrying, mining, seismic and construction with our national footprint."

Sapp joined Austin Powder Company in January of 1997 as President, Southeast Division. In 2011 he was promoted

to Corporate Vice President of Sales with responsibility for the company's quarry, construction and seismic businesses.

Prior to joining APC, Reed was employed by Atlas Powder Company/ ICI Explosives for 12 years where he held various progressive management roles. Reed attended Penn State University as well as Robert Morris University where he earned a BS in Business.

In his new role as Executive General Manager — Eastern Region, Reed will lead Austin Powder's Appalachian, Great Lakes, Midsouth, Northeast, and Southeast Divisional companies with Tom Cochran, Barry Anderson, Matt Landis, Bill Beno and Mike Harms directly reporting to him.

Giovando, started his career with Austin Powder in April of 2002, working on special projects for Dave True. Giovando became a Divisional President in 2003 with responsibilities for five APC locations: Stendal, IN, Madisonville, KY;

Reeds Spring, MO; Farmington, MO and Montrose, MO. Over time, his leadership responsibilities expanded to the oversight of 11 APC locations.

Giovando obtained his BS in Mining Engineering from the University of Missouri at Rolla (UMAR) and an MBA from Southern Illinois University. He spent over 10 years in the coal industry working in numerous positions including engineering, procurement and operations. He then worked another 10 years for an ammonium nitrate manufacturing company providing products and services to the coal fields in Illinois, Indiana, Kentucky and West Virginia.

In his new role as Executive General Manager – Western Region, Giovando will lead Austin Powder's Central States, South Central, Western and Mining Divisional companies, with Brad Splitt, John Burrows, Steve Harris and Jeff Fowler directly reporting to him. ■

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KLEMM drilling rig anchors mixed use development

by Brian Fraley

On the cover:
Berkel & Company Contractors used a KLEMM KR 807-7G Drilling Rig to install nearly 400 grouted tieback anchors for shoring walls of a 50-foot cut from ground level on a mixed-use development in Tysons Corner, VA.

Photo courtesy of
Berkel & Company Contractors

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ECA promotes Ulrich to director of BAUER product sales and service

PITTSBURGH, PA – Equipment Corporation of America (ECA), distributor of foundation construction equipment, recently promoted Gordian Ulrich to the position of director of BAUER Product Sales & Service.

Ulrich is a geotechnical engineer with a degree from the University of Karlsruhe in Germany who started his career at BAUER Maschinen in Germany in the method development department in 2007. He spent almost eight years traveling – starting up, running jobs or training customers on their projects using BAUER equipment. He and his family

moved to Toronto, Canada, in 2014 to join ECA Canada.

At ECA Canada, Ulrich was the BAUER applications engineering manager and primarily focused on introducing new drilling techniques, tools and rigs to the North American market. In 2016 he and his family moved to Philadelphia, PA, to join ECA in the U.S. where he is now centrally located at ECA Philadelphia. Today he uses his unique global technical expertise to consult, support and train specialty foundation contractors throughout the ECA territory.

In this new role, Ulrich will be responsible for all BAUER



People in the industry

product-related sales, service and training. He will also lead the new BAUER Service Team which is focused on improving the overall quality of ECA's service and technical support.

Most of his free time is spent with his wife Lena and daughters Marla and Tilda. He's also a gearhead who enjoys all cars, including Porsche. ■



ECA recently promoted Gordian Ulrich to the position of director of BAUER Product Sales & Service.

Photo courtesy of ECA



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Berkel obtained the KR 807-7G from Equipment Corporation of America (ECA) in July 2018.

A KLEMM KR 807-7G Drilling Rig worked discretely in the shadows of a shoring wall on a busy jobsite traversed by heavy equipment in the budding metropolis of Tysons Corner, VA. Berkel & Company Contractors had already installed six tieback anchors before lunch on this picture-perfect morning in late April 2019. The quiet, compact rig seemed obscure in this context but its role was essential in shoring up the foundation for a new mixed-use development.

For Berkel, this was a medium-sized job, but the buildings that will eventually stand here are far from small. This final phase will accommodate the third high-rise in the massive complex. Berkel has also done the shoring for previous phases over the past five years, including a 470-foot-tall tower – northern Virginia's tallest building.

Berkel served as the shoring foundation subcontractor. This shoring system for the project – consisting of soldier piles, lagging, and tieback anchors – was identical to the one required for the 470-foot-tall building, which towers above the northern section of this roughly 25-acre site, according to Superintendent Art Rhodes, a 21-year Berkel veteran that works out of the Silver Springs, MD, office.

"We're providing access for Miller & Long to come in and build the footings and building," he said. "We're going to hold up all of the roads, buildings, and utilities."

Shoring with grouted tieback anchors

The core of Berkel's work was installing nearly 400 grouted tieback anchors to hold up the shoring walls of a 50-foot cut from ground level. The contractor was also tasked with the tower crane foundation crane piles and a caisson for the pedestrian bridge that will connect to an adjacent parking garage.

Berkel obtained the KLEMM KR 807-7G from Equipment Corporation of

America's (ECA) Washington, D.C., branch in July 2018. The rig served as its workhorse for the high production installation of tieback anchors. Over the past several years, Berkel has amassed a fleet of 11 KLEMM Drilling Rigs.

"This high-production machine (KR 807-7G) is specifically designed to install tiebacks with casing," explained ECA's Washington branch manager Mike Brown, adding that it's also the largest in KLEMM's universal rig line. "It's the perfect rig for a project like this where the contractor is looking to maximize productivity for a large quantity of tiebacks."

Berkel used the KR 807-7G to drill holes and install tieback anchors. The rig's patented Mag 7.0 Revolver system enabled the operator to rotate the barrel and install casing sections. A strand tendon was then installed and tensioned to the required strength. Berkel used 70-foot-long anchors but there were sections where it had to go deeper to reach competent material.

The anchors consist of an unbonded zone adjacent to the sheeting and a bonded zone deeper in the earth. The KR 807-7G extracted the casing sections as the grout filled the void around the anchor. After the grout reached an initial set, Berkel then applied high strength grout to the portion in the bonded zone under pressure. The grouted anchor achieved full strength once the grout had fully cured.

High productivity despite hard rock

Drilling productivity was high on the project because subsurface conditions were much less complicated than Berkel's typical projects. Rhodes called it a "shoring man's dream job," other than a patch of stubborn Quartzite on the south side of the site, which was anticipated based on original test borings.

The majority of the site included a sandy clay with partially weathered rock (PWR) starting around 50 feet down, which was most noticeable when Berkel drilled soldier piles for the shoring wall. "The PWR makes good anchors for tiebacks," Rhodes stated. "It also stands up well when you cut it out for lagging and doesn't cave in."

Berkel used the KR 807-7G to install six-inch diameter tieback anchors to depths ranging from 65 to 75 feet. The crew averaged six holes in an eight-hour day, but easily drilled 10 or more in a 10-hour day when conditions were ideal.

"We were drilling 75-foot-deep holes in 20 minutes in the areas without rock," Rhodes said. "It took us up to 20 minutes to drill a foot into the quartz. It's hard rock."

The journey to KLEMM loyalty

Berkel had been running KLEMM 806 models and added the 807 line. The KR 807-7G used on this project would become the second the contractor owned. While similar to the 806, the 807s are not only more powerful but also feature the Mag 7.0 rod handling system.



Berkel faced stubborn quartzite on the south side of the site, although overall drilling conditions were ideal because most of the site consisted of sandy clay and PWR.



Seasoned operator Tyler Davis prefers working on the control panel arm at a 90-degree angle to the tilted mast.

After running virtually every brand of drilling rig over the years, Berkel developed a preference for KLEMM. “We’ve had other rigs that are similar, but they don’t compare to the KLEMM,” said Rhodes, who recalls Berkel’s air-track drills wearing out quickly in the 1970s and 1980s. “It’s just a quality piece of equipment. You don’t get any better.”

Operator Tyler Davis, whom ran the KR 807-7G on the project, echoed this sentiment. “It’s like the Cadillac of drilling rigs,” he said. “We’ve had other brands and they just don’t hold up.”

Rhodes believes Berkel’s KLEMM preference dates back to its work at the World Trade Center Bathtub after September 11 when it drilled tieback anchors to secure the slurry wall. The contractor had ordered its first two KLEMMs and he recalled watching the imported rigs floating in on New York Harbor.

“We were running a 9 5/8-inch casing for the tiebacks and each section weighed 400 pounds,” Rhodes recalled of the Bathtub project. “We were going 130 feet to rock at a 45-degree angle and the KLEMM spinning that much weight and hanging that much casing was like nothing I’d ever seen before.”

The KR 807-7G is stacked with bells and whistles including the energy efficient power (EEP) system, which improves fuel efficiency. The three keys to Berkel’s preference for KLEMM however, are reliability, durability and smoothness of operation.

An operator and his KLEMM

Tyler Davis worked the control panel of the KR 807-7G like a master pianist on the project. As an operator with Berkel for 20 years, he has run virtually every brand of drilling rig and has come to prefer KLEMM.

Davis watched the mast and spinning casing with the patience and intensity of a hawk preying on small game. He explained that he looks for proper functioning, worn and loose parts and other potential operational issues.

“With other rigs, you dread the idea that the machine might break down because it makes for a longer day,” the seasoned operator said, recalling that other brands have issues such as leakage and heads blowing out bearings. “These KLEMMs are so reliable. There are hardly any issues other than typical wear.”

The KR 807-7G comes with a radio remote control unit. ECA’s Mike Brown said many operators prefer the remote control for a variety of reasons, including the flexible vantage point during drilling, but Davis prefers working on the control panel arm at a 90-degree angle to the tilted mast because he is accustomed to it and quicker on the control panel.



The KR 807-7G installed six-inch diameter tieback anchors to depths ranging from 65 to 75 feet.

“They (Berkel) have other rigs but the 807’s are the first rigs that they’ve had that have the carousel or revolver magazine,” said Brown, adding that ECA’s Kevin Austin provided Davis with a full day of onsite training on the KR 807-7G. “It was a learning curve for him to get used to that, but he started flourishing with this rig quickly.”

Davis admitted to watching a YouTube video on the operation of the Mag 7.0, which was a helpful supplement to ECA’s training. Within two weeks, he felt he had mastered the functionality and was operating at peak performance.

Staying on schedule the only option

Berkel started work on the project in February 2019 and planned to be finished by August 2019. Rhodes indicated in May 2019 that the job was firmly on schedule, and if it weren’t, Berkel would “give it 100% to get it done,” whether that meant more hours, weekends or a stand-in rig.

“On a job like this where you’ve got a demanding GC and a demanding owner, what would the ramifications be if that rig broke down?” Rhodes asked. “Do you plan for that?” Berkel’s experience with the KR 807-7G and the KLEMM line as a whole will no doubt ensure that these questions remain rhetorical. ■



Berkel averaged six holes in an eight-hour day, but drilled 10 or more in a 10-hour day when conditions were ideal.

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TruckIT awarded first runner-up by Technology Association of Georgia's 2019 SSA Impact Awards

ATLANTA, GA – TruckIT, a construction technology startup specializing in the innovation of on-demand hauling and fleet/dispatch management, was recently awarded first runner-up by the Technology Association of Georgia's Southeastern Software Association 2019 Impact Awards (TAG SSA Impact Awards) in the Independent Software Vendor category.

TAG's SSA Impact Awards recognize companies and their

teams that have demonstrated outstanding leadership in bringing new technology solutions to the market. The official awards page notes the SSA Impact Award winners "have built outstanding software solutions that deliver a significantly positive impact on both their customers and business community."

The TruckIT team attended the SSA 2019 Impact Awards reception at the Georgia Aquarium on Thursday, June 27. TAG's President, Larry Williams, and TAG SSA Board Chair Brian Benn were present to congratulate TruckIT as the first runner-up, beating out 13 other applicants and three awards finalists within the Independent Software Vendor category. TAG's SSA board members personally nominated a total of 40 Georgia-based tech businesses, all of which varied in offering, size and annual revenue, to apply for the 2019 Impact Awards.

"We strive to hire team members who have an innate moral compass and who are passionate about applying it to their work in order to build the best products available," said Pace Davis, CEO of TruckIT. "Because of that, the entire TruckIT Team feels both rewarded and motivated knowing our technology is actually improving industry workflows. And we're beyond privileged to see those results first-hand from a granular, human level as well as from an enterprise-business level. When we were nominated for the Impact Awards, we knew this was the story we wanted to tell the world."

TruckIT's apps directly facilitate job creation and fulfillment for hauling companies, drivers, material producers and general contractors. The technology offers real-time insights and automates manual processes, which allows users to earn back critical hours and focus on scaling their businesses. TruckIT faces the challenge of delivering practical tech solutions for all demographics working within the extremely diverse construction industry. The company keeps all construction professionals in mind when developing their products. ■



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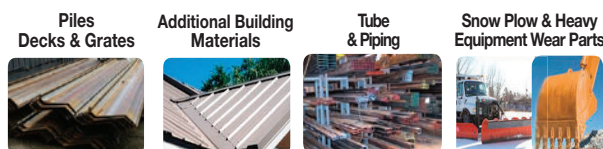
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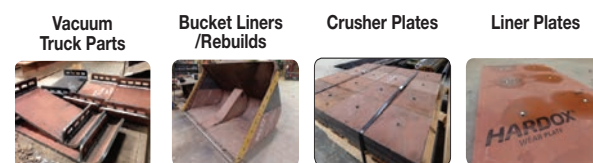


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Working in the multifamily residential snow and ice management market isn't for the faint of heart. If you're working for a homeowner or condo association, for example, you may also be serving as the development's public works department. You're hired by one entity but you're really answering to several (even hundreds) of "customers" — the residents. Given the complexities involved in servicing these sites, closely considering every possible aspect of the site's size and complexity and the labor and equipment needed is essential.

Site size and complexity

Angela Cenzalli, CSP, is a branch manager for Fairway Landscaping and Lawn Care in Massachusetts. The company manages one homeowners association and two condo owners associations within a five-mile radius. All told, those properties equal more than 725 homes, 25 streets and 10 road miles. Not only do they maintain residents' drives and walkways — and common areas, pump houses, corner drains, walking trails, fire hydrants and more — but they also clear private roads like a municipality.

"It is amazing the things on a private site that need to be considered. It's a whole other world of snow removal," she said.

Many complexes are not designed for easy snow storage, which requires solid site engineering and planning.

Catherine Nickelson, president of Horticulture Services in Minnesota, said, "We strategize in the fall where snow storage will take place, mark it on the map and inform the association. Care has to be taken in planning where to store snow because in many cases it is unlawful to push snow across city roads or into wetlands."

Many areas, however, do not allow stacking on site. Grant Harrison, vice president of maintenance and snow for Gelderman Landscape Services in Waterdown, Ontario, says new condos in his market are packed with residential units, which allows no place for snow storage.

"To successfully bid, you need to know ahead of time where to place the piles or if hauling will be required, which is an additional revenue opportunity," he said.

Equipment

The site's layout and complexity will determine the type of equipment that can be used for service.

"Townhome associations are often built without regard for snow removal equipment. We primarily use skid steers, which provide mobility and speed to efficiently clear driveways," Nickelson said. "Handwork is done with blowers and shovels and in some cases backpack blowers. Heavy wet snowfalls present a difficulty for clearing stairs. We are still searching for a piece of equipment that will

assist in this process."

Cenzalli said Fairway dedicates equipment (and labor) to a site for the winter. Tractors with plows and blowers and plow trucks and spreaders work in unison to clear the roads and smaller tractors and skid steers clear the drives.

"We made the switch to tractors because we were getting a lot of turf and shrub damage during heavy snow years. The decision has nearly eliminated the need for hauling and stacking," she said. "Some would say that it is a loss of revenue, but that revenue generated more headaches than anything else. It infuriates people when damage is done with a front end loader because you stacked snow in their yard."

Harrison said the nature of the market they've chosen has made it difficult to find the right piece of equipment to do throughways and driveways.

"The driveways in a townhome complex are often narrow and short, requiring a smaller machine. The overall

size of the complex often necessitates a larger machine. Ideally, we would like one machine that is able to do both," he added.

Working close to garage doors and ornamental displays can leave a company open to damage complaints. Exercising caution and using the correct equipment can help mitigate damage costs.

"I feel like you're open to more damage possibilities with these properties. If you have 600 homes and have 10 storms, that's 6,000 opportunities for you to damage a door," Cenzalli said. "Garage doors are lightweight and you can easily dent or scratch a door with a shovel. You can put a plastic shovel through a piece of molding when it's below freezing. The client has no tolerance for that. You have to train your team to avoid those costly mistakes."

Start/stop times

The level of service in this niche tends toward higher tolerance for snow accumulation given associations' budgets, which are driven largely by the set amount of dues collected. Fixed-price contracts are the norm.

"Our townhome snow removal is included in the year-round landscape maintenance contract. Our clients appreciate being able to budget and it provides a steady income for us during the winter," said Nickelson.

Working with that fixed income means service for the residential components may not begin until a specific trigger depth or even until after the storm is over to mitigate labor costs. Many associations also restrict operations overnight to avoid noise complaints. Between delayed starts and hours restrictions, it is common and expected that residents may have to navigate before sites are cleared.

"We begin plowing when the snow has stopped or has reached a depth of three inches," Nickelson said. "Our HOA contracts do not include a 'babysitting clause,' which would require us to clear the snow while it is falling. This service is often beyond an HOA's budget."

Harrison said Gelderman's contracts require operations to be completed a certain amount of hours after services commence but notes that customer expectations are changing.

"Our trigger depth is two inches according to our standard contract, but that's not realistic anymore. Some of our customers' expectations are that we come as soon as a flake of snow is in the air. Managing those expectations is difficult, which is why communication is so important," he said.

Jill Beasley, property manager for FirstService Residential, said communication is her No.1 requirement for the snow and ice management professionals she works with.



The site's layout and complexity will determine the type of equipment that can be used for service.

SIMA from 8



The type of equipment needed for multifamily sites will lean toward smaller pieces that can operate in tight spaces and/or efficiently service driveways.

"Gelderman provides excellent communication of what they are doing to deal with impending inclement weather. Service guidelines are clear and I am updated by email when crews have visited the property letting me know what has been done and what will be done," she explained.

Cenzalli agreed, noting that her company invested in a web-based communication platform for these large communities to increase the level and effectiveness of communications.

Harrison said Gelderman began sending out operational updates to property managers and as many residents as possible a few seasons ago: "These updates stop most of the 'Where is Gelderman?' emails we get during the event. If clients know what to expect, we can mitigate complaints."

Building a better price for service

For multifamily clients, including homeowner and con-

do associations, site size and complexity, start/completion times, equipment and services needed all play leading roles when creating an appropriate price for service. As you build your proposal, consider the following:

- **Labor**

Staffing is heavily dependent on the scope of work and the size and complexity of the site. When bidding, make sure to consider whether you will dedicate labor to each site or if it will be routed; if you have enough sidewalk crews to safely work; time for staking, if applicable; whether you can use subcontractors; and that you have backups for your backups. Spotters are recommended given that residents may be coming and going and children may be present.

- **Start/completion times**

While some clients may require service completed before residents leave for work, this is an anomaly. It is more common for service to start either after a storm is complete, at a

specific trigger depth or during the day while residents are at work. Companies who service sites that have public roadways as well as residences may have separate start/completion expectations, which should be factored into the cost.

- **Services needed**

Depending on the property type, snow clearing may include private roads, individual driveways and sidewalks, public walkways and visitor/ancillary parking. Ice management, hauling and ice watch are also potential service requests.

- **Cycle times**

Consider whether your crews will remain on site or be routed to other locations, and the size and complexity of the site. Those interviewed for this piece indicated at least eight to 18 hours to turn over a site, depending on those factors.

- **Equipment**

The type of equipment needed for multifamily sites will lean toward smaller pieces that can operate in tight spaces and/or efficiently service driveways. Public roads and open parking lots will trend toward bigger equipment. HOA/COA work is more prone to the possibility of damage so consider equipment that will mitigate that possibility whenever possible (don't use metal-edge shovels, opt for snowblowers and tractors with blowers, etc.).

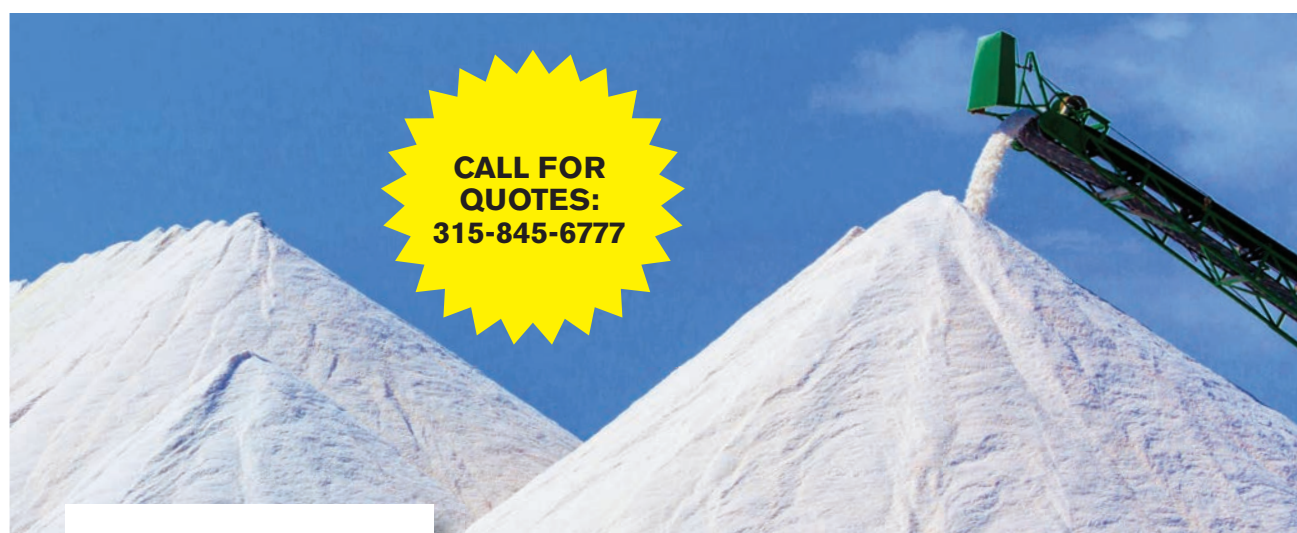
- **Site size and complexity**

Considerations should include whether you're asked to service residents' driveways and sidewalks, common areas, visitor lots, public roadways, ancillary buildings, etc. The answers to those questions will directly impact labor, equipment, cycle times, etc. Staking (if allowed) and efficient site engineering is essential. Also consider whether there will be space for stacking snow or if it must be hauled.

- **Marketing strategy**

Property managers and association boards are the key decision-makers in this niche. Likely they will seek a contractor who can provide year-round service so that they can better manage budgets. Communication strategies are essential and should be built into your plan. Successfully communicating event strategy so they can relay information to their homeowners and tenants will go a long way toward relationship building and repeat business.

Cheryl Higley is editorial director of SIMA and Snow Business magazine. Email her at cheryl@sima.org. ■



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MADISON HEIGHTS, MI – The SnowEx® HDV™ heavy-duty V-plows are built with groundbreaking features that set them apart from competitive products. From intuitive performance characteristics to rugged construction, the plows are powerfully engineered to break new trails and designed with the versatility required to take on different worksites.

Available in either durable powder-coated mild steel or stainless steel, and blade widths of 8'6" or 9'6", the HDV plows boast aggressively flared moldboards that are reinforced by two angled power ribs to stand up to the toughest snow loads. The tall flared wings throw snow at a high and wide angle to provide exceptional snow-throwing action, while an integrated snow catcher keeps snow from spilling over the top.

The plows have durable double-acting angle cylinders that push and pull the wings forward and back even under the heaviest snow loads and can also hold the wings firmly in place for optimal back dragging. A large, 1.25" center pin adds toughness where it's needed most and, unlike other plows on the market, it is ideally positioned to make the plow completely flat when in straight blade mode, greatly enhancing snow rolling capability.

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Whether the plow is in scoop, angle or straight blade position, an independent trip edge protects the plow, truck and operator when encountering obstacles. Since only the edge trips, users can keep moving without losing a load of snow.

The revolutionary Automatixx® power-assisted attachment system provides incredibly quick and easy plow hook-up. The system includes self-aligning, removable receiver brackets that provide additional ground clearance when setting up. Further simplifying the process, Automatixx allows everything to be hooked up from one side of the truck.

Users can choose between the POWER GRIP™ hand-held control with backlit buttons or a compact joystick control. The plow can be angled with just one touch of a button. Both controls feature power "on" and float LED lights and are compatible with SnowEx



Whether the plow is in scoop, angle or straight blade position, an independent trip edge protects the plow, truck and operator when encountering obstacles.

Photo courtesy of SnowEx

FLEET FLEX technology, an electrical system that provides complete fleet interchangeability between other SnowEx plows.

A standard poly cover protects hydraulic components while allowing easy access. To match specific applications, SnowEx offers a wide variety of accessories including wings, shoes, back drag edges, thicker cutting edges and deflectors.

For more information, visit snowexproducts.com.



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Gleason Johndrow Landscaping and Snow Management replaces snow removal fleet with SDLG wheel loaders

Gleason Johndrow Landscaping and Snow Management is based in Springfield, MA, and provides customers with professional year-round property maintenance, from initial consultation to final installation. During the winter months, Gleason offers snow removal and has recently come to rely on a fleet of SDLG wheel loaders to get the job done.

Anthony Gleason, president of Gleason Johndrow Landscaping, said the company made a switch to SDLG after comparing their return on investment to the used wheel loaders it had been purchasing. He said the used machines cost more money to repair and commission than brand new SDLG wheel loaders that are ready for work and backed by a warranty.

"We're extremely happy with our SDLG fleet," Gleason said. "The value proposi-

tion for these new machines was very attractive and really sealed the deal for us."

Snow removal is a significant part of Gleason Johndrow Landscaping's business during the winter months. In addition to SDLG's value proposition, the company pinpointed its wheel loaders for snow removal work due to their easy maintenance and maneuverability. It chose five SDLG L918F compact wheel loaders that perform particularly well in tight working quarters such as parking lots and city streets. It also purchased seven L938F, a mid-sized loader that works well for a variety of landscaping applications.

"We recently had a snow storm and were very pleased with how our SDLG wheel loaders performed," Gleason said. "Tyler Equipment steered us down the right path to get the greatest return out of our investments."



The company pinpointed its wheel loaders for snow removal work due to their easy maintenance and maneuverability.

Photo courtesy of SDLG

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Gleason Johndrow Landscaping's relationship with SDLG dealer Tyler Equipment, based in East Longmeadow, MA, was crucial to the company's choice of wheel loaders for its snow removal business. Tyler Equipment assessed the company's snow removal needs and suggested the SDLG wheel loaders to help them become more profitable.

"We knew Gleason was using used machines that were costing them more money than an SDLG and wanted to help them save," said Peter Gaj, sales representative at Tyler Equipment.

The L918F is a compact, 1.3 yd³ capacity loader that often competes with skid steers, offering a compact footprint with high maneuverability that doesn't damage job site grounds. The L938F is a mid-size, front-end loader with a 2.5 yd³ bucket capacity. Both come backed by a premium warranty over the entire term of the lease.

"Tyler Equipment steered us down the right path to get the greatest return out of our investments and we couldn't be happier with our SDLG Fleet," Gleason said. ■

George & Swede celebrates customer loyalty with ninth open house



The annual event gives municipalities, farmers and contractors of all kinds the opportunity to walk around and get into the various equipment brands carried by George & Swede. Photos by Colleen Suo

This year marked the ninth consecutive year of George & Swede's customer appreciation celebration and open house. According to the company's president, Greg Newell, the event typically draws between 400 and 550 people from the surrounding communities and townships. The annual event gives municipalities, farmers and contractors of all kinds the opportunity to walk around and get into the various equipment brands carried by George & Swede and to ask any questions of service staff and OEM reps. Brands distributed and serviced by George & Swede include Hyundai CE, Link Belt CE and Yanmar CE.

Also in attendance were bucket manufacturers and finance companies including DLL and Midland Financial who represent Hyundai, Link Belt and Yanmar for customers' financing needs. During the event, George & Swede were recognized by Hyundai for 25 years of a dealer service and by Link Belt for 15.

Two new exhibitors to the event this year were LeGasse Ironworks, fabricators of Harder dump box salt spreaders, and MicroCAFS, which makes fire suppression equipment (compressed air foam systems).



Randy Seweryniak of Seweryniak Excavating in Corfu, NY chats with Newell before throwing the die at the Yanmar booth.

L-R: Ken Eldred of Wade's Rental in Addison, NY, with Yanmar's Rick Emery and Greg Newell at the Yanmar booth.



Newell commented the dice games seemed to encourage more customer interaction with the equipment.

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Nick Taylor of Pavilion Fire Dept. (R) tries out the MicroCAFS fire suppression system with Roland Putz advising.



U.S. Regional Sales Exec. for DLL, Patrick Burke (L), was on hand to advise potential purchasers.



L-R: Greg Newell, and LaGasse's Ross Gansz (vice president) and Tim Cornwell (production manager).



Roland Putz of MicroCAFS explained the system uses approximately 10 times less water than water alone for fire suppression and will also stick to ceilings and walls. He said the system "extinguishes more efficiently and faster and is available in small portable units, big fixed units and fully integrated systems used for fire trucks. Each one is custom tailored to the customers' needs."

Representing the Harder line of dump box salt spreaders were LaGasse Machine & Fabrication's Ross Gansz and Tim Cornwell. Located in Lyons, NY, LaGasse manufactures the Harder product. Available in several sizes and two finishes (powder coated or stainless steel), the Harder dump box spreader system allows municipalities and contractors to use a conventional dump box for winter ice control and is simple, economical, safe and convenient.

For the second year, George & Swede hosted a friendly sport shooting competition which was enjoyed by many firearms enthusiasts among the guests.

New this year, in lieu of the skills rodeo, there were massive blow-up dice being "thrown" by operating bucket loaders in both the Hyundai and Yanmar booths. Single die were dropped from the extended buckets and door prizes were awarded according to how the dice landed.

Newell commented this seemed to encourage more customer interaction with the equipment. "This gets the customers active with the equipment – inside the machine to experience the seat and the comfort level of the cab," he explained. He said it appeared the customers were less intimidated to get into the equipment in order to roll the dice than they would be at having to get into the equipment and perform the skills competition.

L-R: An unidentified shooter along with Pavilion Drainage employees, James Garland, John Garland and Ron Zalar participated in the sport shooting competition during the event.



Anton Tikhonov, senior business development officer for Midland Equipment Finance with Greg Newell.



George & Swede was recognized by both Link-Belt for 15 years as a dealer and by Hyundai for 25.

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New from Fisher

Heavy-Duty XV2™ V-Plow

Fisher Engineering, manufacturer of FISHER® snow removal and ice control equipment, revealed the new 10'6" Heavy-Duty XV2™ V-plow at the 2019 NTEA Work Truck Show®. The new model measures 10'6" wide and is constructed with four vertical ribs and 12 exclusive x-bracing ribs that provide structural integrity and torsional strength. The flared wings soar from a 35" center height up to 45" at the outer edges to help bust through big drifts, carry more snow and windrow wide-open areas.

The new 10'6" model has a larger center snow control, a new T-frame that uses a solid, one-piece construction and includes integrated blade angle stops and an oscillating pivot bar.

Other features include a trip-edge design to get over bumps and hidden obstacles whether in V, scoop or straight-blade configuration – helping to protect the plow, the truck and the operator. InstaLock double-acting cylinders allow the operator to lock the wings together when using the V-plow in straight blade mode and hold the wings firmly in place for clean, efficient back dragging.

The 10'6" XV2 V-plow is available with the option to choose between the new FISHER INTENSIFIRE™ LED headlamps with EdgeView™ Technology or the existing INTENSIFIRE dual-halogen headlamps. The LED headlamps feature exclusive EdgeView Technology, providing a full 180° of light visibility from plow edge to plow edge for the best all-around view of the plow's operating environment.

"Our customers love the XV2 V-plow and have been asking for a larger model for their larger trucks," said Fisher Engineering Product Manager Tyler Jones. "The new 10'6" model will be a great addition to their fleets and help make

Fisher 16



The 10'6" XV2 V-plow is available with the option to choose between two headlamp styles.

Photos courtesy of Fisher

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More information on the 10'6" XV2 V-plow and the INTENSIFIRE LED headlamps with EdgeView Technology is now available on FisherPlows.com.

Steel trip-edge pusher plows

Fisher Engineering also announced the launch of two new STORM BOXX™ pusher plow models at the 2019 NTEA Work Truck Show. These two new heavy-duty pusher plows are 8' and 10' wide and now come with a steel trip-edge for better scraping performance.

Fisher Engineering conducted a voice-of-customer research study, which revealed that a steel trip-edge was one of the most sought-after features in pusher plow applications. The steel trip-edges on the new pushers are constructed with four extension springs and reinforced with two double ribs at the trip springs to handle large snow loads and stresses. Six vertical support ribs maximize bucket impact strength and structural integrity, while 10-gauge steel moldboards offer superior strength. The robust side support struts help provide protection for the wings against bending from hitting curbs or other accidental impact.

Fisher Engineering will also offer interchangeable attachment plates with these plows, providing flexibility to attach the pushers to various types of equipment within a fleet.

The plows will be able to fit various machines, including:

- 45+ hp skid steers (10' plow may need 60+ hp in some cases)
- 60+ hp wheel loaders and backhoes
- 40+ hp tractors (10' plow needs 50+ hp)

"Our customers asked and we most certainly answered with these new STORM BOXX pusher plows," said Jones. "The steel trip-edge and high-quality construction will lead to better plow performance in the most demanding conditions, giving our customers results that will make them proud."

The pusher plows measure 32.5" tall and they feature an optimized 63° angle of attack and new high-quality paint that holds up better against elements like salt and UV rays. A top-mounted, rubber back drag edge is available as an accessory and allows operators to pull snow away from loading docks, doors and other tight spaces. ■



Two new heavy-duty pusher plows are 8- and 10-feet wide and now come with a steel trip-edge for better scraping performance.

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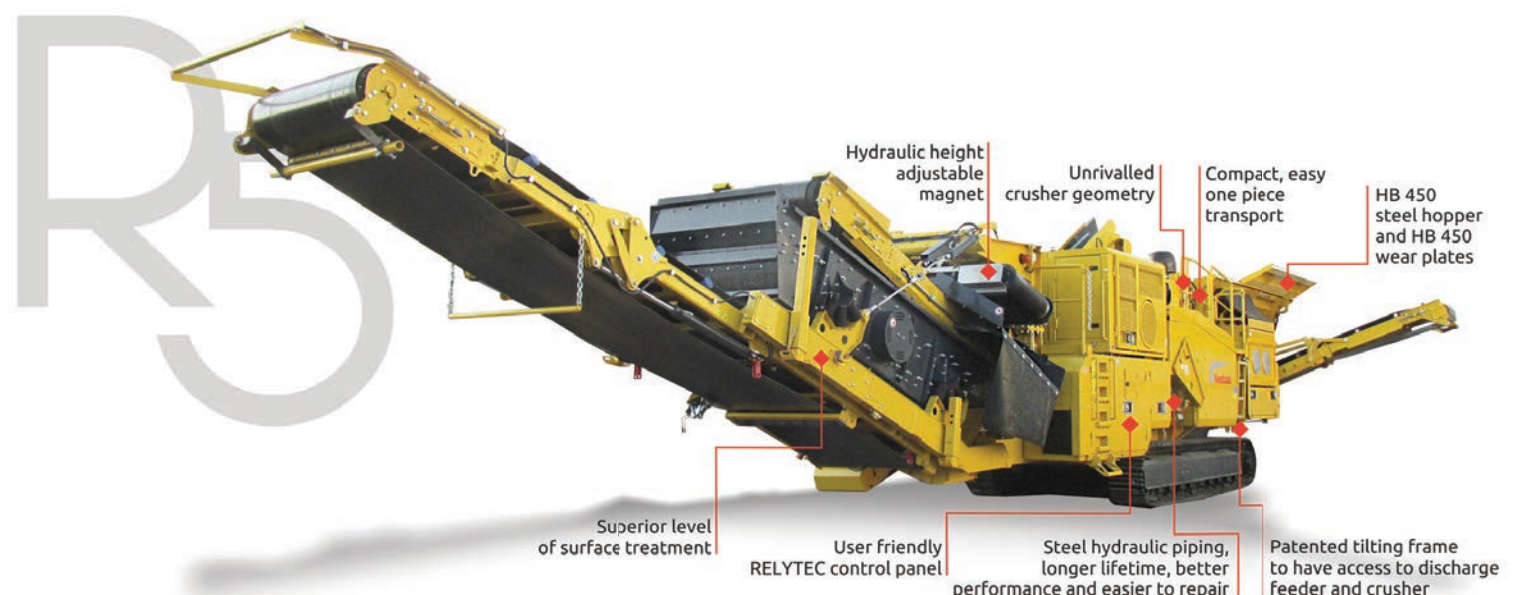


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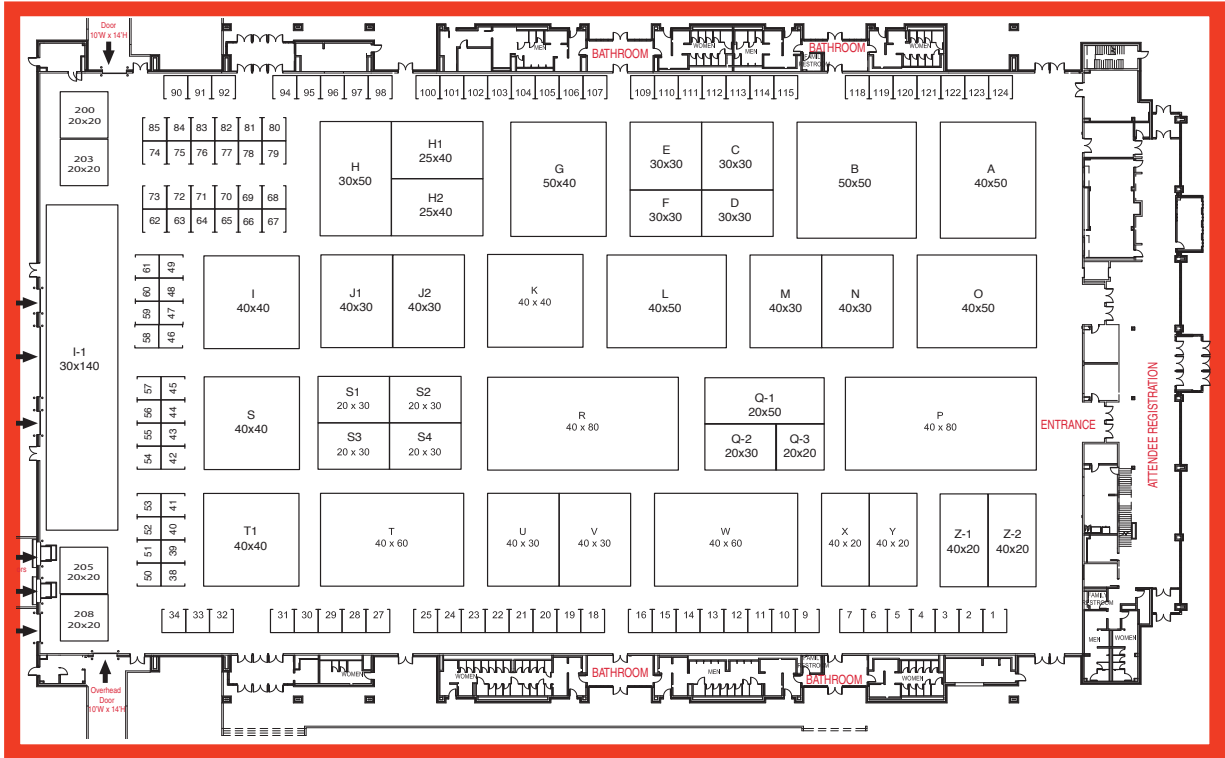
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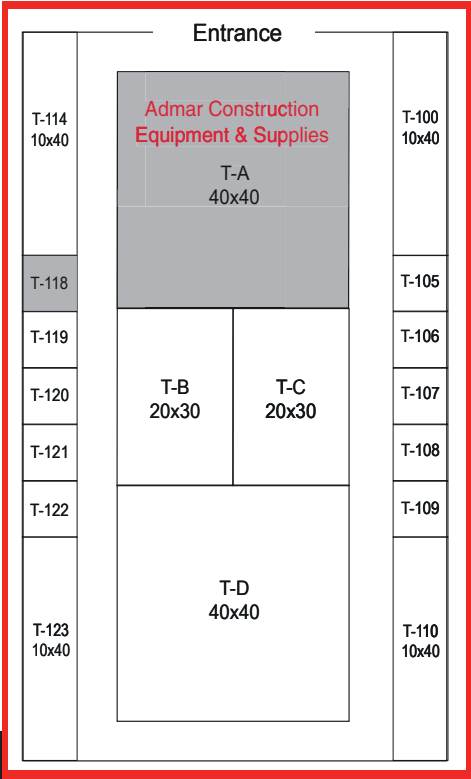
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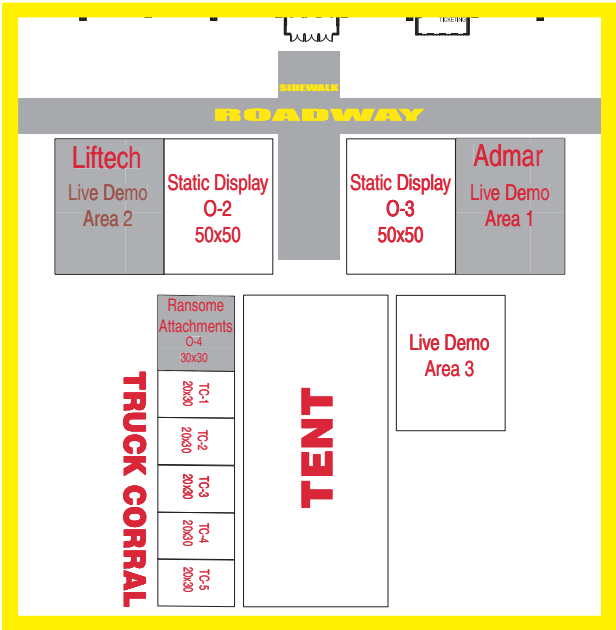
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Current and proposed overtime pay exemption rules

The Fair Labor Standards Act (FLSA) requires that most employees be paid overtime pay at time and one-half the regular rate of pay for all hours worked over 40 hours in a workweek. However, Section 13(a)(1) of the FLSA provides an exemption from overtime pay for executive, professional, outside sales and certain computer employees. This article will place an emphasis on the exemption for executive and administrative employees. To qualify for exemption, employees generally must meet certain tests regarding their job duties and be paid on a salary basis that meets a minimum weekly requirement.

It is important to note the exemptions provided by FLSA Section 13(a)(1) apply only to "white collar" employees who meet the salary and job duties tests. The exemptions do not apply to manual laborers or other "blue collar" workers who perform work involving repetitive operations with their hands, physical skill and energy. FLSA-covered non-management employees in production, maintenance, construction and similar occupations such as carpenters, electricians, mechanics, plumbers, iron workers, craftsmen, operating engineers, longshoremen, other construction workers and laborers are entitled overtime premium pay under the FLSA. They will not be exempt regardless of how highly paid they might be.

On March 7, 2019, the Department of Labor announced a proposed rule that would make an estimated 1.1 million more American workers eligible for overtime.

Under currently enforced law, employees with a salary below \$455 per week (\$23,660 annually) must be paid overtime if they work more than 40 hours per week. Workers making at least this salary level may be eligible for overtime based on their job duties. This salary level was set in 2004.

This proposal would boost the standard salary level to \$679 per week (equivalent to \$35,308 per year). Above this salary level, eligibility for overtime varies based on job duties.

The overtime pay exemption will apply for each respective employee that meets both the salary requirement described above (\$455/\$679 per week under new/proposed law) and the following job duty criteria:

Executive employee

- The employee's primary duty must be managing the enterprise, or managing a customarily recognized department or subdivision of the enterprise;

- The employee must customarily and regularly direct the work of at least two or more other full-time employees or their equivalent; and

- The employee must have the authority to hire or fire other employees, or the employee's suggestions and recommendations as to the hiring, firing, advancement, promotion or any other change of status of other employees.

Administrative employee

- The employee's primary duty must be the performance of office or non-manual work directly related to the management or general business operations of the employer or the employer's customers; and

- The employee's primary duty includes the exercise of discretion and independent judgment with respect to matters of significance.

Highly Compensated Employees

Under the currently enforced law, highly compensated employees (HCEs) performing office or non-manual work and paid total annual compensation of \$100,000 or more (which must include at least \$455 per week paid on a salary basis) are exempt from the FLSA if they customarily and regularly perform at least one of the duties of an exempt executive, administrative or professional employee identified in the standard tests for exemption.

Under the proposed law from March 7, 2019, the total annual compensation requirement needed to exempt HCEs increases from \$100,000 to \$147,414 (which must include at least \$679 per week paid on a salary basis).

As indicated above, the exemptions do not apply to manual laborers or non-management employees in production, maintenance, construction and similar occupations such as carpenters, electricians, mechanics, plumbers, iron workers, craftsmen, operating engineers, longshoremen or other construction workers. As a result, a non-management employee could make in excess of \$100,000 (\$147,414 under the proposed law) and still be eligible to receive overtime pay.

Key provisions of the proposed rule

The proposed rule focuses primarily on updating the salary and compensation levels needed for workers to be exempt. Specifically, the Department proposes to:

- 1) Increase the standard salary level to \$679 per week (the equivalent of \$35,308 annually for a full year worker), up from the currently enforced level of \$455 per week

- 2) Increase the total annual compensation requirement needed to exempt highly compensated employees (HCEs) to \$147,414 annually, up from the currently enforced level of \$100,000 annually and

- 3) Allow employers to use nondiscretionary bonuses and incentive payments (including commissions) to satisfy up to 10% of the standard salary level, provided these payments are made on an annual or more frequent basis.

- 4) A commitment to periodic review to update the salary threshold.

- 5) No changes in overtime protections (always entitled to receive overtime pay) for:

- a) Police officers
- b) Firefighters
- c) Paramedics
- d) Nurses
- e) Laborers, including non-management production-line employees
- f) Non-management employees in maintenance, construction and similar occupations

The Department of Labor is undertaking rulemaking to revise the regulations that govern the exemption of executive, administrative and professional employees from the FLSA's overtime pay requirements. Until the Department issues its final rule, it will enforce the regulations in effect on Nov. 30, 2016, including the \$455 per week standard salary level.

If you have any questions or would like more information regarding this topic, call us. We would be happy to assist you.

Shawn T. Layo, CPA, is a tax manager with Dannible & McKee, LLP, a Syracuse, NY-based public accounting firm. The firm has specialized in providing tax, audit and accounting services since its inception in 1978. For more information on this topic, contact them at 315.472.9127 or visit www.dmcpcas.com. ■



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Seven things construction companies can do to improve employee retention

MILWAUKEE, WI – Today's workforce is different. The society they live in is different. With low unemployment and worker shortages in many occupations, today's

workforce has a lot of leverage in the job market. And in most cases, it takes more than good pay to get employees to stick around.

"Employers have to view the employer-employee relationship differently than ever before," said Cara Silletto, MBA, president and chief retention officer for Crescendo Strategies, a consulting firm that helps companies reduce unnecessary turnover by bridging generational gaps and making managers stronger. "Employers are starting to view that relationship differently because things like excessive overtime, worker shortages and turnover are beginning to really impact the bottom line. It can cost anywhere from \$5,000 to \$25,000 per employee that walks off the job."

There is positive news for employers in the construction and utility industry, though. Silletto said there are some basic things companies can do to immediately begin strengthening their employee retention efforts.

Get a handle on the problem

The first action is to recognize that retention is a problem. Silletto said in order to do that, it's important to take long-term employees out of the turnover calculation.

"Long-term employees have what we refer to as golden handcuffs," Silletto said.

They are largely loyal to a given company because they've earned inherent benefits as a result of their loyalty and tenure, such as considerable paid time off.

Conversely, a company's turnover problem often resides in its newer employees. "Most of these employees don't have a pension and are offered little in the way of paid time off or bonuses," Silletto pointed out. "I encourage senior leaders to look at the current tenure of their new hires over the past five years. What many companies find is that the average tenure declines every year."

To begin reversing that trend, company leadership can do the following:

Three things senior management can do

Plan for a shorter-term workforce. If people used to stay 5 - 10 years, they are now staying 2 - 5 years. Plan for that.

"Operationally speaking, companies should look at how they are scheduling and planning for turnover on their teams," Silletto said. By revamping the onboarding process and creating better training paths, employers can better maximize the time they have with an employee. Videos and group training, for example, could help expedite the learning curve.

Create a retention champion. Someone in the company needs to be in charge of the workforce retention initiative. It doesn't even have to be a full-time position, and it doesn't have to reside in the HR department. This person would help monitor employee perceptions, serving as a liaison between employees and management. This person would also oversee the implementation and evaluation of different retention initiatives.

Gather feedback. Conducting employee surveys should be a core element of what the retention champion does. "It's important to collect real data about why employees leave," Silletto said. "If a company assumes it's all about pay and schedules, they are wrong. All of the data point back to things like company culture, communication and management effectiveness."

Three things middle management can do

Communicate expectations: Today's new workforce wasn't raised like the previous generation. New hires cannot read their managers' minds. "The phrases 'work ethic' and 'professionalism' are very subjective," Silletto added. "Managers must spend more time and effort communicating expectations if they want employees to hit the mark."

Appreciate a job well done: Many managers feel like they should only show appreciation when an employee goes above and beyond. "Remember, it's an employee's market," Silletto reiterated. "Many employers say they have a problem with too many employees not showing up on time every day. I encourage managers to dig down deep into their hearts and admit the fact that they are grateful for the employees who do show up on time and do their jobs. A manager can become a better boss by just saying 'thanks' to their employees."

Have an onboarding plan: Employees always start out in the HR department filling out paperwork. But the new hire experience continues once HR hands the employee over to his or her supervisor.

"A manager should have a plan for what they are going to do with the new hire once they get them," Silletto said. Are the

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Cara Silletto, MBA, president and chief retention officer for Crescendo Strategies.

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HCSS to give away \$50,000 in scholarships for the 2019 Construction Intern Awards



SUGAR LAND, TX – Construction industry software developer HCSS is launching its fifth-annual Construction Intern Awards scholarship program for college students in construction-related fields. The company will award \$50,000 for 18 total scholarships, including a grand prize winner and three finalists, as well as 14 individual weekly online contest winners.

The \$10,000 grand prize Intern of the Year scholarship and three \$4,000 finalist scholarship winners will be announced in November. Student interns can earn up to one weekly scholarship and still be eligible to receive the grand prize Intern of the Year scholarship.

"We started the Construction Intern Awards four years ago as a way to highlight some of the best and brightest students that will be joining us in the industry while showcasing the organizations that are giving these interns challenging work assignments and putting them on some incredible projects," said Steve McGough, president and CFO of HCSS. "It's construction that gives us our modern way of life and we want to encourage this next generation of workers as they look toward construction for a rewarding and meaningful career."

Program Details

Construction Intern Awards scholarship program participants must have been enrolled in a college, university or trade school for the 2018-19 school year and completed a construction-related internship lasting at least two months during the school year or summer of 2019. Participants who are currently working their summer internships are eligible to enter the weekly scholarship contests. Online registration started July 9 at www.constructioninternawards.com, where interns can apply for the weekly and grand prize scholarships.

Registration for the grand prize Intern of the Year competition is open through Sept. 30. Student interns enter by answering five essay questions and including photos and videos to help tell their story. Eight semi-finalists, selected by the internal HCSS judging committee, will be forwarded to a voting panel of prestigious construction industry experts. The panel will select three interns to receive the \$4,000 Finalist scholarships and the \$10,000 grand prize Intern of the Year recipient.

The first weekly scholarship contest began on July 9 and each weekly contest is comprised of different entry topics. Interns must submit a photo with a 50- to 150-word caption that responds to the week's topic. Each week there will be two \$2,000 scholarship winners, one awarded for the entry with the most online votes and one for the entry with the highest score from the judges. The winners will be announced the Monday of the week following each competition's closing.

This year's judging panel will include executives from the American Road and Transportation Builders Association (ARTBA), Associated General Contractors (AGC), the Association of Equipment Management Professionals (AEMP), Associated Builders and Contractors (ABC), American Contractors Insurance Group (ACIG), the Construction Financial Management Association (CFMA), the National Utility Contractors Association (NUCA), the American Council for Construction Education (ACCE) and HCSS. The final panel will be announced at the contest's opening.

Critical Scholarship Program Dates/Deadlines

- Online registration open at www.constructioninternawards.com
- July 9 – First weekly scholarship contest and grand prize Intern of the Year scholarship entries open at 11 a.m. CDT
- Aug. 26 – Last weekly scholarship contest and grand prize Intern of the Year scholarship entries close at 11 p.m. CDT
- Oct. 16 – Eight grand prize semifinalists announced and sent to prestigious judge panel
- Nov. 18 – Three finalists and grand prize Intern of the Year scholarship winners announced ■



Kent Beecham (R) is presented with the 2018 grand prize check.

Photo courtesy of HCSS

Seven things from 23

new hire's tools in order? Are the other team members aware that the new hire is starting?

[Learn more at ICUEE 2019](#)

Cara Silletto will be speaking about these topics and more at [ICUEE 2019](#) in Louisville, KY, Oct. 1 - 3.

"I'm going to share some backstories on why Millennials and Generation Z have less loyalty coming into a company than previous generations," Silletto said. "We'll also talk about why they have more of a sense of entitlement. We call it the issues on the TABLE: technology, authority, balance, loyalty and entitlement. These five topics explain why to-

day's new workforce sees the employer-employee relationship so differently. We'll also outline strategies for how companies can bridge this generational gap and begin reducing their unnecessary employee turnover."

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ICUEE's owner and producer is Association of Equipment Manufacturers (AEM), the North American-based international trade group representing off-road equipment manufacturers and suppliers – aem.org. ■

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John Deere adds backhoes to its attachments lineup

MOLINE, IL – John Deere is unveiling three new backhoe attachments to complement its full lineup of attachments. The BH9B, BH10B and BH11B were designed for operators handling light construction, agricultural, landscaping or utility work. Similar to other John Deere attachments, these backhoes are ideal for use on John Deere G-Series skid steers and compact track loaders.

“With the growing need for work in compact spaces, these new backhoe attachments provide contractors, landscapers and agricultural material handlers with the power and variety to tackle any job efficiently and swiftly,” said Jason Simmons, attach-

ments engineering supervisor, John Deere Construction & Forestry. “The new lineup of backhoe attachments is designed to provide power with improved hydraulics and sleek design to operators working across different job sites and applications.”

The new backhoe attachments are ideal for those working in tight spaces by offering swing speed control and 180-degree capabilities to help maximize efficiency and improve machine stability. Workspace visibility is optimized with the attachments’ sleek, low profile design. Cushioned cylinders allow for smooth operations and limit shock loads during use.

A two-lever control of boom or swing (left lever) and dipperstick or bucket (right lever) allow for precise control and movement. Each new backhoe model includes a 34-45 liters/minute (9-12 gallons/minute) hydraulic flow range for smooth operation. The new backhoes provide different levels of maximum dig depths ranging of 2,945 mm (110 in) on the BH9B, 2,945 mm (116 in) on the BH10B and 3,380 mm (133 in) on the BH11B. The BH model bucket widths range from 455 mm (18 in) to 915 mm (36 in); the new and improved heavy-duty buckets feature an easy-cleanout design for the toughest jobs. BH10B and BH11B buckets offer three

linkage positions to maximize curl, reach or breakout force. Breakout force on the BH9B is 1,765 kg (3,895 lbs), 2,575 kg (5,675 lbs) on the BH10B, and 2,575 kg (5,675 lbs) on the BH11B, for the toughest of jobs.

For increased versatility, the backhoe standard-tilt seating capabilities offer easy moving between machine ingress and egress. The backhoe also has a convenient grab handle and open design for convenient maneuvering.

The new backhoe attachments are backed by John Deere parts, service and warranty coverage. ■



John Deere is unveiling three new backhoe attachments to complement its full lineup of attachments.

Photos courtesy of John Deere

Similar to other John Deere attachments, these backhoes are ideal for use on John Deere G-Series skid steers and compact track loaders.

Neal Manufacturing offers high-volume vehicle for maximum efficiency on large projects

ANNISTON, AL – Neal Manufacturing, a division of Blastcrete Equipment LLC, offers its high-volume road maintenance vehicle for maximum efficiency and high-quality results on large road projects. With innovative features and in-cab controls for key variables, the high-volume road maintenance vehicle allows for fast, precise sealcoat application, even with larger aggregate mixes.

“Department of Transportation and contractors involved in road preservation are realizing the improved safety, durability and quality offered by sealcoat products with high friction coefficients,” said Tripp Farrell, Neal Manufacturing president. “To take advantage of these innovative products, crews need equipment that can handle large aggregate mixes. Like many Neal Manufacturing products, our high-volume road maintenance vehicle started as a custom solution and developed into a product offering.”

The high-volume road maintenance vehicle features Neal Manufacturing’s Generation IV pump that delivers infinitely variable outputs from 0 - 150 gpm. The pump is capable of moving material with large aggregate without clogs, greatly increasing productivity on large road jobs.

The Generation IV pump further increases project efficiency by offering operators material transfer rates twice that of standard pumps. In as few as 20 minutes, the Generation IV pump can transfer material from storage tanks to the truck mounted 3,000-gallon tank. Heavy-duty construction and industrial-grade hydraulic cylinders provide extreme durability and longevity for minimal downtime and maximum productivity.

Operators can cover up to 13 feet in one pass at an industry-leading rate of 150 gpm with the high-volume road maintenance vehicle. In-cab controls allow for on-the-go spray bar height adjustment, ensuring optimal distance between the nozzles and road surface is achieved as the truck shifts weight and moves from full to empty. Individual nozzles can also be controlled from the truck cab, giving contractors the flexibility to

adjust the spray area as needed, whether alternating tips or only using one side of the dual spray bar.

Individually or in combination with the DA350 Dual Sealcoat Applicator as part of Neal Manufacturing’s Asphalt Road Preservation Package, the high-volume road maintenance vehicle features innovative, productivity enhancing options for lasting sealcoat applications, backed by industry-leading customer support including free training seminars at Neal Manufacturing’s Anniston, AL, location.



Individual nozzles can also be controlled from the truck cab, giving contractors the flexibility to adjust the spray area as needed.

Photo courtesy of Neal Manufacturing



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Source: [EHS Today](#) David Sparkman | April 16, 2019

A new study urges state and federal governments to take stronger actions to improve the ability of law enforcement to seek to identify and deter the growing danger of marijuana-impaired driving.

A study of our current state of knowledge about the topic was recently published by the American Transportation Research Institute (ATRI), the nonprofit research arm of American Trucking Associations.

The growing trend of more states choosing to allow both the medical and recreational use of the drug has not been accompanied by advances in methods for effectively addressing marijuana-impaired driving. As a result, this topic is a top-of-mind concern for many truckers, the institute noted. In fact, last year the subject was identified as a top safety research priority by ATRI's Research Advisory Committee (RAC), made up of industry safety experts.

"While increased access to marijuana has not directly impacted the trucking industry in terms of truck drivers testing positive for marijuana, the increased frequency of marijuana-positive drivers operating on the same roadways as trucks makes marijuana-impaired driving a critical safety issue for the trucking industry," ATRI's report pointed out.

Mike Card, president of Combined Transport Inc., agreed. "It is extremely concerning to motor carriers and our drivers that recreational marijuana is legal in so many states, yet as the ATRI report documents, a valid and widely accepted breathalyzer-type test is not available to law enforcement. ATRI's study clearly defines a role for federal and state leaders to support law enforcement and others in keeping the roadways safe from those who choose to drive high."

In particular, the report highlights the importance of training law enforcement in how to identify and collect evidence of marijuana-impaired driving, particularly through the development of more well-trained drug recognition experts (DREs).

"As ATRI's research identifies, a key tool for combating drugged drivers is deploying additional drug recognition experts," said Mark Savage, deputy chief of the Colorado State Patrol. "A DRE can bring critical evidence to prosecutors that other tests simply cannot measure."

Test methods inadequate

Although drunk driving can be prosecuted using accurate testing tools, widely-tested and accepted tools and methods are not currently available for marijuana impairment testing, according to the researchers. As a result, truck drivers in many states now face the significant risk of having legal marijuana users drive impaired (and illegally) alongside their trucks.

When it comes to alcohol and driving, in recent decades tightened laws and development of accurate testing tech-

nology aimed at combatting driving under the influence (DUI) are credited with contributing to an approximately 50% decrease in annual alcohol-related traffic deaths currently versus the 1980s.

Several states that have approved medical or recreational marijuana use also have codified legal protections that prevent employers from taking adverse action against employees for their use of the drug anywhere except when at work. Of course, it is well established that even the most generous of the state marijuana legalization laws do not protect workers in professions where it is banned for safety reasons, such as commercial drivers, train operators and pilots.

Because marijuana is processed by the body differently than alcohol, existing drug testing mechanisms can easily identify past marijuana use by measuring metabolites, but they cannot measure a current state of intoxication.

Although not generally indicative of current state of intoxication, a positive test for past marijuana use can allow for employee termination by many employers, particularly those with strict anti-drug policies or those who employ safety-sensitive transportation workers.

Thus, a simple blood or breathalyzer test – commonly employed by law enforcement when alcohol impairment is suspected – is not ideal for identifying drivers operating under the influence of marijuana. This is due to the body's mechanisms for processing marijuana's intoxicant agent, THC.

Of the states that have legalized recreational marijuana, most have set limits on the amount of acceptable THC in blood tests when testing for driver impairment. However, there are several issues related to such tests. Some state laws allow a DUI charge if following an arrest the driver tests positive for THC derivatives in urine, which indicates marijuana use in the previous 30 days but not necessarily recent marijuana use.

Testing driver behavior

Identifying, documenting and prosecuting marijuana-impaired drivers depends on each state's laws, but can be achieved through observation and documentation of behavior, physical evidence and drug testing in states where there are THC limits or zero tolerance laws.

Police officers are extensively trained in how to identify impaired driving while observing how a vehicle is being operated, or after an accident on how the driver is behaving. In most cases the officer first conducts a standard field sobriety test (SFST), which involves asking the driver to stand on one leg, walk and turn, and moving an object like a pen or light in front of the driver's face to see if their eyes jerk.

The Advanced Roadside Impaired Driving Enforcement (ARIDE) program, developed by the National Highway Traffic Safety Administration (NHTSA) and the International Association of Chiefs of Police (IACP), seeks to bridge the gap between SFST and Drug Recognition Ex-

pert (DRE) evaluations of impairment. However, only 17 states have more than 20% of officers trained in ARIDE.

DREs are specially trained law enforcement officers certified in recognizing and assessing individuals who are under the influence of drugs and alcohol. DREs are a key method that many states, Canada and the European Union use to determine marijuana impairment. DRE impairment determinations are supported by drug tests, which include oral or saliva swabs, urine testing and blood sample testing.

In 2017, there were 8,606 DREs operating in the U.S. who conducted a total of 30,989 enforcement examinations, the researchers found. Marijuana was the most frequently identified substance in these examinations.

The ATRI study also recommends that a number of other steps be taken to deal with the growing problem. These include increased data collection on the frequency and impacts of marijuana-impaired driving; public education and information be widely disseminated concerning the risks of impaired driving; better equipping law enforcement and the court system to intercept and ultimately prosecute impaired drivers; and targeting tax revenue generated from marijuana sales to fund these activities.

"Educating the public on the dangers of marijuana-impaired driving, and of the legal consequences, is critical to preventing drugged driving," the ATRI researchers stressed. "Marijuana users – particularly younger users – do not perceive marijuana as having an impact on driving safety, and in a smaller number of cases, they may believe that marijuana improves driving safety. These beliefs are in direct contrast to the documented effects that marijuana has on driving-critical cognitive functions." ■



Because marijuana is processed by the body differently than alcohol, existing drug testing mechanisms can easily identify past marijuana use by measuring metabolites, but they cannot measure a current state of intoxication.

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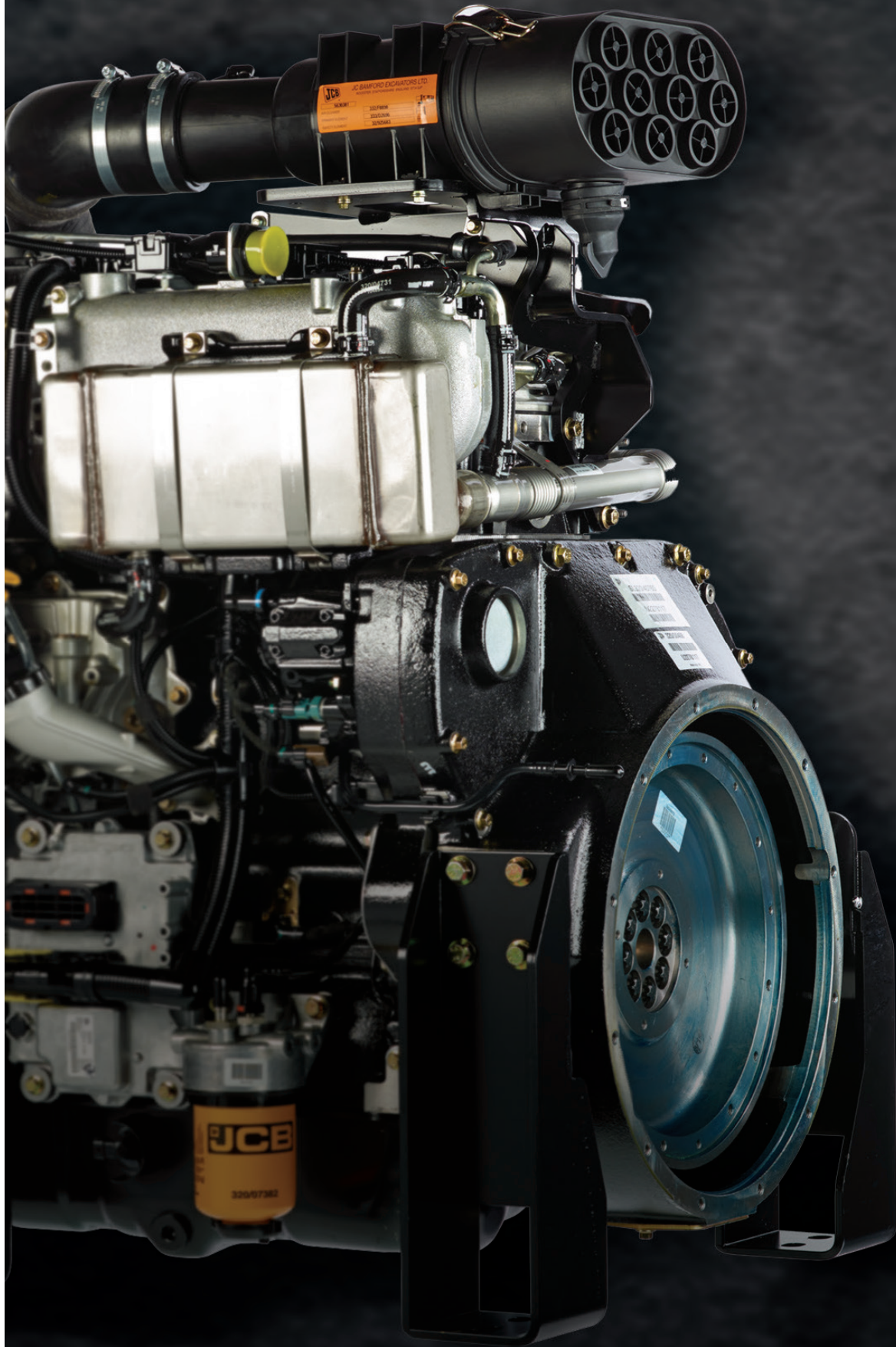
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Vermeer Corporation hosts commemoration in honor of year-one tornado recovery efforts

PELLA, IA – Vermeer Corporation recently hosted the groundbreaking for a monument commemorating the buildings destroyed by an EF3 tornado last July, while celebrating the strength of the Vermeer team and the growth and progress that is happening along the Vermeer Mile.

“The tornado was the greatest challenge Vermeer has ever faced. I am incredibly proud to say our team has turned it into an opportunity. Not only are we rebuilding what we had, but we’re becoming stronger than ever before,” said President and CEO Jason Andringa.

With three new facilities underway at the Pella-based headquarters, Vermeer is investing heavily in the future.

The first facility scheduled to open this summer is a new engineering and R&D building named Shop 48. The name stems from founder Gary Vermeer’s shop where his innovations came to life and led to the founding of Vermeer Corporation in 1948. With more than 100,000 square feet

of space dedicated to building and testing new equipment, team members will begin to move into this space in August.

“We’re very fortunate at Vermeer to have a 71-year history of innovation. Shop 48 will take our innovation and growth opportunities long into the future,” said President of Industrial Solutions Doug Hundt.

Plant 7 was formally announced as the new facility being built where Plants 5 and 6 once stood. Nearly 500,000 square feet of manufacturing and office space will expand beyond the original manufacturing footprint that took up just less than 400,000 square feet of this area. The new facility will connect to the original Plant 7 that was damaged in the tornado but repaired in the months following. Together, they will take on the name Plant 7. Scheduled to be completed in Fall 2020, this facility is being built to keep team members safe at every touchpoint on the



Vermeer Corporation recently hosted the groundbreaking for a monument commemorating the buildings destroyed by an EF3 tornado last July.

Photos courtesy of Vermeer Corporation



Presenters celebrated the strength of the Vermeer team and the growth and progress that is happening along the Vermeer Mile.

job, create ultimate productivity, be a collaborative and engaging space for team members and allow for growth long into the future. Incorporating advanced manufacturing techniques and continuous improvement best practices will help drive world-class manufacturing. “Looking ahead, this facility is going to be world-class in every feature. We’re advancing our paint technology, coat technology and the space for our team,” said Vice President of Operations Bill Blackorby.

Also recognized was the new Eco Center. Replacing the one lost in the tornado, the new building will be placed behind Plant 1 and open its doors in January 2020. The Eco Center helps responsibly process and manage waste along the Mile.

“Our customers depend on our ability to get high-quality equipment to them. This new facility makes us excited to continue to deliver on this promise into the future,” said Executive Vice President of Forage and Lifecycle and Chief Marketing Officer Mark Core. ■



Artist renderings of all new and expanded facilities were on display during the ceremony.

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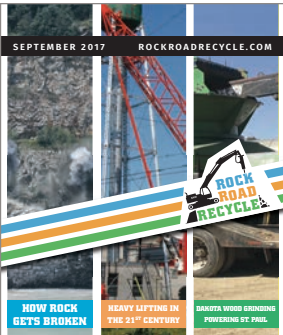


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Safety in the trenches

Source: [EHS Today](#)

Trenching and excavation continue to place workers in the construction and utility industries in dangerous positions. The private construction industry was responsible for 80% of trenching fatalities between 2011 and 2016, according to data from the Bureau of Labor Statistics.

OSHA's National Emphasis Program (NEP) in Trenching and Excavation specifically requires agency investigators to concentrate enforcement of standards for employers performing these activities.

United Rentals recommends the following seven trench safety topics to include in upcoming toolbox safety talks:

OSHA's 12 specific requirements

Review the 12 specific requirements related to excavations specified by OSHA's 1926.651 General Requirements. Discuss these requirements, which address areas such as access and egress, exposure to vehicular traffic, warning systems and more in order to promote greater awareness. Create a "Trenching & Excavating by the Numbers" exercise to build worker retention of excavation standards, such as 5 – the number of feet at which a protective system becomes mandatory – and 25 – the maximum distance in feet a worker may travel to reach a means of egress.

Soil classification

Soils are among the most important factors to consider when following the required manual and visual tests to identify the correct protective system solution. The soil type dictates the trench protective system that can be used

– sloping, bench, shielding or shoring. Remind workers that soil needs to be reevaluated anytime site conditions change.

Protective systems – sloping/benching

Sloping and benching protect workers from cave-ins by cutting back trench walls. With sloping, the wall is cut at an angle inclined away from the excavation. Benching involves excavating the sides of an excavation to form one or a series of horizontal levels or steps. A toolbox talk can review common mistakes associated with benching, such as benching in Type C soil, which OSHA does not allow, and benching in granular soil. OSHA allows benching in cohesive soil only – never in granular soil.

Protective systems – shoring

Shoring is an active system designed to prevent cave-ins by applying positive pressure against trench walls. Conduct a hands-on talk with a hydraulic vertical shore, reviewing available sizes, limitations, installation instructions and proper usage. Remind workers it is essential positive shoring be placed correctly, according to the manufacturer's tabulated data.

Protective systems – shielding and trench boxes

These are passive systems; they don't prevent cave-ins like shoring does. They are designed to withstand a cave-in and protect workers, provided the shield is properly installed. Review shielding options available, including aluminum boxes and steel boxes. Perform an inspection on a shield to show how to check that all components are present and intact.

Tabulated data

Review different types of tabulated data that come with all manufactured shielding and shoring equipment. These data detail proper equipment use and limitations, covering areas such as assembly instructions, soil types and maximum depth rating. Remind workers this information must always be onsite, either on paper or electronically. If the scope of work is outside what the equipment is rated for per the tabulated data, another protective system needs to be considered or an engineer needs to get involved to create a site-specific plan.

Site-specific engineering

Excavations near adjacent structures, underground utilities and roadways may come with unique and complex challenges that require professional input. Although contractors can usually utilize manufactured systems with tabulated data, there are times where additional guidance and stamped drawings from a professional engineer are necessary. A toolbox activity can be reviewing when to call upon a professional engineer, which include when heavy surcharges – such as heavy equipment, stockpiled equipment, roads, bridges and buildings – are close to the excavation.

"The challenges of trenching and excavation jobsite safety are something companies face every day," said Todd Hayes, region vice president – trench safety, United Rentals. "Everyone working at these sites needs to be knowledgeable with trench safety practices and toolbox talks keep safety top-of-mind with workers." ■

A.F. Mallet Excavating wins special edition CAT® CB24B utility compactor

Caterpillar Inc. recently celebrated 30 years of small vibratory roller manufacturing and surpassed the 30,000th roller production mark. To commemorate the milestone achievement, Caterpillar held a sweepstakes in the United States to give away a special edition Cat® CB24B roller. Thousands of contractors entered the Feelin' Lucky sweepstakes held from Feb. 4 through April 15, 2019.

Produced in Caterpillar's Minerbio, Italy, factory, the commemorative CB24B tandem vibratory roller features an exclusive charcoal gray paint scheme with the 30th Anniversary sticker and a chrome Cat badge on the hood. The 3-ton (2.7-tonne) Cat CB24B compactor boasts three vibrating frequencies to meet the job at hand. With its 47-in (1,200-mm) compaction width, this utility roller can be used for small paving jobs, large project finish rolling and landscape applications. Intuitive controls with multifunction control panel and easy viewing LCD display make this roller perfect for the rental market.

Athol, MA-based excavation and paving contractor A.F. Mallet Excavating won the Feelin' Lucky special edition CB24B vibratory roller. Andrew Mallet founded the north-central Massachusetts excavation contracting business in 2007 and included asphalt paving services to complete all phases of the project. With the company's main team members offering more than 75 years of experience, A.F. Mallet completes a range of residential, commercial and municipal projects.

"To be honest, I couldn't really believe it at first. Once I received the verification email, I realized it was legit and was extremely excited. I printed a picture of the roller and hung it on our refrigerator at home," said Mallet. "We feel incredibly lucky and grateful that we won this piece of equipment. We look forward to putting it to work!"

Representatives from A.F. Mallet received the 30th Anniversary roller during a ceremony held on June 26 at Milton Cat's Londonderry, NH, branch. On hand for A.F. Mallet's receipt of the CB24B compactor were Mallet and D. Scott Phipps, paving industry sales manager – North America, Cat Paving.

For more information on the Cat CB24B small tandem vibratory roller, visit your local Cat dealer or their [website](#). ■



Jaimee and Andrew Mallet hold the "key" to their new roller awarded by D. Scott Phipps of CAT.

Photo courtesy of CAT

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Haver & Boecker Niagara N-Class scalper excels in heavy-duty applications



Haver & Boecker Niagara's N-Class offers one to three screen decks and features an advanced single-eccentric shaft design that's supported by four high-performance, double-spherical roller bearings to offer minimized structural vibrations.

Photo courtesy of Haver & Boecker

Haver & Boecker Niagara offers the rugged, efficiency-enhancing N-Class vibrating screen to optimize crushing plants and screening operations through its ability to screen as much as 5,000 tons per hour. The Niagara N-Class is ideal for tough jobs, such as scalping and classifying ores, minerals, stones, sand and gravel in aggregates and mining applications. Haver & Boecker Niagara builds the equipment with an advanced four-bearing design that minimizes structural vibration and maintains constant G-force even through fluctuating material feed rates.

"The Niagara N-Class is a one of a kind machine with the ability to productively accomplish screening tasks other vibrating screens have difficulty with," said Peter Grotjohann, managing director of the German facility. "The machine offers our customers an ideal solution for improving crushing plant efficiency and classifying coarse materials, therefore improving profits."

Haver & Boecker Niagara's N-Class offers one to three screen decks and features an advanced single-eccentric shaft design that's supported by four high-performance, double-spherical roller bearings. It is dynamically balanced to minimize dynamic loads transferred into the structure and allows multiple screens to be placed side by side in the same building. The N-Class maximizes screening efficiency and virtually eliminates blinding and pegging by providing a consistent G-force in all operational modes regardless of load consistency. A heavy-duty body design handles heavy loads in applications with extreme material sizes up to 2,032 x 1,016 x 1,016 mm. The screens offer a self-cleaning action to minimize common problems encountered with traditional grizzly feeders.

The N-Class is ideal for reducing loads and energy demands for a crushing plant by providing more consistently-sized material to improve crushing efficiency. The use of the vibrating screen in the process before the crusher increases the crusher capacity and maximizes the quality of the crushed product.

Each N-Class comes equipped with Haver & Boecker's signature Ty-Rail System, which cuts media replacement time by about 50% by simplifying the process.

Haver & Boecker Niagara builds the N-Class for quick and easy re-balancing. It includes long-life bearings and a maintenance-friendly, modular machine design. The vibrating screen is equipped with buffers between the screen box and support frame for improved process reliability.

It is recommended to equip the machine with Haver & Boecker Niagara's patented crossbeam abrasion protection system, Snap-Guard®. Snap-Guard is made from polyurethane and protects crossbeams from harsh materials, extending maintenance intervals, reducing operating costs and increasing profits. ■



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Keestrack offers the most versatile range of hybrid and plug-in solutions in mobile processing technology for recycling and quarrying applications.

Photos courtesy of Keestrack

Keestrack offers the most versatile range of hybrid and plug-in solutions in mobile processing technology for recycling and quarrying applications. This applies to the complete product range — from screening plants and stockpile conveyors to mobile track-mounted crushing solutions of all relevant technologies and for all production capacities.

Recognize and use benefits

Keestrack was one of the first to recognize the huge saving potentials and operational advantages of electric drives for highly flexible track-mounted mobile processing solutions with transport weights up to 60 tons. In 2012 the first diesel-electric classifier was introduced, followed in 2013 by the first hybrid scalper and the first hybrid Keestrack crushers with electrified conveyors, followed by electric crusher drives. In these plants, powerful generators ensure low engine speed resulting in fuel-saving operations of the onboard diesels. Downstream screening plants or stockpile conveyors can now be fed via external plug-out supplies, which further improves the total fuel consumption of production trains.

With the plug-in option to connect to the mains, the Keestrack hybrid “e”-versions further enlarge their operating cost advantage over conventional diesel-hydraulic systems. Installed electrical pumps for essential hydraulic consumers (lifting cylinders, track drive, etc.) allow the full-electric operation of today’s “e”-versions. Compared to conventional diesel-hydraulic systems, energy costs can be reduced up to 80% and the noise levels during emission-free plug-in operation by about 30% according to Keestrack. Replacing hydraulic drives on conveyors, screen shafts, compressors or water pumps by electric motors also avoid long oil piping with leak-prone hose connections. Thermal problems in operations under extreme conditions are eliminated. With significantly lower oil quantities and extended change intervals the smaller hydraulic systems of Keestrack’s “e”-versions not only save the environment but also real money.

In full-electric operation, this also applies to lubricants, filters and other wear parts of the onboard diesel. Less engine hours mean less maintenance and downtime, which has a positive impact on total cost of ownership, as well as higher value retention. And finally: engine problems on a diesel-hydraulic crusher can stop the whole production or job site. With a plug-in hybrid machine, a total breakdown can be relatively easy to avoid by providing an additional external gen-set to ensure the finalization of the project.

The consistent development of electric drive concepts is far more than a mere modification.

Thanks to their on-board diesels, Keestrack’s modern “e”-versions remain as flexible and highly mobile as conventional technology without having to add a lot of additional transport weight — $\pm 1,000$ kg compared to the respective diesel-hydraulic version. By using high-quality steels and the weight-optimized design, Keestrack hybrids still undercut significantly the transport weights of most diesel-hydraulic competitor models of the same capacity. Even the larger hybrid plants can be transported in one piece, without dismantling. This also contributes to short set-up times. The full integration of all electrical system functions are controlled by the intelligent Keestrack plant control. This includes numerous automated routines (eg. sequential start/stop) and comprehensive monitoring, with bi-directional transmission of machine and production data via the satel-

lite-based Keestrack-er system.

Successful offering

Keestrack currently offers 80% of its 22 models in six series as diesel-electric hybrid variants, with 75% of them as fully electric plug-in systems. Depending on technology, type of application and production capacities, customer demand is quite different, but clearly related to the specific additional investment for the hybrid or all-electric system options. According to Keestrack there is a 10-15 % higher initial investment for stackers and screeners and 15-20 % for large mobile crushers. The faster this additional investment can be amortized the more attractive the “e”-option becomes. This is, for example, the case for quasi-stationary operations via mains on a recycling yard/quarry or more generally for large production schemes with energy-intensive machines.

Accordingly, the hybrid portion Keestrack models sold rises in close analogy to machine size and capacity and achieves around 40% for large classifiers, while the giant 500 t/h impact crusher R6 is sold at almost 90% “hybrid” (“rotor-by-diesel” + full-electric versions).

During recent years, Keestrack followed this trend in the development of its product range. Across all crushing technologies and machine sizes existing mobile crusher models have been presented in new “electrified generations” (e.g. jaw crusher B3, impact crusher R5). Completely new models or series have even been developed on a specific diesel-electric plug-in design base (eg. R3, B4 + B7, H4 + H6). Some of these models are only available as “e”-versions, as the practical advantages and the high gains in cost efficiency of their diesel-electric/plug-in drives are so successful, there is no reason to provide these in conventional diesel-hydraulic drives.

Innovation makes you innovative

The consistent development of electric drive concepts is far more than a mere modification. This is proven by the numerous innovations introduced by Keestrack during this

transition. Among others, these include specific plant componentry, such as the company's own series of compact wind sifters or the new optionally electric driven neodymium overbelt magnets. Despite a much higher separation capacity their weight is considerably lower, even up to 400 kg less than conventional ferrite magnets and this significantly reduces the transport weight of the diesel-electric machines.

Another interesting innovation is the drop-off power-supply module Keestrack offers on its new large plug-in plants. On-board diesel and generator are combined in a detachable unit, which can be positioned remotely from the machine, far from dust and vibrations during diesel-electric operation and easily accessed for control and maintenance. Since the main control with energy management and all electric drives are installed on the chassis, the drop-off modules can be completely dismantled and stored during plug-in operations via mains.

The most advanced and futuristic result of its sophisticated e-technology is the new track-mounted stacker S5e Solar. It is possibly the first directly solar-powered mobile processing plant worldwide. Photovoltaic panels literally span like a sun sail over the 23-meter-long conveyor belt. With max. 9 kWh they feed the system battery with a capacity of 23 kWh, installed on the chassis. The conveyor belt (22 kW) and the tracks (2 x 15 kW) are directly electric-driven, and an electric pump unit (2 x 15 kW) supplies the hydraulic lifting cylinders. If bad weather causes an insufficient photovoltaic power supply or intensive continuous operation exceeds the solar recharging capacities, the system can be powered or recharged via available external sources, such as upstream diesel-electric crushers and screens, or via mains plug-in. ■



Less engine hours mean less maintenance and downtime, which has a positive impact on total cost of ownership.



The S5e Solar is possibly the first directly solar-powered mobile processing plant worldwide.



*Below:
Keestrack was one of the first to recognize the huge saving potentials and operational advantages of electric drives for highly flexible track-mounted mobile processing solutions with transport weights up to 60 tons.*





Industry news

John Deere announces new Registered Apprenticeship Program

MOLINE, IL – John Deere recently received approval from the U.S. Department of Labor for its new Registered Apprenticeship Program and is making it available to its Agriculture & Turf and Construction & Forestry dealers. The program will help address a widespread shortage of service technicians, especially in rural areas across the country, by providing dealers with a formalized on-the-job and technical training plan to help them develop more highly skilled employees.

"The new Registered Apprenticeship Program complements our existing John Deere TECH program," said Grant Suhre, director, Region 4 customer and product support for John Deere Ag & Turf. "In addition to the on-the-job training experience, an apprentice will receive technical instruction and be assigned a personal mentor as a part of the highly organized training structure. Upon completion of the apprenticeship, he or she will receive a nationally recognized journeyworker certificate."

Through participation in the apprenticeship program, dealers formally commit to developing additional talent in an earn-while-you-learn program. A participating apprentice benefits from structured, on-the-job training in partnership with an experienced mentor. As training progresses, apprentices are rewarded for new skills acquired.

According to Tim Worthington, manager, customer support for the John Deere Construction & Forestry

Division, participating dealerships will see numerous benefits.

"Because of the earn-while-you-learn nature of the program, it will help dealers more easily recruit new employees and further develop a highly skilled workforce," Worthington said. "This can improve a dealer's productivity and profit potential as employee turnover costs are reduced and employees are retained longer. In addition, John Deere customers benefit from access to more highly skilled dealer personnel who are servicing or supporting their equipment."

John Deere dealers can collaborate with any number of local organizations as part of the Registered Apprenticeship Program. These organizations include, but are not limited to, the John Deere TECH Program, K - 12 schools, community colleges, labor organizations, economic development groups, foundations and workforce development boards.

John Deere dealers who wish to participate can receive support and technical assistance from John Deere and JFF (Jobs For the Future, a U.S. Department of Labor intermediary), who will expedite the registration process with their state or federal apprenticeship agency. After registering, dealers can immediately enter employees into the Agriculture Equipment Technician or Heavy Construction Equipment Mechanic programs. In addition, they can select other occupations for the apprentice program, including sales professionals,

parts professionals, accountants or many other occupations and develop appropriate work processes for those jobs. Next, dealers will identify master-level employees who are capable of and willing to mentor apprentices. Finally, dealers will identify potential candidates or incumbent workers who would benefit from the apprenticeship program and enroll them.

When apprentices participate, they track and report their on-the-job learning and technical training time in conjunction with their employer. The dealer's program administrator then inputs these data into the appropriate state or federal database. To ensure high standards are maintained, dealers are required to follow specific guidelines, developed over years of apprenticeship experience after they are registered.

To simplify participation for its dealers, John Deere created national guideline standards for the Registered Apprenticeship Program, which have been shared with its dealer channel and is providing technical assistance to dealers interested in participating. "These guidelines provide a consistent apprenticeship program template that any dealer can implement if they participate," Suhre explained. Dealers can utilize these national guideline standards to have a program approved and operating in a very short timeframe.

For more information about the John Deere Registered Apprenticeship Program, visit your local John Deere dealer. ■



The program will help address a widespread shortage of service technicians, especially in rural areas across the country.

Photo courtesy of John Deere



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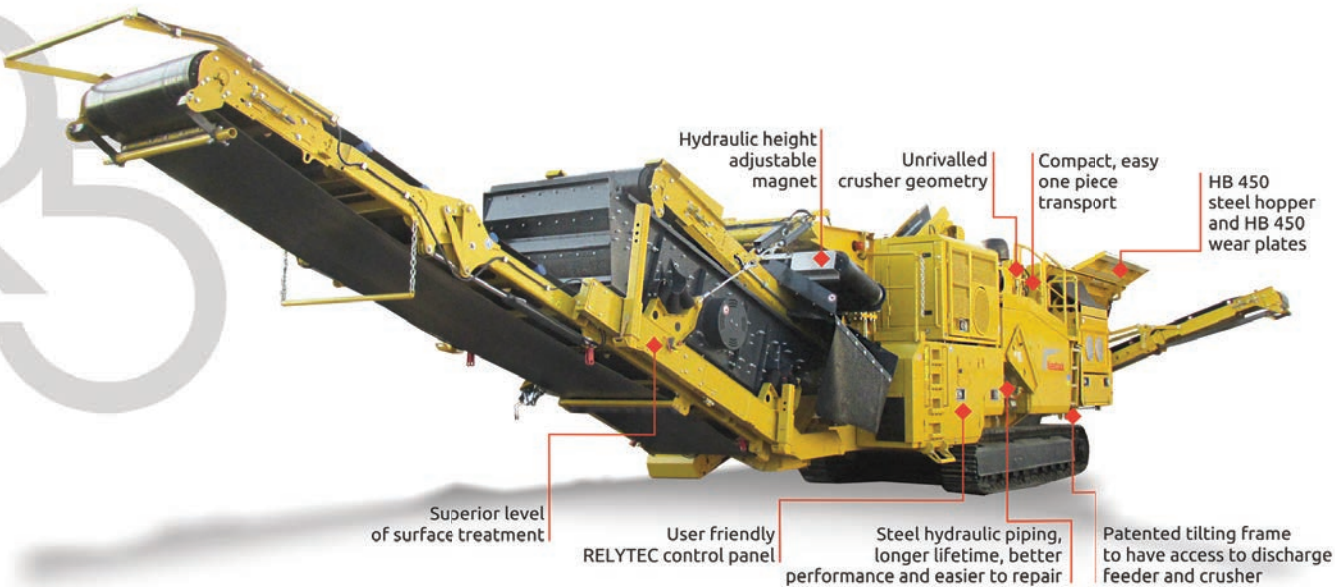
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Travis Vance

On the front lines with Fisher Phillips:

by Travis Vance and Pamela Williams



Pamela Williams

Statements made by managers and supervisors during OSHA inspections can come back to haunt you

Everything a manager or supervisor says to an OSHA inspector who shows up at the workplace may be used against the company to support a citation. And we mean anything and everything that may be said at any point.

Words can hurt

Imagine an OSHA inspector shows up at your workplace. After presenting his credentials to the plant manager, he meets with the plant manager and the safety director. The inspector explains that he has received a complaint that employees have been exposed to a certain chemical at the workplace, but the complaint did not specify where the exposure occurred. Trying to be helpful, the safety director says, "Oh, yeah. That could have happened in the back of the facility near where we produce the polymers. We just changed suppliers, so that could be a new issue."

Consider another situation where an OSHA inspector is conducting an inspection related to a complaint of asbestos exposure when pipes were being removed at a facility. Walking through the site with a facility owner, the inspector discovers a contractor's employees worked where the alleged exposure would have occurred. The contractor's site superintendent then joins the walk-around inspection. When the group arrives at the area of the alleged exposure, the contractor's superintendent says, "We took out the pipes, but the host employer said they had hired an asbestos removal company to abate the asbestos insulation on the pipes we removed."

Could either the safety director's or site superintendent's comments come back to haunt you? The unfortunate answer is yes.

What the law says

OSHA must prove these four elements to establish a *prima facie* case that a standard was violated: (1) the standard applied to the cited condition; (2) the standard's terms stan-

dards were violated; (3) one or more employees had access to the relevant hazard; and (4) the employer knew or, with the exercise of reasonable diligence, could have known of the violation's presence (*EMCON/OWT, Inc. v. Sec'y of Labor*, 224 Fed. App'x 875, 875-76 (11th Cir. 2007)).

To prove these elements, OSHA can rely on statements the employer's managers make at any time during the inspection. No guidelines and few legal prohibitions address OSHA's use of such statements. While OSHA's Field Operations Manual has detailed guidelines for conducting non-manager interviews, those guidelines are meant to keep information from such interviews confidential from the employer. But that's not a concern with manager interviews or statements. Regardless of when a manager makes a comment – during the opening conference, during the walk-around, in an email follow up after the walk-around, during idle chit chat or during a formal interview – the inspector can use comments made at any of these times against the employer.

Statements increases the risk of a citation

In both examples above, the manager helped substantiate OSHA's case for a citation by indicating that the employer may have known about a possible violation. The safety director admitted he was aware of a "recent issue" with the chemical in question, and the site superintendent acknowledged that he knew asbestos was present in the facility prior to beginning work. These individuals were just trying to be helpful, but they ended up inadvertently helping OSHA support its citations.

Further, they potentially could have set up willful violations against the company. These violations, which require OSHA to show prior knowledge of a hazard, come with much higher penalties. In short, although the managers likely didn't realize the import of their comments, once the

cat is out of the proverbial bag, the employer can be responsible for their statements.

Guidance for employers on minimizing risk

We recommend the following best practices to minimize the risk of manager statements being used to support citations:

When possible, have an attorney present during the OSHA inspection and have them be the person who provides most of the information to the OSHA inspector. OSHA generally cannot use statements made by attorneys as evidence. Formal interviews of managers can be arranged later.

If a manager must speak during the opening conference and walk-around – a circumstance that is very difficult to avoid – limit what is said only to matters that are necessary to directing the inspector to the area of the facility within the scope of the inspection and to arrange hourly employee interviews if requested.

Avoid making statements about what may be known of any hazard, how machines work or are guarded, how machines are locked out, etc. None of these questions are necessary for the OSHA inspector to conduct his walk-around. They can be answered at a later date after speaking with your attorney.

OSHA inspections have complicated aspects that may turn even an innocuous comment into significant consequences. Seek legal counsel should you have any questions about these issues.

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People in the industry

Quick joins TelSmith as southeast regional part sales representative

MEQUON, WI – TelSmith Inc. is pleased to announce its recent hire of Lane Quick, who joins as the regional part sales representative for the southeast region covering Tennessee, North Carolina, South Carolina, Florida, Alabama and Mississippi.

"As part of our efforts to increase our southeast U.S. parts sales representation, we are excited to have Lane join us," stated Allan Burke, part sales manager of TelSmith Inc. "Lane will be dedicated to promoting and marketing TelSmith parts from North Carolina to Mississippi and Florida in the south."

Quick began his career in the aggregates industry while attending the University of Minnesota-Morris as a welder at Superior Industries. After graduation, he transitioned into inside sales at Superior Industries for just under two years where he displayed excellent communication and

problem-solving skills.

"I am very excited for the opportunity to go down and work for TelSmith in the Southeast region and feel that TelSmith will be a great fit for me," said Quick.

Quick currently resides in Morris, MN, but will be relocating to the southeast region shortly. In his free time, he enjoys outdoor activities including fishing and hunting, especially duck hunting in the autumn.

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 and 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. ■



Lane Quick joins TelSmith as the regional part sales representative for the southeast region.

Photo courtesy of TelSmith

New MAJOR flex-mat sensor makes it easy to measure screening performance with no downtime

CANDIAC, QUEBEC – MAJOR, a global leading manufacturer of high-performance screening media, introduces the Flex-Mat Sensor, a valuable and easy to operate vibration data measurement tool users can utilize to review results and fine tune their screen machine without shutting down the equipment. The app-controlled vibration analysis sensor enables readings of screen box vibrations within seconds and generates a report that can be sent or reviewed. The simplicity of the system’s design ensures valuable and actionable data without the requirement for a plant shut-down to calibrate the sensor.

“Our focus is on making our customers more profitable and productive. This technology does that by putting a wealth of screen performance data into the palm of their hand,” said Peter Bauer, MAJOR R&D and innovation manager. “The simplicity of our system makes it extremely accessible and allows dealers and their customers to make educated decisions to improve performance and profits.”

The Flex-Mat Sensor enables users to measure and – almost immediately – view vibration data. The operator connects the single sensor to the Flex-Mat Sensor app on their phone before placing the sensor on one corner of the machine. The user will continue to move the sensor to each corner of the machine until finished. Once the measurement process is completed, the information will be delivered to the phone in the time it takes to climb down from the machine. Alternative systems may not provide the data until the following day. Machine information is stored locally for ease of use and viewing in areas with cellular limitations. Once a signal is available, the information uploads to MAJOR’s cloud service where it is viewable from a web

browser. Historical equipment performance data are also viewable through the cloud.

The sensor measures G-force, stroke, rpm and orbit, including lateral movement – a measurement not offered by many vibration analysis systems. Producers can use the data to monitor and fine tune screen box performance as well as make parameter decisions with minimal guesswork. For example, it’s difficult to tell just by looking at it whether a screen that’s supposed to be operating at 800 rpm is operating at 900 rpm because the difference in vibration could be just a few millimeters, but the extra could mean too much carryover. The sensor makes that information easy to access. The data can also give indications of what kind of screen media would be most effective on the machine.

Though the sensor is not meant to serve as a screen machine diagnostic tool, the information it provides can point to possible problems with the equipment. One corner of a screen performing differently from the others, for example, may mean further investigation is necessary. The tool allows operators to use the results to determine whether a more technical analysis from an alternative, in-depth system is needed.

The sensor kit arrives in professional casing and includes one sensor, instructions, a USB charging cable and instructions on how to download the Vibration app. The app will be available for iOS and Android phones. ■



MAJOR introduces the Flex-Mat Sensor, a valuable and easy to operate vibration data measurement tool users can utilize to review results and fine tune their screen machine without shutting down the equipment.

Photos courtesy of MAJOR

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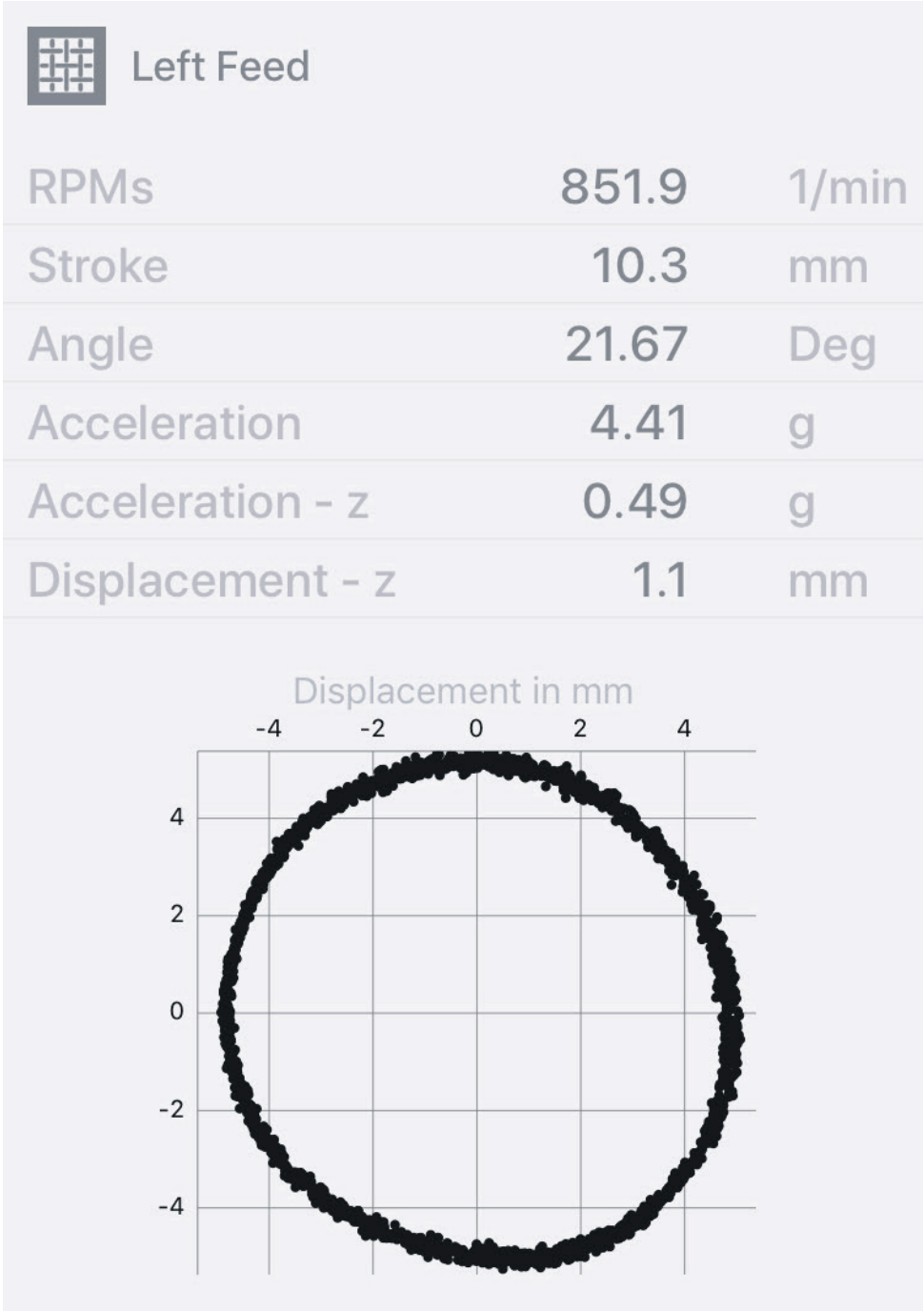
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The app-controlled vibration analysis sensor enables readings of screen box vibrations within seconds and generates a report that can be sent or reviewed.



Sandvik QJ341 with Security+ gives SJ Walchester a major boost

Walchester would have no hesitation in recommending the QJ341 to anyone in the market for a tracked jaw crusher.

A leading specialist recycler of construction and demolition waste from Stoke-on-Trent has received a major boost in operational productivity and efficiency. SJ Walchester's recently acquired QJ341 tracked jaw crusher from Sandvik has impressed all at the company with its reliability, effectiveness and ability to crush asphalt and tarmac even in warm weather.

Stoke-on-Trent-based SJ Walchester Ltd is a specialist in demolition, earthmoving and recycling. From the initial enquiry, through to completion of the job, the company aims to deliver on all projects the highest standard of professionalism, provide quality workmanship and ensure health and safety are paramount in everything it does. Being particularly noted for its demolition work, the company takes into account all factors ranging from the age of the building to the presence of asbestos, providing its customers with the perfect bespoke solution.

Once the building has been demolished, Steve Walchester and his team will recycle the resulting debris when possible, turning the waste materials into valuable and environmentally friendly aggregates and other building materials. In fact, SJ Walchester Ltd is well known for supplying an extensive range of quarried and recycled aggregates for domestic and commercial projects across Stoke-on-Trent and the Potteries. Whether it is MOT Type 1 aggregate, building sand or large quantities of crushed stone, the company can supply it all.

Recycled aggregates

As a company SJ Walchester has strict procedures which are implemented on site. Accurate waste segregation means the company can recycle a huge proportion of waste generated from demolished buildings. Implementing a full dust suppression system on site throughout the works further enhances the environmental credentials of its modern and

professional crushing and screening activities.

Being both proud of its hard-won reputation and appreciative of the need to use the most advanced and effective equipment, Walchester recently sought a new crushing solution for his recycled aggregates operation. To this end, the company is now operating a Sandvik QJ341 tracked jaw crusher, basing its decision to use a Sandvik machine due to the performance of the crusher during its demonstration and the exceptional back up and support.

"We've used various crusher brands over the years, but from the initial demonstration the QJ341 was very good. It did more than I was expecting it to and we got a lot greater output with it," said managing director Steve Walchester. "In fact, what the crusher can do is a lot more than it said on the 'tin'. The different functions on the crusher are very easy to flick between, making it a very user-friendly machine."

Security+ for peace of mind

No matter how good a crusher is, it is only as good as its support. Here Walchester found again that Sandvik exceeded his expectations. "If the crusher was to break down it would cost us hundreds if not literally thousands of pounds in lost downtime, wages and revenue. That is not to mention the damage to our reputation which is based on supplying customers with a high-quality product when they need it at a fair price."

That is the reason Walchester decided to take the Sandvik Security+ Gold service agreement when he purchased the machine. This is Sandvik's extended warranty program offered through a service agreement which lasts for 2 years with the Gold+ package. During 4 inspections throughout the year, preventative maintenance and inspections are carried out by a qualified engineer to ensure the unit is running at peak performance.

The arisings mainly come from demolition work, with the materials consisting of demolition waste, reinforced concrete, bricks and 300mm lumps of asphalt.

Photos courtesy of Sandvik



“My service and support experience are that Sandvik is second to none. We had a problem the other week; I phoned Sandvik and within 3 hours Sandvik was on site and had fixed the problem.”

Recycling asphalt and tarmac

The company currently produces 2,000-3,000 tons of 6F2 or Type 1 each day from a variety of sources. The arisings mainly come from demolition work, with the materials consisting of demolition waste, reinforced concrete, bricks and 300mm lumps of asphalt. Much to Walchester and his team’s delight, even the latter has proven not to be a problem for the QJ341.

“I’ve used crushers from other manufacturers on asphalt and tarmac and the QJ341 is the only jaw crusher I’ve experienced which will process it without problems. This is by its very nature sticky — especially when it melts in summer — with the hot conditions we experienced last summer being a case in point. Our previous crusher wouldn’t touch it and kept jumping the jaws. The QJ341 is simply able to be put into reverse and crushes as well as it does when set forward.

“We are the only company in the city (Stoke-on-Trent) with a crusher that is able to deal with asphalt and tarmac. This has meant that other demolition and road maintenance companies bringing their asphalt and tarmac to us for recycling. The Highways Agency is one of our regulars!”

Value for money

When push comes to shove, Walchester believes he’s got what he paid for, plus more. “When we came to buy a new tracked jaw crusher the QJ341 wasn’t the most expensive we looked at, but it was by no means the cheapest either. However, I’d give it 100 percent for value for money with no hesitation. Pound for pound it’s been an excellent investment and the material it processes for us has paid dividends. I would have no hesitation in recommending the QJ341 to anyone in the market for a tracked jaw crusher: one, for value for money, and two, for Sandvik service and after care. I am now 100 percent committed to Sandvik. I’m so impressed with both the company and QJ341 that I am actually in the process of buying a new one.” ■



SJ Walchester’s recently acquired QJ341 tracked jaw crusher from Sandvik has impressed all at the company with its reliability, effectiveness and ability to crush asphalt and tarmac even in warm weather.



QJ341 is the only jaw crusher Walchester has experienced which will process asphalt and tarmac without problems.



Mayrhofer Erdbewegungen team and Rockster's sales manager Norbert Feichtinger in front of Mayrhofer's new R1100S. Photos courtesy of Rockster

Thanks to the excellent performance of their R1100D impact crusher, which was acquired in 2016, Mayrhofer Erdbewegungen GmbH from Neumarkt am Wallersee (Salzburg) purchased the advanced model R1100S from Rockster Austria International GmbH.

The Austrian company specializes in earthworks, demolition, recycling, transport and recycling of construction waste. With about 20 employees on board, Mayrhofer Erdbewegungen takes on every project regardless of whether it's a small private order or a huge commercial task. Three years ago, Mayrhofer added a Rockster impact crusher R1100D to their modern fleet of 10 trucks and more than 30 construction machines. "In 2016, we were looking for a reliable and powerful crusher because our demolition and recycling business has been growing fast. After testing a few machines from different manufacturers and checking Rockster references, we decided to purchase the R1100D. It was simply the right machine for our needs when it comes to crushing rubble, asphalt and limestone," said owner Josef Mayrhofer.

New Impact Crusher R1100S Includes a Screening System

When it comes to crushing and screening machinery, Rockster is continually striving toward improvement with customer solutions always in mind. This makes it a good reason for a new investment. The size of the R1100S crusher is similar to the R1100D; however, it is equipped with the latest features, such as improved emissions, state-of-the-art engine technology and a sophisticated screening system with return and stockpile function. This being said, the new R1100S guarantees an ecological added value and increased efficiency. With a transport height of 3.2 m (10'6"), the impact crusher can also be transported quickly without special permission. "Especially for processing limestone, we like to produce an additional fraction of 45mm/x (1.77"/x). The convenient return/stockpiling solution enables a quick and easy change of the setup," Mayrhofer said.

Sustainable For the Generations to Come

Demolition waste and old asphalt are recycled on site, as well as on the 10,000 m² processing area at the company's headquarters in Neumarkt. Almost 100% of the recycled material is used for their own building and civil engineering projects. The Rockster crusher is working up to 500 hours/year with an output of about 130,000 tons of material. "Our Rockster R1100S produces about 250 to 300 tons of final grain 0/45 (0/1.77") per hour.

The recycled concrete is mainly used as a frost buffer in civil engineering and road construction. Recycling material from building waste is mainly used for fillings. Thanks to the good cubic grain produced by the impact crusher, the quality for further processing is excellent," explained Mayrhofer.

In one of Mayrhofer's largest projects, at Isocell, a company that puts great importance on sustainability and the conservation of resources, recycling material was used to a large extent in the construction of the company's headquarters. "Instead of depositing numerous tons of demolition waste, we use our Rockster crusher to create new value grain, which we use in various construction projects. That's how I imagine a sustainable material cycle," the entrepreneur added. ■



Asphalt recycling to a final grain size of 0 - 32 mm (0 - 1.26 in) at the recycling area at Mayrhofer's headquarters in Neumarkt.



Using the return belt as a stockpiling belt produces a further final fraction.



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