

MAY 2019

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**RIVERBEND  
CONSTRUCTION SERVICES  
BOOSTS PRODUCTIVITY**



**2019 HARD HAT EXPO  
EXCEEDS EXPECTATIONS**



**TRUCKING COMPANY  
SHAKES OFF LOW-QUALITY  
TRUCK VIBRATORS**





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**Riverbend Construction Services  
boosts productivity  
and saves fuel**



- Power transmission components
- Idlers



*Riverbend Construction Services boosts productivity and saves fuel*

by RockRoadRecycle staff writer

On the cover:  
Riverbend's Boyd Duff on location

Photos courtesy of Riverbend Construction Services

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**Associations and affiliations:**



## Riverbend Construction Services boosts productivity and saves fuel



Kleemann Mobicat MC 110 Zi EVO primary jaw crusher, Mobiscreen MS 15 Z screen, and Mobicone MCO 9i EVO secondary cone crusher work together in Interlinked mode.

Photos courtesy of Riverbend

Quarrying is an expensive business. It's expensive in equipment, time, people and operating costs. Any advantage a quarry or contractor can get helps improve the bottom line, profits and makes the business more viable. A quarry in South Carolina has benefitted from using a specialist crushing and screening contractor, which, through the use of its expertise and a new Kleemann crushing train, has seen previously untapped resources turned into valuable aggregate.

Many quarries leave the crushing and screening at their sites to specialist contractors as they often have both the expertise and equipment to undertake tasks more efficiently and effectively. One such contractor — independent specialist crushing company Riverbend Construction Services — is using a new mobile crushing and screening train to boost aggregate processing productivity while saving money on fuel.

Riverbend Construction Services operates in the southeastern United States, primarily in Tennessee, Georgia, Alabama and South Carolina. Riverbend owns no quarries or gravel pits; instead, it provides specialist independent service to the aggregates industry including overburden removal, drilling and blasting, site development and, particularly, contract crushing and screening. For the latter operation, the company utilizes three portable crushing plants, each capable of dealing with a variety of rock and ideal for producing accurately sized aggregate even from the hardest and most demanding of materials. "Our current business model is to do contract crushing," said Duff Boyd, president, Riverbend Construction Services, Jefferson City, TN. "We focus on mining of construction aggregates and material recycling."

At an established quarry located in South Carolina, Riverbend has impressed one and all by taking granite production to another level in terms of productivity and efficiency. The source of the material at the quarry was untapped. The owner of the quarry was unable to process the rock using the existing

work force and equipment. This is where Riverbend comes in; it has the people, the expertise, the experience and the vital equipment to deal with the granite. "Here, we are making crusher-run granite road base and a No. 4 material — which is 2 inches by 1 1/2 inches with no fines," Boyd said. The crusher run size is 100 percent passing 1 1/2 inches, all the way down to 200 mesh size. Riverbend also does the drilling and blasting of the gray granite and loads and hauls the raw stone to the processing site located at the top of the pit.

What have proven to be essential in producing the required fractions — at a highly productive level — are Riverbend's new Mobicat MC 110 Zi EVO primary jaw crusher, Mobiscreen MS 15 Z screen and Mobicone MCO 9i EVO secondary cone crusher, all manufactured by Kleemann and impressively all able to work "as one" via Kleemann's Interlink technology to deliver smooth production and lower operating costs.

### Efficient prescreen

Through the use of the new interlinked equipment, Riverbend has averaged 305 to 335 tph, depending on the feed. Commenting on how the Kleemann equipment has boosted productivity, Boyd said, "If the feed is a good, well-blasted material, with this closed-circuit arrangement I can easily put up to 340 tph through. By well-blasted I mean a rock that's not chunky, that's shot well throughout with some fines in it and a variety of sizes that go into the primary. But as the rock gets coarser, productivity slows down."

One interesting if unusual feature of the aggregate plant is that instead of a grizzly, Boyd's new Mobicat primary jaw crusher utilizes an independent prescreen that speeds productivity. "The prescreener pulls all the fines out, and that's where the tons per hour really pick up," Boyd said. "But if it's a coarse material, it all has to go through the jaw and my tons per hour will go down. The prescreen is the ticket. Currently we don't drop any fines through the prescreen that kick out the side — instead they drop right underneath and bypass the jaw and we blend and mix them at the scalping screen.

"When we crush through the cone, those fines return back and we blend the pit fines with the crusher fines to make a more consistent crusher-run product with stable gradation. If we kicked them out at the jaw and made crusher run at the



The Kleemann Mobiscreen operates in closed circuit with both the jaw and cone.



Instead of a grizzly, the new Mobicat primary jaw crusher utilizes an independent pre-screen that boosts productivity while reducing wear and tear on system from abrasive fines.

screen, we'd have two separate products; instead we send both fines products to the screen, where it blends and mixes and stays consistent."

The feeder itself sets the feed rate for the tons per hour coming into the plant. "It runs at a higher frequency," Boyd said. "The prescreener cleans the feed up and keeps the fines out of the crusher and that's huge. Instead of being kicked out the side by conveyor, they go down a chute, bypassing the crusher and mix with the crushed material coming out of the jaw. It cuts down on the wear on the jaw dies and the cheek plates. It prevents wear and tear and increases throughput."

Another appreciated benefit that has made a huge contribution to the profitability of the contract is the prescreen also equates to better fuel consumption. "These machines literally sip fuel compared to the competitors," Boyd said. "I've been very, very impressed with the fuel consumption, especially the Kleemann conveyor. They use hardly any fuel at all and are very reliable."

#### Closed circuit operation

The interlinked equipment works as a crushing and screening train and as such is set up in a closed circuit. Material is primary-crushed at the jaw and both crushed material and all fines go to the mobile screen. The MS 15 Z mobile screen has two decks — the top with 2 in. panels and 1 1/2-in. panels on the bottom deck. The top deck overs go to the cone crusher to be sized down (as the jaw is set to 65mm, a 4-to 5-in. size rock goes to the cone). The cone crushes that material and sends it back to the screen for resizing.

The bottom deck overs are a 2 x 1 1/2-in. rock and the bottom deck screen-throughs are set at a 1 1/2 in. size, which is stacked as a product. Anything dropping through is crusher run, which is stockpiled and loaded on trucks.

Another direct benefit of the Kleemann plant is the use of diesel electric drives, of which Boyd said, "The jaw and the cone are diesel over electric. The crushers are run off fluid couplings but the rest of the plant is electric. The advantage is that the electrical systems are much easier to work on; any electrician who knows about three-phase electricity can troubleshoot or repair it. That's unlike competing makes, in which all of the products are hydraulically driven. And when you have hydraulic problems, they are very difficult to troubleshoot. And Kleemann's control panels are cushioned with springs and sealed tight. They work fabulously. Electrical over hydraulic is much easier to troubleshoot, repair and maintain."

#### Synergy of operation

Boyd has found, much to his delight, how all the jaw and cone crushers are interlinked and communicate with each other, thereby boosting the performance of his plant. "Via a control wire, the cone 'talks' to the jaw," Boyd said. "The cone sets the pace for the plant. If the cone starts to get too much stone, it tells the jaw to slow down a little bit until it catches up. What's fascinating is that every 20 minutes the cone and the jaw analyze what has happened and the system gets smarter as it goes on."

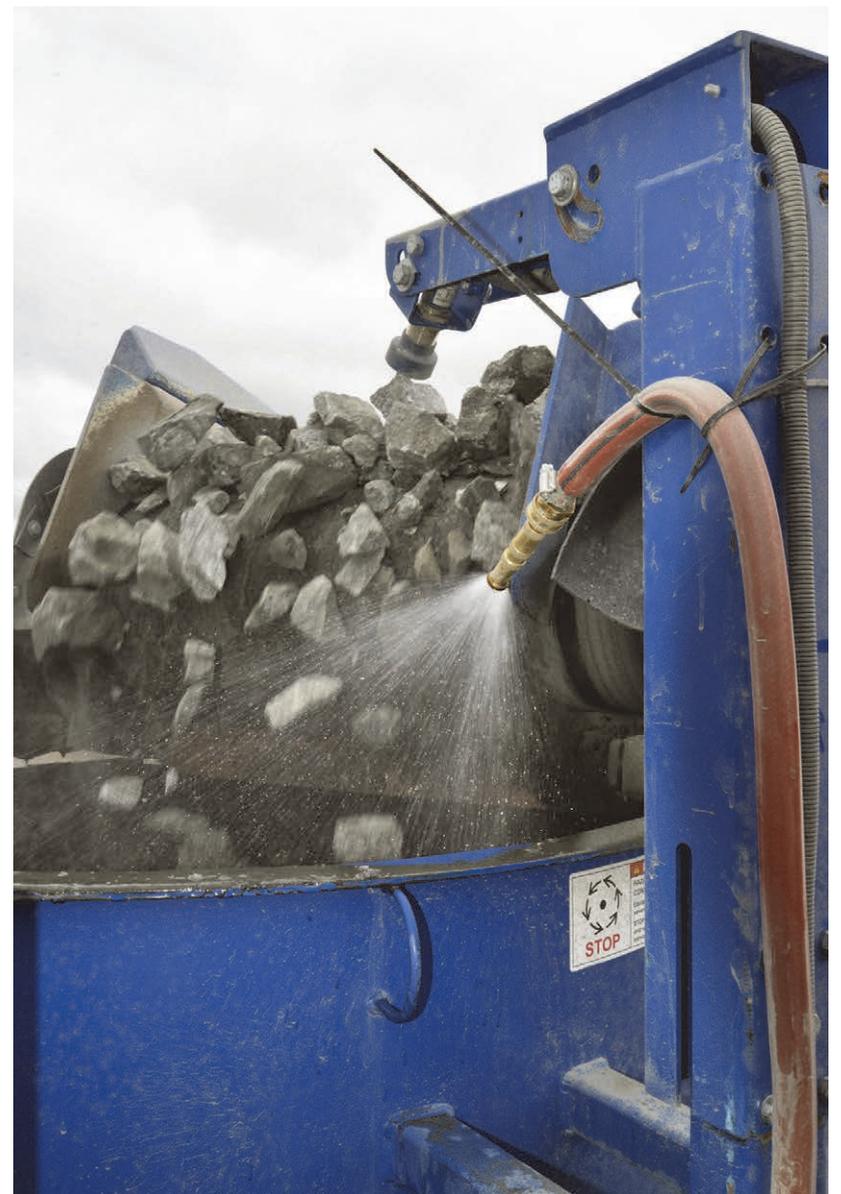
To illustrate this latter point, for example, throughout the day if the cone determines that it let the jaw slow down too much, it will adjust for that. "As the day goes on, the plant runs just fabulously," Boyd said. "As the day progresses and we start to see a little manganese wear on the cone or die wear on the jaw — and factors change throughout the day — the plant adapts too. It takes a lot of human error out of the equation." However, should a human interface be required and if he sees the recirculating load is rising out of the cone in the closed circuit



Jaw (right conveyor) and cone crusher (left) send aggregate to the Kleemann Mobicat MS 15 Z for further classification.

loop, Boyd can "tighten" the cone via adjustment of its closed-side setting.

"We can go in on a daily basis and do a zero point set on the cone," Boyd said. "The cone will screw itself down until it touches, and then back itself off. It's a super accurate way of checking your closed-side setting. If you just go in and set it, unless you know where the zero point is, it's not an accurate measurement. By being able to automatically zero out your cone, you don't have to use lead weights or slugs being crushed to measure the lead to see what the setting should be. The automatic setting is fantastic; you push a couple of buttons and it's set within five minutes."



The feed to the cone crusher is subject to the crusher's dust suppression system.



Through the use of the new inter-linked equipment, Riverbend has averaged 305 to 335 tph, depending on the feed.

**Keeping it efficient**

Even the best equipment in a quarry needs maintenance to keep it running at its best. The Mobicat jaw crusher design also aids maintenance, Boyd found. Like the Mobicone, it features fully automatic hydraulic crushing gap adjustment, which guarantees quick setup times and on-the-fly adjustments. “The swing die on the jaw crusher is much longer than the stationary die,” he said. “That longer swing die not only protects the pitman on the jaw crusher, which is great, but secondarily it eliminates the edge or lip on a shorter swing die on competing crushers that gives an opportunity for bigger rocks to catch and hang on to. Kleemann’s taller jaw die all but eliminates stoppage due to big rocks. If you are doing 330 tph, and you have to stop for a half hour to dig the rock out, you’ve lost 165 tons of productivity.”

While Riverbend has two other mobile aggregate processing plants of other makes, Boyd chose Kleemann after doing research that included visiting Kleemann’s plant at Göppingen, Germany, outside Stuttgart. “I visited Kleemann’s factory about two years ago and was fascinated by the design, engineering and fabrication of Kleemann equipment,” Boyd said. “The engineering is fantastic. As a result I had to give them a try.” At the same time, he found support for his existing equipment was getting weak. “The support I get from Kleemann and Linder Industrial Machinery Co. has been fabulous,” he said, adding, “It’s of excellent quality.”

**A dealer you can rely on**

Linder Industrial Machinery’s 65-year history began in 1953 when Scott Linder Sr. and James Cox opened offices in Lakeland, FL. A culture of strong leadership that placed its customers and their needs at the forefront of the business yielded growth and expansion throughout the years. Since 1953, it has been the company’s mission to provide customers with the equipment and service they need to run successful operations. It proudly states that its customers are at the top of its organizational chart. It is a philosophy that has guided the company for 65 years, and as shown by Boyd’s experience, it is one that it remains committed to. ■



Above: Riverbend’s Duff Boyd utilizes a touchscreen to control production.



Left: In Interlinked operation, jaw and cone crushers (cone shown) communicate with each other.

# 2019-20 ACI Foundation fellowship and scholarship recipients announced

FARMINGTON HILLS, MI – The ACI Foundation is pleased to announce its 2019-20 fellowship and scholarship recipients. The ACI Foundation is a non-profit subsidiary of ACI that promotes progress, innovation and collaboration in the concrete industry through strategic investments in research, scholarship and ideas.

All fellowship recipients receive a \$10,000 - \$15,000 U.S. educational stipend, paid travel expenses and attendance fees to two ACI conventions and assistance in finding an industry mentor. All scholarship recipients receive a \$5,000 educational stipend. Since 2012 the ACI Foundation has given more than \$500,000 dollars to more than 60 students from fellowships alone. Applications for the 2020-21 fellowships and scholarships will open in July 2019.

## 2019-20 Fellowship Recipients

*Barbara S. and W. Calvin McCall Carolinas Fellowship:* Ross Newsome, University of North Carolina-Charlotte

*Daniel W. Falconer Memorial Fellowship:* Edvard Bruun, Princeton University

*Don Marks Memorial Fellowship:* Alec Derks, Saint Louis University

*Elmer Baker Fellowship:* Christopher Bick, University of Cincinnati

*ACI Presidents' Fellowship:* Alvaro Ruiz Empananza, University of Miami

*Richard D. Stehly Memorial Fellowship:* Joseph DiBucci, Pennsylvania College of Technology

*Baker Student Fellowship:* Aaron Elliott, Pittsburg State University and Ivy Thibodeaux, University of Louisiana-Lafayette

*Tribute to the Founders Fellowship:* Hope Hall, Oklahoma State University

*Darrell F. Elliott Louisiana Fellowship:* Anne O'Donnell, University of Notre Dame

*Middle Eastern Fellowship:* Nancy Kachouh, United Arab



Emirates University

## 2019-20 Scholarship Recipients

*ACI Scholarship:* Muhammad Faizon Qureshi, University of Toronto and Jahanzaib, University of Toronto

*Bertold E. Weinberg Scholarship:* Anthony P. Becerril, Purdue University

*Katharine & Bryant Mather Scholarship:* Aaron Miller, Georgia Institute of Technology

*Schwing America Scholarship:* Tyler Kleinsasser, South Dakota School of Mines and Technology

*Stewart C. Watson Memorial Scholarship:* Hosam Sennah, Ryerson University

*W. Gene Corley Memorial Scholarship:* Joshua Tomczak, University of Minnesota-Duluth

*Richard D. Stehly Memorial Scholarship:* David Orense, University of Florida

ACI Foundation Fellowship and Scholarship awards are made possible through generous contributions by donors from the concrete community. Together, the foundation and its supporters are strengthening the concrete industry by encouraging students to a professional career in the field of concrete. The ACI Foundation is leading the way to ensure a sustainable, successful future of the concrete industry by intentional and focused investments in people, research and technology. More information about each fellowship and scholarship is available at [acifoundation.org](http://acifoundation.org). ■

## Experienced conveyor components salesman joins Superior in northeast U.S.

MORRIS, MN – Superior Industries Inc. recently announced industry veteran Cary Octavio is its new territory sales manager for conveyor components in the Northeast United States. Octavio comes to Superior after almost 30 years of sales and service in bulk material handling markets.

"Cary likes to get his hands dirty and comes to Superior with an incredible amount of technical conveying experience," said Mike McFerren, the conveyor components sales manager at Superior Industries. "He'll be an asset to our distribution partners and bulk material producers throughout the Northeast and will make our whole sales and service group better."

To date, Octavio has spent

the majority of his career with Fenner Dunlop Americas where he was in outside sales territory development and sales management. Most recently, he was vice president of sales at International Conveyor and Rubber, a Pennsylvania-based supplier of conveyor and rubber products and services. At Superior, Octavio will work with the manufacturer's distribution partners from Maine to Virginia and all states between.

Octavio is a proud veteran of the United States Navy and currently lives in western Pennsylvania with his wife and their teenage daughter. Additionally, he has two adult children. Away from work, Octavio enjoys fitness activities and has various roles in his church. ■



Octavio comes to Superior after almost 30 years of sales and service in bulk material handling markets.

Photo courtesy of Superior



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A well-designed transfer point controls the maximum load at the highest achievable volume.

Photos courtesy of Martin Engineering

## Advice for cleaner, safer, more productive conveying

**A**s tons of material per hour are quickly dropped with great force through receiving chutes onto a receiving conveyor, fugitive cargo often piles up around the frame and dust migrates throughout the area, collecting on idlers, pulleys and floors and affecting air quality. Workers have to continuously clean up the material before it encapsulates the belt, potentially exposing them to a hazardous work area around a moving conveyor — where even incidental contact can result in serious injury in a split second. Considering that most conveyor injuries occur through routine maintenance or clean up, controlling fugitive material is becoming one of the primary elements in a well-organized effort to reduce hazards and prevent injuries.

“Conveyor operators need only take a broad look at the expense that fugitive material has on a system to realize the full cost that accompanies inefficient transfer point designs,” said Jerad Heitzler, product specialist at Martin Engineer-

ing. “Problems such as improper belt support, badly sealed chutes, damaged idlers and uneven cargo distribution can all result in spillage and belt mistracking. They also contribute to increased costs for lost material, premature equipment failure, maintenance and cleanup — as well as the potential for injury and compliance issues. These factors raise the cost of operation and reduce profit margins.”

In a properly engineered transfer point, each component — from the chute design to the cradles and dust seals — is employed to maximize its specific function and contain dust and fines, while at the same time offering workers easy access for maintenance.

### Transfer points

Containment is the key to avoiding spillage and dust and there are a number of components designed for this purpose. Although shaped transfer chutes and rock boxes direct the material flow to mitigate the concussion of material on the

belt, most high-volume operations need one or more impact cradles to absorb the force of the cargo stream. Heavy-duty impact cradles can be equipped with rubber or urethane impact bars with a top layer of slick UHMW plastic to minimize belt friction. Able to withstand impact forces as high as 17,000 lbf (53.4 to 75.6 kN) and drop heights of up to 50 feet (15.2 m), support beams in the center of the cradle are set slightly below the receiving belt’s line of travel. In this way, the belt avoids sustained friction when running empty and yet can absorb hard impacts during loading, while still retaining a tight belt seal.

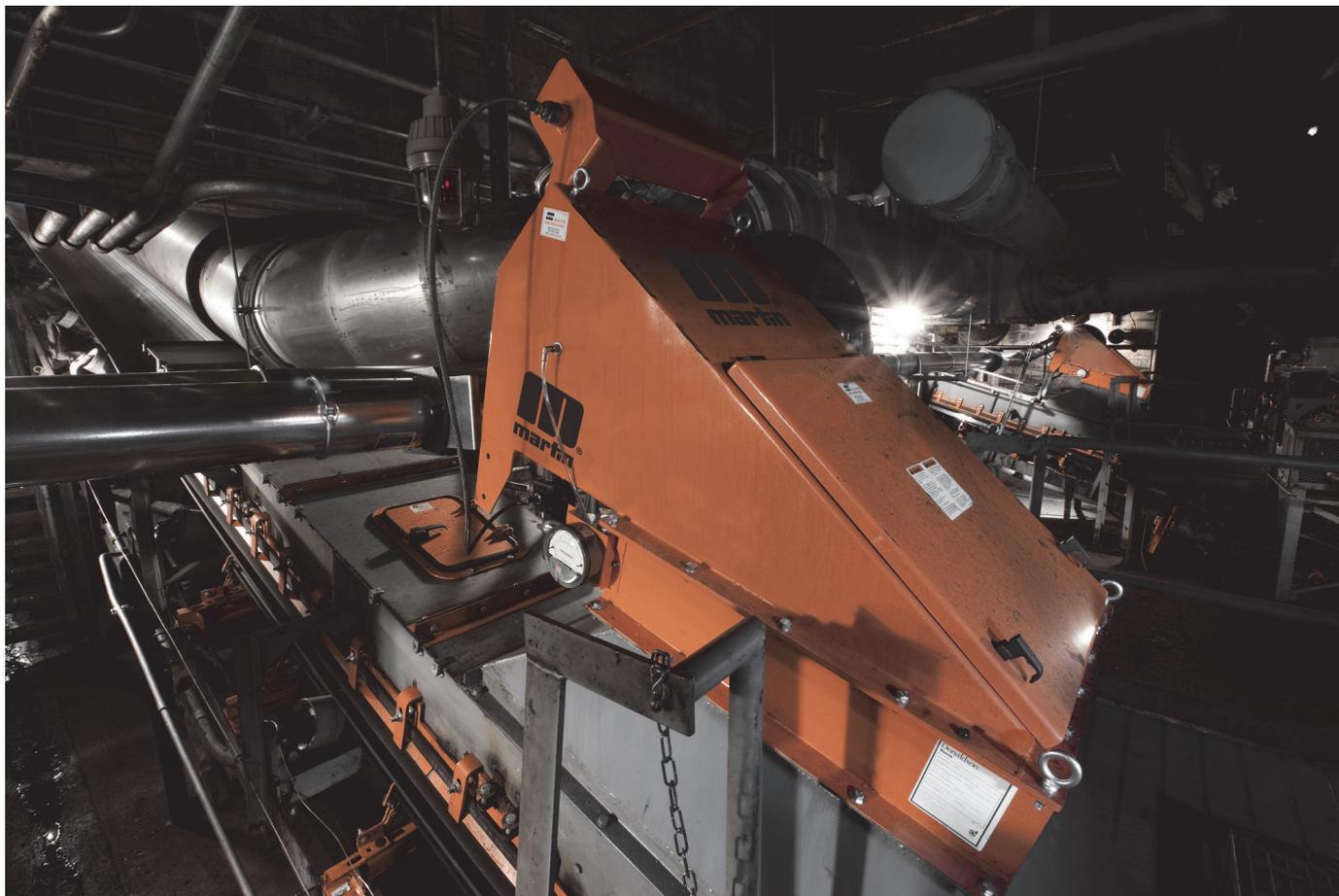
Within the settling zone — located after the impact cradle in the conveyor chute box — slider cradles can then create a troughed belt to center the cargo and reduce disruption quickly, aiding in dust settlement. Slider cradles, located down the length of the skirted area, have several functions. One is to create a trough angle that adequately centers the load. The trough angle also plays an important part in retaining a tight seal between the belt and the skirt. Lastly, utilizing track mount idlers in between each cradle, a smooth belt path is created through the settling area — one that can be easily maintained. A smooth belt path should have no gaps, minimizing disruption and promoting containment, allowing dust and fines to settle into the cargo stream prior to leaving the containment area.

### Airflow

With a constant stream of material crashing on the impact point of the receiving belt, the transfer point can be extremely turbulent — and this turbulence must be contained. By slowing the airflow in the skirted area, suspended dust is allowed to settle onto the cargo path. To contain the mixture of air and disrupted material, a stable and correctly supported belt is needed for the sealing components to function properly. Without a stable beltline, the belt will sag between idlers and sealing components will not prevent air and fine material from escaping out of the resulting gaps, causing spillage and dust emissions.

### Chute sealing

By closing gaps and keeping a tight seal on the belt, apron seals can also be attached to the chute walls to prevent fugitive dust and fines from escaping. “A crucial requirement in any transfer point designed for reduced spillage and high efficiency is an effective skirting and wear liner sealing system at the edge of the belt,” explained Heitzler. “Modern designs feature external skirting, which



An integrated air cleaner is a small, independently-operating unit placed at the dust generation point.

**CONVEYOR from 8**

establish the tight belt seal needed to eliminate fugitive dust and fines.”

The external design requires minimal tools and no confined space entry in order to inspect, adjust or replace wear liners or skirts and in most cases can be performed by a single worker. The low profile of the skirting assembly needs only a few inches of clearance, allowing installation and maintenance in space-restricted areas. The design of these components drastically reduces scheduled downtime and the potential workplace hazards associated with replacement and adjustment.

**Dust filtration**

In operations with limited space for a settling zone or especially dusty materials, dust bags and curtains may be essential components. Providing passive relief via positive air pressure created at belt conveyor loading zones, dust bags prevent the escape of air-

borne particulates by venting the air and collecting dust at the exit of the loading zone and mounted in the skirtboard cover, dust curtains can help create a plenum for dust suppression and dust collection. For additional dust control, an integrated air cleaner system can be installed at the point of emission, containing a suction blower, filtering elements and a filter cleaning system.

**Conclusion**

Managers concerned with the overall safety and cost of operation need to review potential hazards, the impact of rising labor costs for cleanup and maintenance, combined with the expense of potential fines or forced downtime to determine specifically how they can affect the bottom line. Using the technologies described here, even poorly performing conveyors often don't need to be replaced or rebuilt, but merely modified and reconfigured by knowledgeable and experienced technicians installing modern equipment. ■



*An effective transfer point requires the belt's line of travel to be stabilized and supported.*



*Cleaning up spillage exposes workers to a potential hazard area from the moving conveyor.*

## Prairie Dawg Practical

by Tim Holmberg, DEMI Equipment



**Hey Prairie Dawg,  
“What makes a conveyor work its best?”**

Conveyors have no value without a couple of key components working together to transfer materials from one location to the opposite end where they will exit or be discharged. The specific distances and elevations of the site will determine how the conveyor will be required to perform to get the job accomplished. The key components we are going to discuss further are referred to as idlers or troughing idlers and the other is power transmissions, also referred to as a gear box or gear reducer. When people hear the phrase power transmission, many quickly think of high voltage power or maybe even the dangerous power lines that deliver electrical power into the homes and communities where they live and work. In our industry, the phrase power transmission isn't quite as shocking (or shall we say dangerous) if touched accidentally with both hands. Needless to say, it is an extremely necessary part of the materials handling world for moving mountains – literally. It is easily the number one form of drive component in the conveying market today and will be for many years to come.

Power transmission comes in many shapes, sizes and configurations and will always require some sort of preliminary gathering of data. Numerous amounts of location-specific climatic characteristics need to be considered, ranging from temperature highs and lows to moisture accumulation (both rain and snow if applicable), and even wind speed can have an effect – but most important are the terrain elevations and the physical amount and size particles of materials needing to be conveyed.

Consider how fast or slow the entire system will need to operate in order to accommodate all of the variables with best consistency, reliability and longevity of operation. Hourly use per day and operation expectancy should be factored in as well.

As you can see, it is extremely important for the power transmission to be first of all qualified correctly in size and type/configuration for each conveying machine. Then the brands themselves should be considered based upon reviews or feedback and possibly for a specific warranty offering and known process upgrades or improvements versus another brand's offering.

Maintaining a power transmission is as important as the process of sizing the correct one from the beginning. The transmissions require routine and ongoing maintenance for the life of the installment and the better these practices are followed, using highest quality lubricants and hard parts, the more likely they will provide maximum life expectancy and often even exceed the manufacturer's own stated values. Keeping transmission components well-serviced will also keep your energy consumption at its optimal operating targets, extending the savings directly back into the operation.

Idlers are the backbone of the conveyor and without their uniquely engineered design, the overall length a conveying system designed and built would be severely limited. Many conveyors – whether 5 feet long or 5,000 feet – or even the longest conveyor in the world, at 61 miles long, couldn't have been built without the invention of idlers.

There are many manufacturers, both domestic and foreign, who are mass producing these rolling assemblies at competitive prices. There are many series and size options as well as configurations for specific application requirements, so it is not always easy to replace an existing one without first knowing some minimal terminology and some measurements. Today's manufacturers are always working to improve life cycles of their products and have

made many changes since their first inception. One key improvement has been the introduction of sealed bearings – especially on long-run overland conveyors. Maintaining this one aspect alone is not only time consuming but expensive for the amount of grease utilized and the delicate risk of over-greasing – exposing the bearing (with the now blown seal arrangement) to the dusty and dirty surrounding environment.

Once these bearings are breached and infected it's not long before the roller seizes up and the belting starts to wear the can off the frozen bearing, until it wears through and creates an edge sharpened like a razor – often snagging a frayed portion of the belting and tearing it the entire length of the conveyor. These mistakes have been costly in the past, which is why as a conveyor manufacturer myself, it is so wonderful to have the idler manufacturers working hard to improve somewhat flawed designs and making other improvements along the way. Idlers today are becoming more advanced than ever before. They play an equally important roll in energy-cost savings while in peak operating performance, as any time we can reduce friction values on any of the conveyor components, the savings will be revealed quickly when the maintenance on these items is performed on a regularly scheduled interval.

Conveyors are very necessary to an operation and it is critical to respect them for the amazing amount of work these miles of moving components on a framework provide. Conveyors are all around us in most every industry, but it's in the aggregate and mining industries where these components are pushed to the production and design limits – and where they are exposed to the harshest of conditions they will ever encounter. Remember this article as you drive, because not only may you happen to see a conveyor out the side window some distance away, just know that a conveyor with idlers and a power transmission was used to convey the materials used in making the very road you drive on every day. Stay tuned in for more conveyor topics and details associated to come.

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

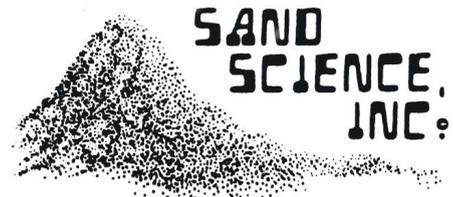
*Questions or comments? Email Tim Holmberg at [prairie-dawg@pdpractical.com](mailto:prairie-dawg@pdpractical.com) or visit [demiequipment.com](http://demiequipment.com).*

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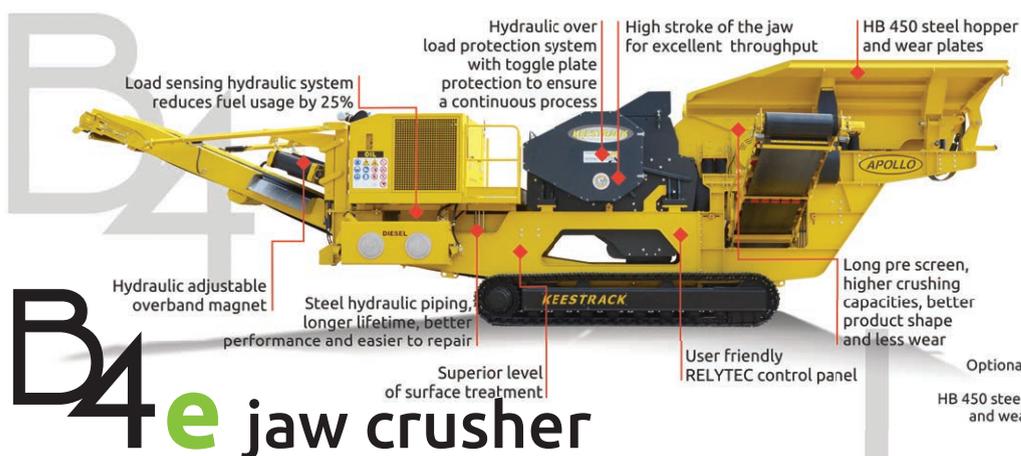
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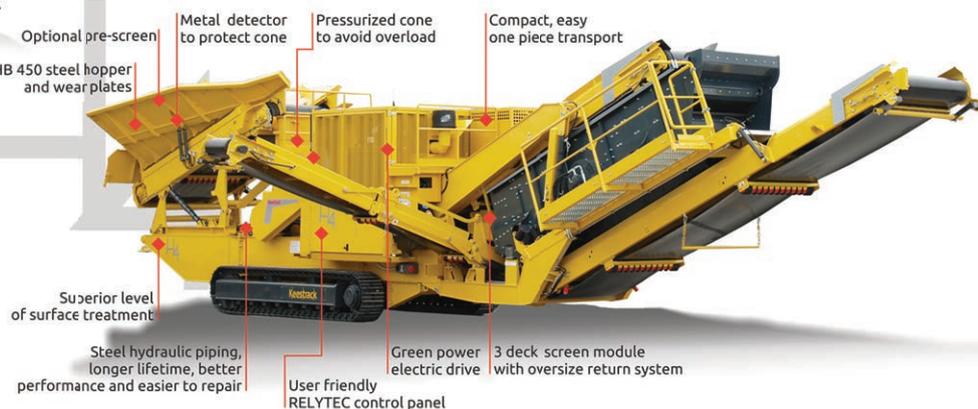


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## Austin Powder Company names Rawlings president

CLEVELAND, OHIO – Austin Powder Company, a leader in high quality explosive technologies and blasting services since 1833, is pleased to announce that Jason F. Rawlings has joined the company as its new president. Rawlings succeeds Dave True, a 43-year veteran of company, who will remain on to help ensure a smooth transition and will continue to serve on the company's board of directors.

"I am pleased that the search for my replacement brought Jason Rawlings to us," said True. "His experience, personality and values will do well as he leads Austin Powder Company through this new chapter. I wish I were twenty-five again and joining Rawlings' team!"

John Rathbun, president and CEO of Austin Powder Holding Company, shared, "At the end of a thorough and thoughtful search, we agreed that Jason Rawlings is a leader who exhibits a deep respect for what we do and for our employees and customers alike. We are delighted that Jason has joined our company. Over time, he will assume the full responsibilities held by Mr. True."

Rawlings comes to Austin Powder from Cummins Inc., a global power leader. He has an extensive background in general management in the mining, rail and defense markets. In his last role, he led the sales efforts for the company globally, as the executive director of sales and marketing.

"It is truly an honor to join the Austin family. The company has a rich history and an admirable culture steeped in family values," said Rawlings. "I look forward to working with my new colleagues in the U.S. to take on the exciting opportunities presented within our markets. In doing so, I look to continue our company's fine reputation of understanding the details, as well as its strong reputation for managing relationships. It is this care that has allowed Austin Powder to exceed the expectations of our customers and partners." ■



Jason F. Rawlings, new president of Austin Powder Company.

Photo courtesy of Austin Powder

## Kleemann plants receive award for well thought-out design

At the start of the year Kleemann was awarded two international design prizes: the iF Design Award and the Good Design Award for the jaw crusher MOBICAT MC 120 Z PRO and the screening plants of the EVO line. Innovative details for safe operation and simple handling impressed the jury members.

The iF Design Award is one of the most important design awards in the world and has been regarded for 66 years as an internationally recognized label for first-class design. The jury consisted of 60 independent experts from over 20 countries. The award winners were selected in February based on the criteria of innovation, functionality, responsibility and positioning. In 2019, the award winners also include the jaw crusher MOBICAT MC 120 Z PRO as well as four mobile EVO screening plants from Kleemann.

The Good Design Award presented in January is an industrial design program organized once a year by the Chicago Athenaeum Museum for Architecture and Design in co-operation with the European Centre for Architecture, Art Design and Urban Studies. Industrial products characterized

**KLEEMAN 14**



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The clearly arranged design of the mobile jaw crusher MOBICAT MC 120 Z PRO impressed the jury members. The plant can be accessed easily from all sides and can be transported in one piece.

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**KLEEMAN from 12**

by a particularly innovative and well-conceived design are nominated. The Kleemann plants also convinced this jury.

**Clearly arranged design despite its size**

The mobile jaw crusher MC 120 Z PRO is characterized by its uncompromising and robust design. It crushes stone at a rate of up to 650 tph with a maximum grain size of 1,100 x 700 mm. The plant has a powerful and efficient diesel-electric drive. The crusher, conveyor belts, screens and chutes are driven electrically. For even more environmentally sound operation, an external power supply is possible as an option.

The plant is controlled via a 12-inch touch panel by means of the intuitive SPECTIVE control concept. This permits, for example, the adaptation of the crushing gap to a new application with only a few commands. The operator is guided through the menu step by step. Operating errors are thus avoided and productivity is increased.

The well-arranged design of the machine follows the course of the material flow and permits easy access from all sides. Despite its size with a maximum weight of 83 tons, the plant can be transported in one piece.

**Safe and ergonomic**

The new MOBISCREEN EVO plant line MS 702/703 and MS 952/953 is characterized by its high output, high flex-

ibility, excellent transportation properties and short set-up times. Its intelligent operator panel makes intuitive and simple operation possible. The simplified screen change meets the highest safety and ergonomic requirements. An environmentally friendly drive via an external power supply is available as an option. The design visualizes the functionality in a clearly structured appearance.

"The challenge is to adapt the machine to human requirements and not vice versa. We are very pleased that we succeeded in doing this with the MOBICAT jaw crusher and the EVO screening plants," said Dr. Volker Nilles, managing director of Kleemann GmbH. ■



The EVO screens meet the highest safety and ergonomic requirements. An environmentally friendly drive via an external power supply is available as an option.

Photos courtesy of Kleemann

## U.S. Department of Labor announces availability of up to \$400,000 in Brookwood-Sago grants for mine safety education and training

WASHINGTON, D.C. – The U.S. Department of Labor's Mine Safety and Health Administration (MSHA) has announced the availability of up to \$400,000 in funding through its Brookwood-Sago grant program to support education and training to help identify, avoid and prevent unsafe working conditions in and around the nation's mines.

Brookwood-Sago grants focus on powered haulage safety (such as reducing vehicle-on-vehicle collisions, increasing seat belt use and improving belt conveyor safety), emergency pre-

vention and preparedness, examinations of working places at metal and nonmetal mines or other programs to prevent unsafe conditions in and around mines.

Established by the Mine Improvement and New Emergency Response (MINER) Act of 2006, the program promotes mine safety in honor of the 25 miners who died in 2001 in Brookwood, AL, at the Jim Walter Resources #5 Mine, and in 2006 in Buckhannon, WV, at the Sago Mine.

Funding will enable grant recipients to develop training materials, provide

mine safety training or educational programs, recruit mine operators and miners for the training and conduct and evaluate the training. [MSHA](http://MSHA) will give special emphasis to programs and materials that target miners at smaller mines, including training miners and employers about new agency standards, high-risk activities or hazards identified by MSHA.

To submit a grant application, go to [grants.gov](http://grants.gov).

The closing date for applications is June 9. MSHA will award grants on or before Sept. 30. ■



# Metso expands its industry-changing MX cone crusher series

Metso recently introduced the latest addition to the versatile MX™ multi-action cone crusher series. The MX3 enables improved crusher productivity and lower operating costs with a design optimized especially for mid-sized quarrying.

“Our customers are constantly looking to improve their operational efficiency and to optimize yield for the most desired product fraction. With MX™ multi-action technology, we can help our customers to achieve these targets. After successfully introducing MX4 to the market earlier, we are excited to launch the MX3 model, so that an even wider range of aggregate producers can benefit from the unique advantages MX and Metso can offer,” said Arto Halonen, VP, crushers, aggregates business area at Metso.

The MX enables cost-effective and safe operations with a high reduction ratio, great product shape and consistency, all of which are critical in aggregate applications.

The patented Multi-Action technology enables higher uptime and savings in the operational costs of crushing operations. With the selective production features MX offers, crusher production can be optimized to maximize the yield of desired fractions. Crusher operations have been made easy and safe with advanced Metso IC™ series automation.

The Metso MX3 is suitable for secondary, tertiary and quaternary crushing stages. Designed for both hard and soft rock applications, the new Metso MX3 will be first available for stationary solutions.

**Next generation performance and cost efficiency**

Since its introduction in 2017, the MX4 cone crusher has proven itself at various customer sites around the world. Multiple MX3 pre-launch units are already in operation, and now MX3 has been made available for the wider public.

“The MX4 has met our expectations and delivered instantaneous flow rate as well as improved crushing energy efficiency. We have also been piloting the MX3 on the quaternary stage since April 2018 and we are fully satisfied with its performance and plan to continue with it,” said Mathieu Kasprzak, director of operations at Durance Granulats in France. ■



The MX3 enables improved crusher productivity and lower operating costs with a design optimized especially for mid-sized quarrying.

Photo courtesy of Metso

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## Telsmith welcomes back service technician Matthew Vereb from military service

MEQUON, WI – Telsmith Inc. recently welcomed back one of their southeastern field service technicians, Matthew Vereb, from a yearlong mission in Germany. Vereb started at Telsmith in 2016 as field service technician for the southeast territory including Florida, Georgia, Alabama, Tennessee and Mississippi.

Vereb joined the military in 2008 as a Private First Class, then became a Staff Sergeant and is now a commissioned officer. He started his service technician career in 2006 when he worked for Oconee County Quarry in South Carolina and Hanson Aggregates in Georgia. During his time there, he worked on various pieces of equipment, including Telsmith.

In 2016 he transitioned to a Telsmith field services technician and in January 2018, he temporarily left Telsmith for a year to help the Air Defense Artillery branch set up a new Army unit in Germany. To further his military career, he plans to attend the Basic Officer Leadership Course in Oklahoma in 2020. Outside of Telsmith and the military, Vereb enjoys spending time with family and enjoying the outdoors.

“The best part about working for Telsmith as a field service representative is that I get to meet new people every day and help the customer get back into operation by servicing their equipment,” said Vereb. “Telsmith has been very supportive of my military service and I look forward to many more years with the company.”

Telsmith factory support is available worldwide to assist you throughout the life of your Telsmith Equipment. In addition, Telsmith dealers and representatives provide local support. For answers to your questions or to coordinate a service visit to your plant, contact Telsmith Service at 800.765.6601 or [service@telsmith.com](mailto:service@telsmith.com). ■

*Southeastern field service technician, Matthew Vereb with his family.*

*Photo courtesy of Telsmith*



## Bolling named vice president and chief administrative officer

RESERVE, LA – Christina Bolling was named vice president and chief administrative officer (CAO) of DSC Dredge LLC. She was promoted after serving five years as DSC Dredge Corporate’s human resources director, where she has fostered an integrated culture throughout DSC headquarters and two production facilities in Greenbush, MI, and Poplarville, MS. Bolling’s background experience of human resources, leadership development and operations provide substantial knowledge and expertise as she reinforces each DSC departments’ performance to be the best of their abilities.

Bolling’s areas of responsibility include HR, marketing, safety/environmental, quality assurance, project management, corporate administration and leadership development. Over the past 20 years, Bolling’s leadership experi-

ence includes work in the hospitality and industrial manufacturing fields and ranges from small, privately owned companies and start-up companies to international entertainment organizations. Her wide range of business experience and abilities will serve DSC well as she reports to the CEO and Board of Directors.

“DSC Dredge promoted Christina and in doing so, we further help ourselves with her compelling, enthusiastic guidance. Christina is a talented and thoughtful leader who obviously enjoys making the work day enjoyable for all,” said Bob Wetta, CEO.

Bill Wetta added, “It is great to have her on our team and within our leadership structure. It should be noted how unusual it is for a woman to be among a dredge manufacturing company’s top leadership.” ■

*Bolling’s areas of responsibility include HR, marketing, safety/environmental, quality assurance, project management, corporate administration and leadership development.*

*Photo courtesy of DSC Dredge*

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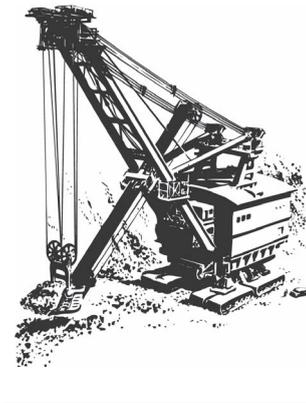
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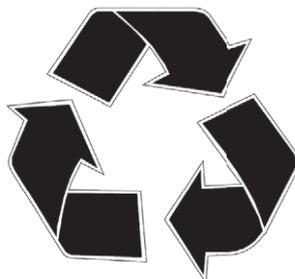
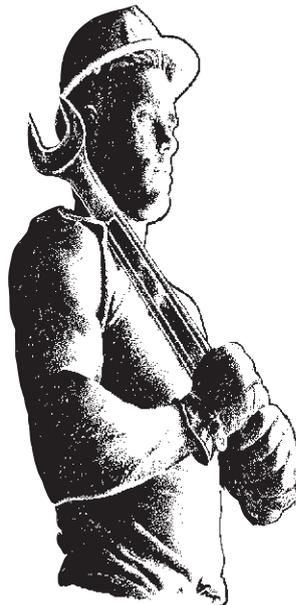
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# 2019 Hard Hat Expo exceeds expectations



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by Colleen Suo

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by Jeff Winke



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# 2019 Hard Hat Expo exceeds expectations



A long line quickly formed inside the entry-way at the new Exposition Center after the doors opened at 8 a.m.



Jeri Lynn Kocak was with the Liftech JCB team. RockRoadRecycle posted a walk around video featuring the Hydradig on the Hard Hat Expo's Facebook page.



Wide aisles allowed attendees to take their time as they considered the various equipment and services on display during the 2019 Hard Hat Expo.

The 33rd annual Hard Hat Expo was held in the new Exposition Center at the New York State Fairgrounds on April 3 & 4. Pushing the indoor usable area to the max, Lee Trade Shows sold over 67,000 square feet of show floor space to nearly 150 assorted equipment dealers, tech service companies and other exhibitors.

The spacious center allowed for the exhibiting of more large equipment than years past, as well as expanding the outdoor exhibition area.

Competition for the signature skid steer rodeo was stiff despite the cool temps and wind gusts of up to 50mph — typical early April weather in Central New York. The top three winners of the skill test were (first - third) Calvin Martin, Jay Newswanger and Emery Martin. Keeping with recent tradition, Admar Supply was this year's trophy sponsor (also supplying one of the skid steers for the competition).

Among the new features for this year's event, RockRoadRecycle.com posted video walk-arounds of several pieces of equipment and assorted exhibiting partner booths, which may be viewed on the Hard Hat Expo's Facebook page.

JCB Liftech featured the Hydradig 110W excavator. Touting a European design, the engine and counterweight sit below the turret, which provides stability without the tail swing found in more traditionally designed equipment.

RC Mowers had an outdoor demo highlighting the safety feature of mowing on steep inclines (up to 50°) remotely, without putting an operator in danger of rollover. The mowers are offered tracked or wheeled.

Empire Crane had one of the unique Magni 360 rotating tilt-handlers on display in the outdoor area. The 2016 RTH 5.25 can reach heights of 62ft and lift up to 5.5 U.S. tons. The

many attachments compatible with the unit include buckets, man baskets, jibs, winches, hooks and tree clamps, among other things.

Among the first-time exhibitors to the Hard Hat Expo were Oxford Plastics, a British manufacturer of site safety products. Their booth featured a variety of their safety products including trench covers, road plates and Avalon barriers.

Vermeer Northeast brought mini skids to their outdoor booth, allowing attendees to take a test drive.

Many of the exhibitors commented on the number of quality contacts made during the show and several remarked on excellent sales numbers. Boss Snowplow dealer Tyler Arsenault (Boondocker Equipment) stated the show was "a great low-pressure environment to conduct demonstrations of product" and also remarked they ended up with nine sales commitments from show attendees.

Another new feature this year was the after-show mixer, where exhibiting partners had the opportunity to mingle in the lounge area of the new exhibition center while enjoying adult beverages and finger foods. Several exhibitors commented the mixer was an enjoyable feature giving them the opportunity to unwind and become more familiar with other products and services that may be useful to them in the future.

Do to the success of the 2019 Hard Hat Expo, which includes current exhibitor expansion as well as new exhibitor interest, Lee Trade Shows is expanding the show for 2020 to include an 82' x 132' heated structural tent building. The tent will have floor space and a number of 10 x 10 booths, as well as adding limited demonstration areas outdoors for appropriate exhibitors.

Make your plans now to attend the 2020 Hard Hat Expo, April 1 and 2.



Runnings — home, farm & outdoor store — supplied two major door prizes for the expo. Tom Dausman chose the tool chest and Eric Mussmacher won the Sports Afield gun safe.



Even after two busy days in their expansive booth, the folks from JC Smith, Inc. were all smiles. JC Smith has been an exhibitor since the first Hard Hat Expo.



ADMAR Compact Equipment Product Manager Jonah Yezzi awarded trophies to the winners of the Skid Steer Rodeo on Wednesday. L-R with trophies are Calvin Martin, Jay Newswanger and Emery Martin.



Admar Construction Equipment & Supplies enjoyed brisk traffic throughout the show, garnering several commitments on equipment purchases from attendees.



Outdoor exhibitors included WM Biers exhibiting DuraTech products, Yacano Enterprises, Vermeer Northeast, Empire Crane, Clinton Tractor, RC Mowers, Martin Truck Bodies and Tri-Tank.



Tony Guizzotti representing Unique Paving Materials commented the expo is a good investment for them, as he is able to reach potential new markets for their product.



Most exhibitors expressed pleasure at the amount of serious prospects visiting their booths during the two-day event.



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Dave Schroth (left), owner, Automatic Lube Systems, Inc., said, "I've seen more interested prospects in the first two hours of the Hard Hat show than other construction trade shows in this region we have exhibited at." Also pictured at their booth is Bob Wippert.



The Hard Hat Expo has always been an excellent place for "old" friends and business associates to gather and see what new equipment and services are on the horizon.



Many attendees took advantage of Vermeer Northeast's offer to test drive one of the S925TX mini skid steers in their outdoor booth.

Below:  
The Boss Snowplow dealers had a very profitable two days at the expo, reaping nine purchase commitments on plows and accessories from municipalities and contractors.





Exhibiting partners enjoyed the complimentary mixer at the close of the first day in the lounge area of the new exhibition center at the New York State Fairgrounds.



Above: Oxford Plastics displayed many samples of their line of site safety products for use during road or utility repair and general construction sites.



Edwin Carrero from Montage Enterprises discusses the KUT-MOR™ flail mower and the Montage blade with visitors to their booth. They specialize in a variety of custom-designed cutting blades unique to the flail mower market.

Below: First-timers New England Laser & Transit Co. experienced brisk action at their booth. They sell and repair laser levels, construction lasers and surveying equipment from top companies



As always, the Tracey Road Equipment booth experienced high traffic volume.



Jessica Waite, sales associate at Lee Newspapers, Inc., manned the RockRoadRecycle booth assisting attendees to sign up for a free subscription.



Kaitlyn A. Hensler,  
CPA, CFE

# Getting to the bottom line

With Dannible & McKee, LLP

## Revenue recognition – ready or not, here it comes!

### Happy revenue recognition implementation!

With the beginning of 2019, the new revenue recognition standard for contracts with customers is effective for all entities, including private businesses. Under the new standard, all entities shall recognize revenue to depict the transfer of goods or services to the customer under contract in an amount that reflects the consideration the entity receives or expects to receive in exchange for those goods or services provided. This is a significant change from the prior method.

The FASB Accounting Standards Codification Topic 606, Revenue from Contracts with Customers, provides for two methods of implementation: the full retrospective approach and the modified retrospective approach. Entities should carefully consider each method of adoption and the impact it could have on its financial position while taking into consideration the concerns of sureties, bankers and other users of the financial statements.

The full retrospective approach requires an entity to restate all prior periods presented in the financial statements as if the period had originally been accounted for using ASC Topic 606. A cumulative adjustment would be made to necessary balance sheet accounts and the opening balance of retained earnings as of Jan. 1, 2018 and all comparative periods would be restated.

The modified retrospective approach allows for a slightly simpler implementation. The entity would only apply the new revenue recognition standard to contracts that are in process as of Dec. 31, 2018 and onward. The cumulative adjustment would be reflected in the opening balance sheet

at January 2019 as a change to the prior period's retained earnings and disclosed in the financial statements. Comparative periods would not need to be restated.

Regardless of the selected implementation method, it is important to identify and document the key changes that could materially impact revenue recognition for contracts in process as of Dec. 31, 2018. For each in process contract you will need to consider the following:

- Is there more than one performance obligation?

Each in-process contract will need to be analyzed to determine whether the nature of the obligation is to provide distinct goods/services or to transfer a combined item. What used to be accounted for as one contract may have to be split up by performance obligations and accounted for separately. Identification of two or more performance obligations in a contract could impact the revenue recognition on open jobs.

- Are there any capitalizable job fulfillment costs?

Under ASC topic 606 certain costs to fulfill contracts should be capitalized on the balance sheet. Did you incur costs for insurance, bonding, mobilization or any other upfront costs that should be considered? These fulfillment costs should be amortized as a capitalized contract fulfillment cost to job costs over the period reflecting the transfer of control to the customer, which in most cases will be the expected duration of the contract for construction contracts.

- Are there any uninstalled materials or inventory?

Are there specific items that you had to order ahead of time to meet the obligation that have not yet been transferred? Projects often require a wide range of goods to be assembled and those items may not immediately transfer into the control of the customer. It is important to have discussions with project managers and job supervisors to determine if any of these items exist as of Dec. 31, 2018, which would result in inventory or uninstalled materials being recorded in the balance sheet rather than job costs.

- Does the contract include variable consideration?

Claims and pending change orders, incentive and penalty provisions within the contract, price concessions, liquidating damages or unit price contracts with variable units? These items must be factored into the transaction price and cannot be ignored pursuant to an internal company policy.

Determining the amount and timing of revenue to recognize under ASC 606 will require significant judgment by the contractor based on the facts and circumstances present in a given contract. If the effect of the 2018 change in revenue recognition resulting from the adoption of ASC 606 is known prior to issuance of 2019 financial statements, then it should be disclosed in your issued 2018 statements. It is recommended that you identify any potential problem items as close to year end as possible and then schedule a time in mid-2019 to meet with your accountant to review and quantify the effect of the change to Topic 606 will have on your financial statements.

If you have any questions or would like more information on Topic 606, Revenue from Contracts with Customers, contact Kaitlyn Hensler, CPA, CFE at 315.472.9127 or email [khensler@dmcpas.com](mailto:khensler@dmcpas.com). ■



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# CM Labs launches collaborative learning solution for crawler crane operator training

MONTREAL, QC – CM Labs Simulations, developer of Vortex® training simulators, recently announced the release of a unique collaborative learning solution that engages two trainees simultaneously.

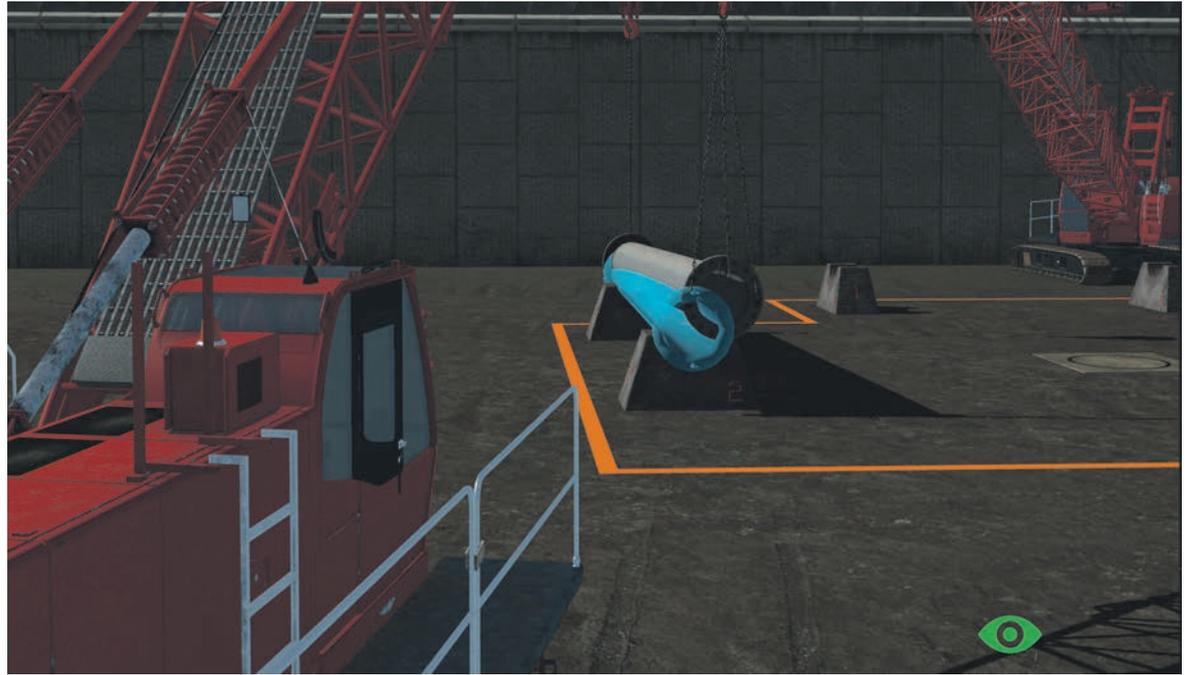
Built into CM Labs' Crawler Crane Training Pack, this new simulation-based training solution teaches the lead crane operator how to safely and efficiently maneuver a steel pipe load in tandem with a secondary crane, operated from another simulator connected on the network. It can be deployed in multiple configurations, with operators working at any combination of CM Labs simulators, including the motion-enabled Vortex Advantage simulator, the desktop Vortex Edge Plus simulator or the Instructor Operating Station (IOS).

The collaborative learning scenario exposes operators to the requirement for constant communication and clear cues on the work site.

"Accidents happen when crews aren't used to each other. That's why collaborative training is effective training," said Drew Caruthers, CM Labs' director of training solutions. "This training solution embeds multiple trainees in a truly engaging learning process, as well as helping develop critical teamwork and communication skills that are difficult to teach safely in the field."

"The effectiveness of the training experience is enhanced by CM Labs' Smart Training Technology™," said Lisa Barbieri, CM Labs' VP of marketing & customer experience. "These unique algorithms, some patented, deliver an unequivocal training tool, resulting in the most transferable skills anywhere outside of the real equipment."

When paired with CM Labs' IOS, the Crawler Crane Training Pack includes real-time reporting of operator performance metrics, and customizable scoring, as well as lift plans. ■



The collaborative learning scenario exposes operators to the requirement for constant communication and clear cues on the work site.

Graphic courtesy of CM Labs

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# Design updates to Thunder Creek's multi-tank trailers automates manifold system



The MTT updates are highlighted by a new electric manifold that automatically shuts off tank valves after fueling to ensure legal transportation and provide protection.

Photos courtesy of Thunder Creek

PELLA, IA – Thunder Creek Equipment has made a series of detailed improvements to its multi-tank trailer (MTT) fuel and service platform that allows users to legally haul up to 920 gallons of diesel without a CDL or HAZMAT endorsement (Title 49 (CFR49)). The MTT updates are highlighted by a new electric manifold that automatically shuts off tank valves after fueling to ensure legal transportation and provide protection against users accidentally leaving a valve open, which could subject them to moving violations.

Additionally, Thunder Creek redesigned the front

end of its MTTs to accommodate new customization options and quality improvements like improved door hinge design and a stronger DEF container

shelf. Other notable engineering and optional feature additions include:

- Re-engineered tank design to increase strength and durability in off-road



Thunder Creek showcased these updates at World of Asphalt, Feb. 12 - 14 in Indianapolis.

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Thunder Creek showcased these updates recently at World of Asphalt.

"We are always looking for ways to make all of our products better, stronger and more reliable so our customers can maximize their fueling, maintenance and diesel exhaust fluid efficiencies," said Dan Nibe, VP of engineering, Thunder Creek Equipment. "These important details bring the construction industry a bullet-proof valve shutoff solution and design changes that further build on the craftsmanship and quality expected from Thunder Creek."

Thunder Creek's MTTs are available in 460-, 690- and 920-gallon capacities that feature isolated fuel tanks configured in 4, 6 or 8 individual 115-gallon, DOT-compliant tanks that are conjoined by a manifold to a single pump. Additionally, each MTT is fully customizable with a variety of maintenance and fuel handling solutions, including bulk DEF storage and closed-system dispensing, which ensures industry-leading DEF quality. ■

# Where there's a need — there's a way

*A look at how one trailer manufacturer evolved heavy-haul trailers*

*The development of T1 steel meant heavy-haul trailers could be lighter yet hold more weight than their high-carbon steel predecessors.*

**H**heavy-haul trailers have come miles since the introduction of their design. After all, they've had to keep up with the ever-changing needs of the industry — from larger equipment weight and dimensions to new road regulations. What once required time-consuming equipment teardowns, multiple trips to and from the jobsite and serious risk of injury has evolved into some of the most incredibly engineered, specialized trailers in history. And like most innovations, the effort to bring safety and productivity to the jobsite was spearheaded by a few who stepped up to meet these needs of contractors. One of those few was Austin Talbert.

By the early 20th century, the United States' transformation into the industrial nation we know today was in full swing. The 1930s marked a busy decade for major construction work, which brought with it excavators, trenchers, cranes and a variety of large, over-dimensional heavy equipment that needed to be hauled to and from jobsites. Naturally, the need for specialized heavy-haul trailers to safely move it all was in high demand.

Few trailers at the time could handle the entire weight of heavier machines and none were particularly safe in terms of loading. Large excavators and cranes had to be disassembled to get the parts and pieces onto multiple trailers and then reassembled once on site — which was time consuming and costly.

Even light equipment that could be hauled in one piece proved challenging. The task required several people per job using planks and blocks to hoist equipment up and over the tires and axles before easing it back down onto the trailer bed. This was cumbersome and the risk of potential injury or equipment damage was high.

At the time, Austin Talbert, founder of Talbert Construction Equipment Co., known as Talbert Manufacturing today, was running his business hauling large equipment for local contractors. He was intimately familiar with and understood the challenges in the workplace.



*The Talbert trailer allowed for safe loading and hauling of the some of the heaviest and unique equipment known at the time.*



*As equipment continued to grow larger and heavier, trailer manufacturers had to keep up.*

*Photos courtesy of Talbert Manufacturing*

Though Talbert lacked a formal education or engineering training, he made up for it with his ability to develop solutions to problems his customers were facing. In the early 20th century, loading and unloading posed the most danger and resulted in numerous injuries (oftentimes fatal) each year. This motivated Talbert to find safer and better solutions to load and unload equipment. The resulting features of safety, durability and higher resale value became the company's foundational principals.

In 1938, Talbert enhanced safety by leaps and bounds with the first-ever 60-ton fixed gooseneck trailer with removable rear suspension. Users could remove the rear axles, set the trailer's back end on the ground and maneuver equipment onto the deck without having to hoist it over the tires and axles as with previous models. This set the wheels of heavy-haul trailer innovation in motion, which was critical for keeping up with the growing size of equipment.

Trenchers were among the 1940s' largest machines — well over the capacity of the 60-ton fixed gooseneck. Contractors using this equipment were still forced to disassemble and reassemble the trenchers to get them to and from jobsites. In 1946, Talbert again responded to the market need with a 3-axle trailer engineered specifically for this application. The 3-axle design was unprecedented at the time. Its long, sloping tail made loading and unloading trenchers easier. It was the first and only trailer designed at the time that could haul these machines efficiently and safely.

Military applications were also calling for larger equipment in 1946. Military equipment, such as bridge layers, prompted the release of a 7-axle heavy-haul trailer. The Talbert trailer allowed for safe loading and hauling of the some of the heaviest and unique equipment known at the time. In fact, the trailer legally grossed heavy loads virtually unheard of in many areas of the U.S., particularly in the Midwest where the first units were used.

His innovative trailer designs have played a huge role in the safe transportation of over



Users could remove the rear axles, set the trailer's back end on the ground, and maneuver equipment onto the deck of the trailer.

dimensional and heavy equipment, but perhaps the most revolutionary innovation has been, and remains to be, the removable gooseneck. While the design is more than 70 years old, it's still as relevant today as it was in 1947, at the time of its first patent.

The removable gooseneck did something no other trailer had done before: eliminated the need to use wood block ramps to drive and lift equipment up and over the axles. This capability alone saved, and continues to save, users substantial time, hassle and cost, meaning contractors can be more productive and profitable. What used to take hours to load and off load can now be done in a matter of minutes with a removable gooseneck, an invention in line with Talbert's vision to provide a safer way to load and haul heavy machinery.

As the years went by, Talbert continued to keep up with ever changing demands and increasing equipment weights with many industry firsts, including the first hydraulically operated non-ground-bearing removable-arch gooseneck trailers. This design prevented the trailer from sinking into the ground as equipment was loaded. In addition, a whopping 500-ton heavy hauler became the largest to date at its launch in 1967. He also designed several trailers to minimize equipment height while hauling. This included the first beam deck trailer that lowered the height of machines, and trailers with recessed rear bridge cross members for taller crane sticks to rest in.

While it was clear that equipment sizes were only going to increase, that didn't mean trailer weight had to follow suit. In the early part of the 20th century, manufacturers were using high carbon steel to build their trailers, which offered incredible durability, but with one drawback — weight. At a time when the Federal Highway Administration's enactment of the Interstate System Axle and Gross Weight limits took place, manufacturers faced a challenge: They had to adhere to each state's regulations yet develop trailers that could handle the increasing loads.

The development of T1 steel helped solve the issue. It offered the durability and longevity of regular steel yet weighed considerably less than its high carbon predecessor.

This meant heavy-haul trailers could be lighter yet hold more weight. In 1957, Talbert launched the first T1 trailer.

While the Highway Administration's regulations served as a necessary benchmark for road safety and integrity, they also posed plenty of challenges to contractors, particularly during not-so-flourishing times. As many contractors looked to other states for work to keep their companies in the black, winning project bids was the easy part; getting their equipment to the sites was another thing. Many contractors used their existing heavy-haul trailer fleet to move equipment, which in some states required extra permitting and associated costs. Having versatile trailers that could handle multiple types of loads was imperative to minimizing overhead. Manufacturers responded with trailers designed with longer goosenecks and wider axle configurations in efforts of spreading equipment weight further over the span of the trailer, thus reducing the need for weight and, sometimes, over dimensional permits in many jurisdictions.

Over time technology advanced and trailer deck lengths grew from 18 to 30-plus feet. Also, improvements have been made to support better weight distribution and axle loads via load positioning, enhancing trailer performance and efficiency.

Besides making history with his inventions, Talbert's trailer legacy would take on a role in other historical events. They've been designed to haul sections of the first space shuttle's wings as well as move stealth bombers and attack boats during World War II. Many specialized trailers have even been used on more unusual projects, including supporting the Kuwait Oil Company's oilfield rebuild at the end of the Gulf War. Talbert designed, manufactured and delivered two 250-ton trailers in 60 days to aid in the effort.

Heavy-haul trailers have huge responsibilities; they must safely haul large equipment, adhere to height and weight restrictions for their respective regions of travel and allow for simple, fast, safe loading and unloading of some of the most awkward equipment. But no matter what the needs of the industry have been or continue to be, manufacturers and innovators like Austin Talbert have maintained resiliency and proven if there's a need, there's a way. ■

#### About the Author

Troy Geisler is the vice president of sales and marketing for Talbert Manufacturing. He has more than 10 years of experience in trailer sales, including three years with Talbert. Geisler earned a bachelor's degree from Purdue University in West Lafayette, IN.



Among some industry firsts is this beam deck trailer, which lowered the height of machines.

# Sandvik releases non-cabin Ranger™ DXR series surface drill rigs: unbeatable productivity in difficult ground conditions

In response to customer requests, Sandvik Mining and Rock Technology is expanding 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, suited for construction applications, quarries and open pit mines is now expanded with 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



The non-cabin Ranger DXR drill rigs flourish on unstable benches and deep cuts typical to applications such as road and railroad construction.

drilling coverage area from the standard 17.6m<sup>2</sup> (189ft<sup>2</sup>) to an optional 26.4m<sup>2</sup> (248ft<sup>2</sup>) – in a lighter and more mobile package, creating a superior solution for hazardous conditions where safe and productive drilling requires advanced radio remote control capabilities.

The non-cabin Ranger DXR drill rigs 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 downright 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 also includes tramping control functionalities for fast hole-to-hole movements and precise hole spotting.

The revolving superstructure offers unbeatable 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 turns the Ranger DXR truly into a powerhouse, enabling up to 60 percent more holes to be drilled per set-up compared to conventional top hammer drill rigs. Together with powerful rock drills and the Rock Pilot+ drilling control system, the Ranger DXR series represents the highest productivity in non-cabin drill rigs.

The Ranger DXR series drill rigs are designed for 64 - 127mm (2½ - 5 inches) hole size range, with drill rod sizes between 38 - 51mm (1½ - 2 inches). 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. It could be a decisive advantage when competing for contracts with strict noise limits. ■



The new Ranger DXR drill rigs can reach places that are off-limits to operators and where other drills fail to operate.

Photos courtesy of Sandvik



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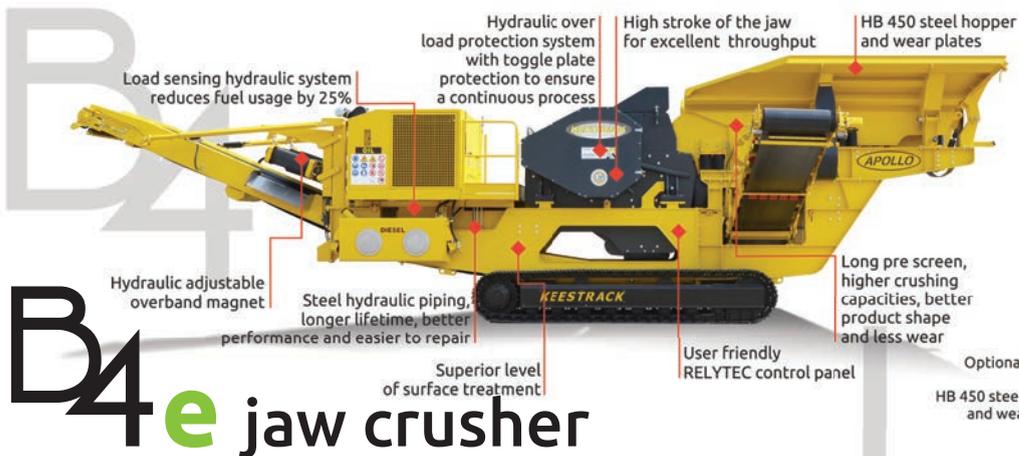
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# Every life counts: Improving the safety of our nation's roadways



Written Testimony of ARTBA during U.S. House of Representatives Transportation & Infrastructure Committee Highways & Transit Subcommittee  
April 9, 2019

Chairman Norton, Ranking Member Davis and members of the subcommittee, the American Road & Transportation Builders Association (ARTBA) appreciates the opportunity to submit these comments on a subject that is of primary importance to our organization, the entire transportation construction industry and the American public — Every Life Counts: Improving the Safety of our Nation's Roadways.

Established in 1902, ARTBA represents over 7,500 member companies and individuals who design, build and manage the nation's highways, public transit, airports and intermodal transportation systems. The primary goal of the association is to grow and protect transportation infrastructure investment to meet the public and business demand for safe and efficient travel. Accordingly, the jobsite safety of the men and women who build and maintain America's transportation infrastructure — as well as that of those who travel through our work zones and drive on our completed roadways — has been a top priority for ARTBA's membership.

As an example of ARTBA's commitment to roadway safety, in 2017 we launched the Safety Certification for Transportation Project Professionals™ (SCTPP). This industry driven program aspires to ensure the safety and well-being of construction workers, motorists, truck drivers, pedestrians and their families by making transportation project sites worldwide zero-incident zones.

The SCTPP credential aims to show employers and peers that credentialed transportation professionals can identify common hazards found on transportation project sites and correct them to prevent safety incidents that could result in deaths or injuries. Earning the professional certification also demonstrates command of internationally-recognized core competencies for safety awareness and risk management on transportation projects.

The program was accredited by the American National Standards Institute (ANSI) in May 2018; well over 300 people have earned the credential. And we are just beginning.

## Safer roads and work zones

ARTBA understands highway safety is an intricate balance between the roadway infrastructure, the vehicle and the motorist. That equilibrium is particularly challenged during construction operations where workers labor barely inches away from motorists who are often traveling at high rates of speed. We commend the committee for happening to schedule this hearing during National Work Zone Awareness Week, which for 20 years has promoted safety for all roadway users and construction workers who navigate these potentially hazardous roadway construction zones. ARTBA is particularly concerned with the trend of increasing deaths and injuries on these sites.

Over the past eight years, work zone fatalities have increased significantly, from 586 in 2010 to 799 in 2017 (the latest year for which data is available). That is a jump of over 30 percent. The table below represents the number work zone-related fatalities, as tracked by the National Traffic Highway Safety Administration's "Fatality Analysis Reporting System" or FARS:



This trend is obviously moving in the wrong direction, and we agree with the committee that a more serious investigation into the cause of work zone fatalities — and all roadway fatalities — is urgently needed.

## A focus on infrastructure

ARTBA's experience over the past 117 years has led to an understanding that roadway users will make errors. Design, construction and operation of the transportation network should emanate from this premise, allowing for the development of a more "forgiving" roadway system.

In the United States, this principle requires a new paradigm. Today, much of America's basic road safety strategy is aimed at reducing human error. Most federal efforts focus on reducing the number of crashes by improving motorists' behavior, including the interaction of drivers with pedestrians, cyclists, large trucks and other motorists. ARTBA believes we must turn that premise around by accepting the fact that some motorists will inevitably make mistakes. Too often they pay for their mistakes with their lives — or the lives of innocent bystanders.

On all major routes — and others to the extent practicable — our roadway system must anticipate user error and be designed, constructed, equipped and operated to forgive the errant user and protect the innocent worker, pedestrian, cyclist or other driver.

## Severity vs. frequency

In conjunction with reducing fatalities, ARTBA believes our transportation system must be improved to reduce the severity of incidents. In some situations, such as the use of roundabouts, a possible increased rate in the frequency of accidents may be a viable trade-off for a decrease in the severity of injuries. The U.S. should prioritize the quality of human life and health above the rate of traffic incidents.

ARTBA's premise does not remove responsibility from the driver to operate his or her vehicle in a safe and courteous manner. All transportation users have an obligation to follow laws, standards and customs that promote safe and efficient use of the system. At the same time, funds must be provided to give transportation system owners greater opportunities to properly operate their systems.

To date, U.S. policy accepts the fact this is an imperfect system, with a goal to reduce the unsafe consequences of that system. ARTBA believes America's safety goal should be developing a transportation system that features zero predictable crashes with severe consequences — beginning with the major networks through to all other roadways to the extent practicable.

## Paradigm shift

This vision requires a paradigm shift on two parallel tracks:

- The focus of reducing incidents on America's transportation system must be viewed as reducing severity of injuries as opposed to reducing the number of crashes.
- The policy anticipates user errors and emphasizes design, construction and maintenance of a system that will be "forgiving" of errant behavior.

This change in philosophy is necessary because system users do not have all the relevant information needed to make critical decisions related to their safety and the safety of other users. For example, drivers are repeatedly reminded "speed kills," but the problem is not just speed but kinetic energy. Kinetic energy causes the damage in a collision or a crash, yet users are blind to it. They feel safe when they shouldn't. If the transportation system looked dangerous — and hazards were visible in a manner which users could perceive and appreciate — reliance on improved user behavior would be sufficient. The design and operation of America's transportation system must compensate for this information gap and systematically seek to eliminate such invisible hazards.

On April 14, 2010, Dr. Ted Miller of the Pacific Institute for Research & Evaluation (PIRE) offered testimony on this approach before the Senate Committee on Environment and Public Works.

He made a remarkable statement to Congress: "The cost of crashes involving deficient roadway conditions dwarf the costs of crashes involving alcohol, speeding, or failure to wear a safety belt . . . Focusing as much on improving road safety conditions as on reducing impaired driving would save thousands of lives and billions of dollars each year." He further estimated "motor vehicle crashes in which roadway conditions is a contributing factor cost the U.S. economy more than \$217 billion each year."

Dr. Miller's comments were based on a significant research study commissioned by the Transportation Construction Coalition, a partnership of 31 national construction associations and construction trade unions that is co-chaired by ARTBA and the Associated General Contractors of America. Completed in 2009, the study is entitled, "On a Crash Course: The Dangers and Health Costs of Deficient Roadways." In the report Dr. Miller described several immediate solutions for problem spots including using brighter and

**ARTBA from 14**

more durable pavement markings, adding rumble strips to shoulders, mounting more guardrails or safety barriers and installing traffic signals and better signs with easier-to-read legends. Dr. Miller emphasized, "More significant road improvements include replacing non-forgiving poles with breakaway poles, adding or widening shoulders, improving roadway alignment, replacing or widening narrow bridges, reducing pavement edges and abrupt drop offs, and clearing more space on the roadside."

Ten years later, the report's findings remain valid, and the state of America's infrastructure may well be in worse condition now than it was a decade ago. ARTBA's April 1 report on the state of U.S. bridges found the pace of bridge repair in the U.S. is slowing. At the current pace, it would take more than 80 years to replace or repair the nation's struc-

turally deficient bridges. That's longer than the average life expectancy of a person living in the U.S. The report, based on an analysis of the recently-released U.S. Department of Transportation 2018 National Bridge Inventory (NBI) database, revealed 47,052 bridges are classified as structurally deficient and in poor condition. The length of America's structurally deficient bridges if placed end-to-end would span nearly 1,100 miles, the distance between Chicago and Houston.

**A history of congressional support**

ARTBA commends Congress for its long-standing support of roadway infrastructure safety. In the MAP-21 and FAST Act surface transportation laws, Congress ensured that funds set aside for the Highway Safety Improvement Program (HSIP) would be dedicated to highway infrastructure

safety improvements. The legislation also continued to provide support for the National Work Zone Safety Information Clearinghouse, a public-private partnership dedicated to providing research, information, conferences and many other resources aimed at improving roadway work zone safety. We hope Congress will continue to support these important programs.

**A first step**

While there are many needs for roadway improvements — and demands on resources to make those improvements are challenging — some efforts simply require doing that which Congress has already identified as an immediate need. For example, through federal rulemaking after the SAFETEA-LU surface transportation law and further provisions in both the MAP-21 and FAST Act laws, Congress and previous administrations have expressed in a bipartisan manner the intent to use increased positive separation between workers and motorists on construction projects that present significant hazards to both workers and roadway users. However, the law has not been fully implemented and positive separation is still not used as regularly as Congress intended. New products and technologies are available that make the practice more practical and cost-effective.

Congress should continue to mandate the Federal Highway Administration to strengthen areas of its Subpart K regulation in accordance with the MAP 21 law that requires additional considerations for use of positive separation. It should also institute provisions in the next surface transportation law that allow for greater enforcement and/or consequences for those who violate the law. Congress should also urge FHWA to include similar positive separation considerations in the agency's Manual on Uniform Traffic Control Devices (MUTCD). The law is clear and prescriptive as to when positive protective systems are to be used by the owner/agency and should be followed accordingly.

**Conclusion**

Improved safety on America's roadways is a critically important goal. With limited resources it is imperative that Congress review all the means available for saving lives and use those resources in a manner that is most effective — both now and in the long term. Investment in improved roadway infrastructure is a proven means to achieve this goal, and will be effective independent of an individual's behavior, whether he or she decides to act responsibly or chooses to drive impaired, distracted or fatigued.

We have the technology and "know how" to build our roadway system to anticipate user error. It can be designed, constructed, equipped and operated to forgive the errant user and protect the innocent victim. Sound investment in safe transportation infrastructure is a bipartisan priority. ARTBA encourages T&I Committee members to act in urgency with their colleagues in other House committees and the Senate to complete an infrastructure investment bill that will not only improve transportation operations but also dramatically reduce the nearly 40,000 lives lost each year on America's roads. ■





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## Safety, transportation project management and legal issues at forefront of professional development week June 4 - 6 in D.C.

WASHINGTON, D.C. – Safety training, project management fundamentals and legal and regulatory “hot topics” form the core of a new professional development program for transportation design and construction professionals hosted June 4 - 6 by the American Road & Transportation Builders Association’s (ARTBA) Foundation.

As part of Transportation Construction Professional Development Week, industry executives can participate in one or both events at ARTBA’s D.C. offices: Safety Training, Certification Preparation & Project Management Academy and the 11th Annual Law & Regulatory Forum.

The programs are intended for project managers, supervisors and foremen, safety professionals, in-house legal counsel or staff attorneys, compliance officers and other senior executives.

The safety session focuses on identifying and addressing the top five hazards – struck-by, falls, trenching, night work and temporary traffic control – in roadway construction sites. It’s also a primer for the ANSI-accredited Safety Certification for Transportation Project Professionals™ program and will include a practice exam and explanation of the cor-

rect answers.

The Project Management Academy covers construction documentation, client relations and ethics and compliance programs. And the legal forum features presentations from top industry lawyers and industry leaders on such topics as compliance, design risk, liquidated damages, risk management and public-private partnerships.

Professional Development Hours (PDHs) are available. Check out the [full program](#). ■



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## Philippi-Hagenbuch HiVol® water tanks offer maximum capacity and superior safety

PEORIA, IL – Philippi-Hagenbuch’s line of patented HiVol® Water Tanks deliver exceptional safety in a design that optimizes capacity and enhances travel safety. PHIL developed its HiVol water tanks with a safety focus, and they fit any make or model of off-highway truck. They are an ideal solution for a multitude of applications, including dust suppression, fire protection, road construction and wash down.

Unlike traditional water tanks, which typically utilize only 80 percent of the truck’s capacity, the PHIL HiVol Water Tanks are engineered to maximize the truck’s capabilities. Building on its tradition of developing products that enhance productivity while minimizing maintenance and increasing safety, Philippi-Hagenbuch calculated the dynamic center of gravity of the fluid within the tank to engineer the HiVol series with the lowest weight and

greatest carrying capacity. This capacity can range up to 60,000 gallons.

The commitment to durability and minimal maintenance is reflected in the quality of materials used to manufacture the PHIL HiVol Series. With a nominal yield of 180,000 psi and a corresponding Brinell hardness of 450, the abra-

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Water tanks from 16



Unlike traditional water tanks, which typically utilize only 80 percent of the truck's capacity, the PHIL HiVol Water Tanks are engineered to maximize the truck's capabilities.

Photos courtesy of PHIL

sion-resistant, superior-grade steel utilized by Philippi-Hagenbuch is more than three times harder than the steel used in most competitive water tanks, providing years of reliable use in the most adverse conditions. After more than 12 years on the market, the first tanks manufactured show no signs of rust, corrosion or failure.

Another hallmark of the Philippi-Hagenbuch tradition is safety – a critical consideration when hauling liquid. To ensure maximum safety, a patented fluid baffling system not only stops water surges from the back to front, but effectively provides a full-height/full-length/full-center Bacbone™ structure that eliminates surging from side to side as well. Each tank features a series of compartments to completely eliminate any occurrence of surging – providing maximum stability at all normal haul speeds. To further enhance safety, HiVol tanks are built with square corners and internal water deflectors designed to slow water churn within individual compartments, eliminating instability and the potential for the unharnessed energy to turn the truck on its side. Continuing in the company's tradition of providing easy to maintain products, the patented design of the HiVol tanks minimize confined space issues and provide easy access for maintenance by incorporating full-size exterior and interior access doors as

well as access points on the top of the tank. All interior access doors provide rustproof pivots and allow the easy flow of clean air and natural light throughout the entire tank. In an effort to eliminate potential falls, the tanks incorporate a unique flat top design, enabling easy walking when filling or maintaining the tank.

Rear-mounted spray heads, an optional remote controlled water cannon and individual in-cab component controls ensure precise yet simplified water control. Horizontal spray heads operate independently, allowing users to utilize any or all spray heads at the same time and offer multiple settings from wide to narrow for added versatility. The remote controlled water cannon enables the operator to disperse water with precise control and accuracy from 150 to 200 feet away. This allows operation from inside the cab or externally while roaming within a quarter mile of the vehicle.

The exclusive soft-start/soft-stop system allows users to start and stop the water pump at any engine RPM. This enables water to be turned on at full throttle quickly and easily with no damage to the pump.

HiVol Water Tanks are fully customizable to any make or model of off-highway articulated and rigid frame truck, making it easy to convert existing haul trucks into water trucks. For clients in cold weather climates, PHIL offers an insulated version of its tanks – making them versatile for nearly any application and environment. ■



PHIL's HiVol Water Tanks are an ideal solution for a multitude of applications, including dust suppression, fire protection, road construction and wash down.



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## Your heavy hauling checklist

If your load exceeds any length, width, height or weight requirements, you will need to apply for an oversized/overweight permit.

*Inset: Steven Todd, VP, Specialized Carriers & Rigging Association.*

**N**ot properly securing your load, especially when hauling construction equipment, can have dire consequences. According to a recent three-year study put out by the American Automobile Association, more than 200,000 crashes were the result of loose cargo or debris falling from vehicles, and these events led to more than 39,000 injured and 500 fatalities.

Here is a checklist for safe hauling to ensure that your load arrives in the same condition as when it was loaded.

### Choosing the right trailer

Choosing the right trailer for the load is very important. Not only does it have to have the capacity to haul your load, it also has to meet stringent and varied government regulations.

"When a customer isn't sure which trailer to choose, we help them understand what their concentrated load will be and what their center of gravity will be. With this — also taking into consideration length, width and height — we help the customer determine what trailer is needed," says Greg Smith, vice president, marketing and business development, Fontaine Heavy-Haul, the heavy haul trailer division of trailer manufacturer Fontaine Commercial Trailer.

"If you're concerned about gross vehicle weight, sometimes choosing a lighter weight trailer can keep you below 80,000 pounds," says Pete Trimble, corporate safety & claims director, Keen Transport, Inc. "If you're concerned with height, you can select a step deck or a lowboy to lower your load or an I-Beam trailer to get even lower, so your total height stays under 13 feet, 6 inches and you avoid the extra costs of needing a pilot car with a high pole to ensure

safe clearance." Keen Transport hauls primarily construction equipment.

### DOT rules, regulations and restrictions

Where are you hauling? Each state DOT has their own rules.

"The lack of uniformity in oversized overweight permits is one of the greatest challenges to heavy haul companies," says Trimble. "Drivers have to secure their load according to the most restrictive requirement on a route."

Depending on the state there are regulations regarding gross vehicle weight, bridge restrictions, the number of axles needed and maybe even how far the trailer's axles are in relation to each other or to the truck's kingpin. In some states, depending on your configuration, you can't drive at night.

"All the DOTs choose weight restrictions believing them to be best practices," says Steven Todd, vice president, Specialized Carriers & Rigging Association. "I often think that many restrictions were chosen by throwing a dart. This dart landed closest to 200,000 pounds, so that's the limit. Another DOT throws a dart near 150,000 pounds; that's their limit."

If your load exceeds any length, width, height or weight requirements, you will need to apply for an oversized/overweight permit.

Once you know the regulations and have any needed permits, map out the best possible route. Try to avoid toll roads, heavily trafficked highways, roads undergoing construction and routes that present others types of delays or interruptions.

### Measuring your load

"Since a lot of regulation governs haulage, it is important to always measure your loads. Don't assume you know the dimensions of what you're shipping," says Trimble. "Drivers should always measure, measure, measure — not only the length and the width but also the height to ensure that it is within legal limits and/or the over dimensional permit limits. Even if you have hauled the same model machine before, these machines are like automobiles; they can be customized with different features, such as different tire or track options, which can make the machine taller or wider."

### Securing your load

Terrible things can happen to property and people if loads are not secured properly. Take the time to do it right and to make sure your drivers are properly trained.

"A large portion of the loads our trucks haul are loaded out of the facility and our company spends a lot of time on load securement during driver orientation, so our drivers have a thorough knowledge of federal regulations as well as company standards," says Trimble. "Also, all loads get inspected by a manager for greater guarantee that loads are secured properly."

It is also important to know your tie down options and how to use them properly. "Trailers typically have a couple of different tie down options," says Andy Mceachern, senior vice president, Peerless — a highly specialized trailer and chassis designer and manufacturer. "Our trailers designed for hauling heavy equipment come equipped with either the C-shape tie down or a combination outrigger tie down, which allows for transport of wider loads by creating a wider deck."

### 10 tips for securing your load

- Inspect the equipment's securement points for wear and damage.
- Determine where the equipment will be placed on the trailer that allows for optimal weight distribution and proper securement.
- Ensure the machine is clean of excess dirt, debris or other materials before loading the machine.
- Inspect tie downs for damage or wear.
- Follow the instructions supplied by the manufacturer for securing the equipment.
- Use direct tie downs.
- Use chains versus other tie-down materials.
- When possible, attach tie downs as close as possible to the front and rear of the equipment.
- Use chocks, cradles and wedges when appropriate.
- When hauling equipment with articulating capabilities, take necessary steps to prevent articulation while en route.

### Getting to your destination safely

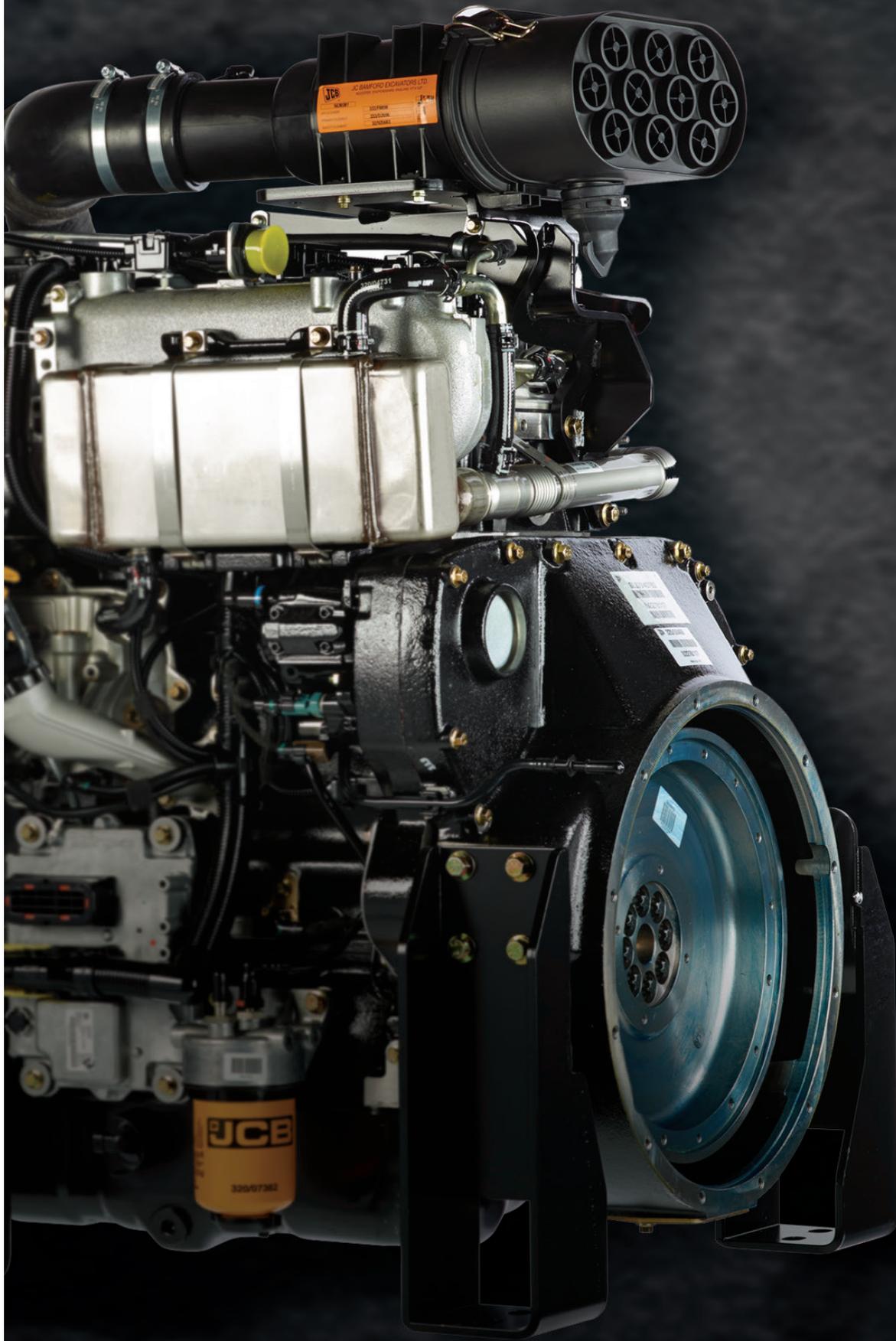
After your load is secure, safe driving practices will get the load to the destination safely. Check your load throughout the trip to ensure it remains secured until destination.

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## Ransome Attachments inks deal to distribute Grab-N-Drive in the U.S.



Industry  
news



New Jersey-based Ransome Attachments has become the first distributor of the Grab-N-Drive GD30S Post Driver in the United States.

Photo courtesy of Ransome Attachments

LUMBERTON, NJ – Ransome Attachments has signed an agreement with UK-based Exac-One Ltd. to become the first distributor of the Grab-N-Drive Post Driver in the United States. The connection was forged through the Black Splitter, which both firms distribute in their respective countries. Ransome will offer the GD30S initially, although all other Grab-N-Drive models will be available upon request.

Designed by Exac-One and manufactured in the UK, the GD30S allows an operator to handle, place and drive wooden, concrete and metal posts without the assistance of a person on the ground. The multifunctional attachment consists of a grab to handle and set posts and a hammer to drive them. The hydraulic GD30S can deliver as many as 1,250 blows per minute (bpm) at up to 502 foot-pounds.

The GD30S, like other attachments offered by Ransome Attachments, is designed to allow a single operator to improve productivity while reducing the need for additional manual labor. "Our goal is to find multifunctional attachments that can improve profitability for our customers by streamlining their operations," said owner Eric Ransome. "The Grab-N-Drive was an obvious addition to our lineup."

The Grab-N-Drive can be fitted to excavators from 1 ½ to 14 tons within minutes through the use of an interchangeable mounting bracket. It is also possible to remove the grab and install a top-mounting bracket, allowing the breaker to be used in a traditional manner for breaking rock and concrete. Ransome will also be offering a special universal adapter plate to allow the GD30S to be used on skid steer and tractor loaders.

"The enormous response from the United States to our Grab-n-Drive on social media, along with a significant number of direct sales to American customers, convinced

me that this market wants and needs the Grab-N-Drive," said Exac-One owner and Sales Director Andrew Harker. "I'm really excited that we have linked up with Ransome Attachments who will be working as our distributor partner throughout the U.S." ■

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# John Deere Construction & Forestry adds European distribution for 622GP, 672GP motor graders

John Deere is introducing two popular G-Series motor graders to the European market via the Wirtgen Group distribution network in Germany and France. The 622GP and 672GP are now available in these two countries.

“We are excited to leverage our relationship with the Wirtgen Group to introduce John Deere construction equipment to a new market, further expanding our global footprint,” said David Thorne, senior vice president, sales & marketing, Worldwide Construction & Forestry. “Wirtgen’s stellar reputation for supporting customers and large distribution network allows us to serve these new markets well, offering them powerful motor grader solutions in two priority countries.”

The introduction is a result of increased interest in John Deere earthmoving equipment following the Wirtgen Group acquisition in 2017. Understanding motor graders are heavily used in road building applications, the synergies between the Deere models and the Wirtgen portfolio, as well as the thriving French and German markets, were determining factors in bringing the machines to the Continent.

The European rollout focuses on the six-wheel drive 622GP and 672GP models that feature fuel efficient Final Tier 4 John Deere diesel engines (6.8L and 9.0L), boasting 227 (169kW) and 255 (190kW) hp respectively. Six-wheel drive with automatic differential lock allows the machines to power through the toughest cuts and gives operators increased traction in poor ground conditions or when working on ditches or side hills.

The 622GP with 12-ft (3.66-m) moldboard operates at a weight of 42,060 lbs (19,078 kg), while the 672GP with 14-ft (4.27-m) moldboard weighs in at 44,040 lbs (19,976 kg).

Other key features of the Grade Pro (GP) models include comfortable dual joystick controls with lever steer and standard steering wheel; automatic return-to-straight, high-resolution reverse camera; rear-mounted ripper/scarifier; front dozer blade; an 18 light LED package; and an Automation Suite that helps operators improve daily production by reducing the number of controls needed to perform common tasks, including auto-articulation, blade flip and operator-selectable machine presets.

John Deere motor graders include an “open-architecture” design, letting customers employ any of their favorite brand of grade-control systems. GP models come factory equipped with bulkhead connectors, sensor mounts, electrical wiring harnesses, integrated controls and moldboard mast mounts. All GP models also come standard equipped with automated cross-slope. Cross-slope simplifies holding a consistent slope by allowing operators to run a single control while the machine automatically adjusts the opposite side of the blade.

Customers will appreciate the ground-level fueling and ease of service with daily service points grouped on the left side of the machine. Maintenance personnel will appreciate the easy-access filter bank and cooling package, which eliminates stacked coolers and swing out fan door. A standard reversing hydraulic fan runs only as fast as necessary to keep things cool, conserving power and fuel while reducing noise.

“Today is an exciting day for the Construction & Forestry Division and we couldn’t be more thrilled to bring two motor grader offerings to the European market,” said Luke Kurth, product marketing manager, motor graders, John Deere Construction & Forestry. “Contractors will value a superior machine that is designed to handle tough jobs. With the highest power in the class, advanced features and virtually unobstructed, all-around visibility from the cab, the 622GP and 672GP models offer increased productivity, uptime and lower daily operating costs.”

For additional information and model-specific specifications on the G-Series motor graders, visit [JohnDeere.com](http://JohnDeere.com).



The introduction is a result of increased interest in John Deere earthmoving equipment following the Wirtgen Group acquisition in 2017.

Photos courtesy of John Deere



The European rollout focuses on the six-wheel drive 622GP and 672GP models.

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# New CAT® safety VR module creates an immersive safety training experience for employees

Caterpillar Safety Services announces the development of Cat® Safety VR, a new virtual reality (VR) safety training module. Customized for paving applications, the new VR safety training solution immerses the trainee into a virtual four-lane rural highway construction site, so the employee learns to interact with coworkers and identify hazards in a safe and controlled environment.

Road construction jobsites are full of hazards and distractions that create risks for employees, especially new workers. Tens of thousands of traffic accidents and hundreds of deaths are logged annually at road worksites throughout the United States. In-depth training related to specific road construction hazards, the importance of following proper procedures and effective communication among workers can help to reduce safety incidents at the jobsite.

“Given the industries we serve and the hazards workers face in those industries, having a safe alternative to real world training is important. As the workforce evolves generationally, so does the way in which training is delivered. VR is an engaging learning experience for all and numerous studies have shown memory retention to be higher with VR than through more traditional training methods,” said Zach Knoop, Caterpillar Safety Services general manager. “We developed this safety training module for one of our long-time customers, who is a world leader in the construction and maintenance of transport infrastructure. However, the program can be adapted to meet the needs of specific customers, industries and applications.”

### Real scenarios

The new Cat Safety VR comes complete with everything a company needs to conduct the safety module. The kit includes a gaming laptop preloaded to run the program, HTC VIVE virtual reality headset system (including hand controls), mount stand kit and transport case. Cat Safety VR is mobile, so users can easily transport the kit anywhere to conduct training with employees.

Once putting on the VR headset, the trainee is immersed in the virtual four-lane highway project for a site flyover and a pre-shift “huddle” with coworkers. A series of five scenarios then plays out during the training session, which is designed to show employees the many potential hazards associated with paving a highway adjacent to live traffic.



Once putting on the VR headset, the trainee is immersed in the virtual four-lane highway project.

Photos courtesy Cat®



After receiving instructions from the foreman, the user advances to the taper to inspect and install traffic control devices.

After receiving instructions from the foreman, the user advances to the taper to inspect and install traffic control devices, which helps employees to focus when encountered by unpredictable traffic traveling at a high rate of speed. Module scenarios at the paving train help the user to identify and negotiate blind spots, safely navigate around and between equipment and improve communication with workers. As the module progresses, another setting features an excavator and coworker using a concrete saw to teach the importance of always wearing the proper personal protective equipment (PPE).



Module scenarios at the paving train help the user to identify and negotiate blind spots, safely navigate around and between equipment and improve communication with workers.

Each decision made offers positive reinforcement for the correct action or a memorable negative consequence for an unsafe choice. The training module concludes with a daily wrap-up to reinforce the positive lessons learned and stress that no production “emergency” at the jobsite is worth risking the safety of the worker or anyone else. Total program run time is approximately 20 - 30 minutes per session.

“Cat Safety VR helps the trainee learn how to interact with coworkers, other contractors and the equipment, all in a safe and controlled environment,” commented Justin Ganschow, Caterpillar Safety Services business development manager. “For both new and experienced employees, VR is an effective and memorable experience to support the company’s overall safety training program and advances the safety culture.”

For more information on the new Cat Safety VR, customers can visit [www.cat.com/VRsafety](http://www.cat.com/VRsafety) . ■



The program includes a site flyover and a pre-shift “huddle” with coworkers.



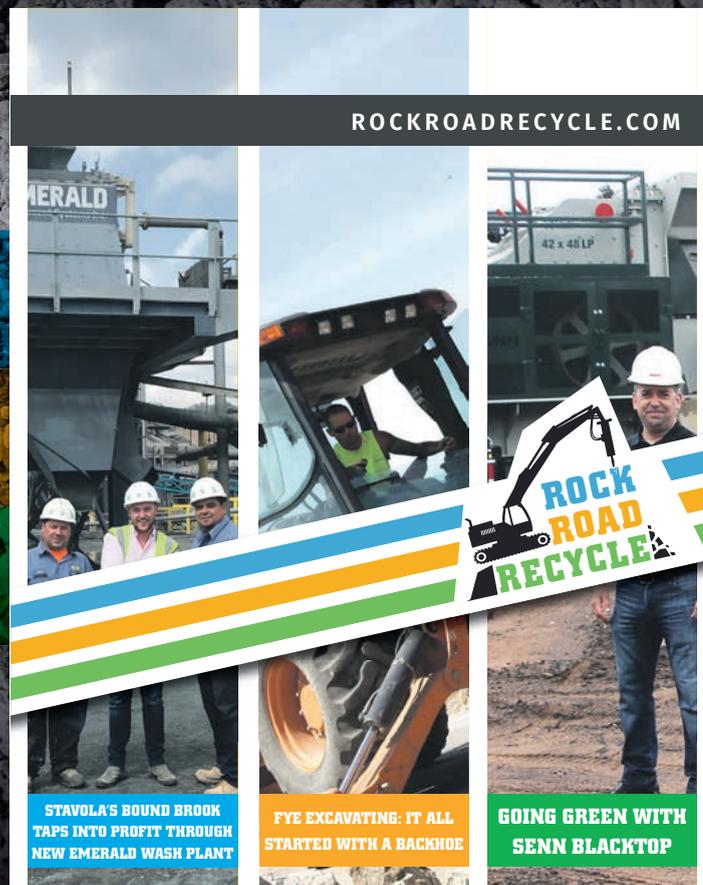
Another setting features an excavator and coworker using a concrete saw to teach the importance of always wearing the proper PPE.

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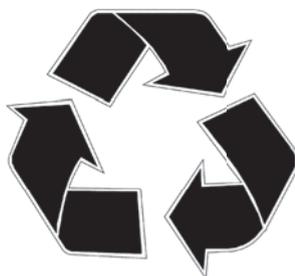
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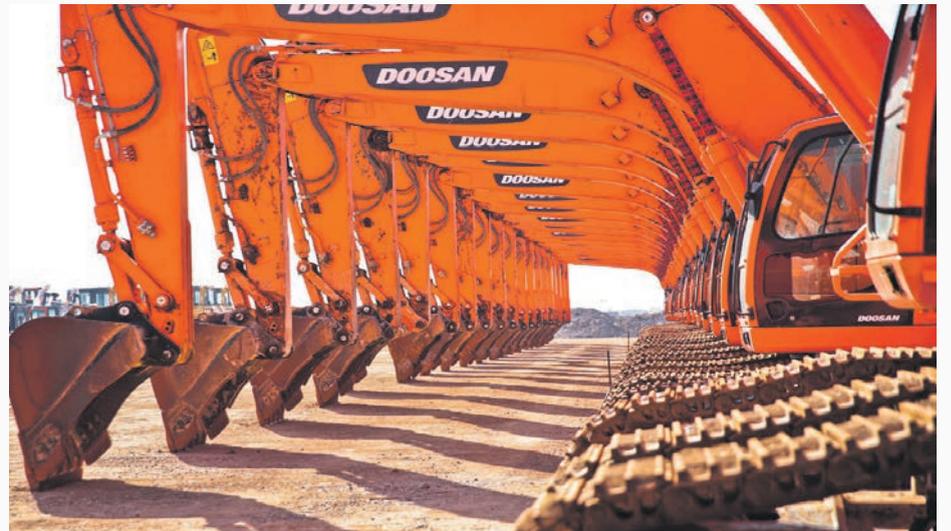


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## Millimeter GPS raises the bar for concrete paving



Slipform pavers have become indispensable in concrete paving because of their efficiency in the highly-automated production of concrete road pavements, airstrips and other large surface sites.

**B**eauty to behold for the concrete contractor is the smooth, uniform surface of freshly-paved concrete. For them, “Concrete Gray” is the color of choice in the 64 pack of crayons and nothing feels better than leaving a durable, quality finished concrete job for others to experience.

The passage of time will reveal any flaws in workmanship, the invasion of water or wear from use. Discoloration, scaling, crazing, cracking or curling will sometimes occur due to a poor ready-mix batch, inadequate curing procedure, subgrade settlement or improper bonding of the finish-layer. Concrete surfaces are generally very durable, but like everything else, they won't last forever — aging and surface wear due to the abrasion of use will have an effect.

Concrete paving is pretty complex and achieving quality, long-lasting results requires skill, the right equipment and advanced technology. At its root, pavement is an outdoor floor — a hardscape surface covering that is driven or walked on. One of the major advantages of concrete pavements is they are typically stronger and more durable than other types of surfaces. They also can be grooved to provide a tough skid-resistant surface. A notable disadvantage is that they typically can be more time-consuming to construct. Thus, concrete contractors have turned to technology for production-enhancing efficiencies and improved results.

According to the American Concrete Pavement Association, the role of technology has been significant to the growth and evolution of concrete paving: “Since 1892, when the very first concrete pavement was placed in America, concrete pavement technology has been changing [and] continually evolving to meet current and future needs.”

As part of more than a century of improvement, the machines and methods have also evolved. Today, technology has improved productivity and quality of results.

“We're seeing progressive contractors [who are] early adopters embracing technology today and the others realizing they will have to follow or settle for not being competitive,” said Brian Lingobardo, systems manager, 3D road construction, Topcon Positioning Systems, Livermore, CA. “We have the technology to provide contractors with millimeter paving accuracy, which is astounding.”

Slipform pavers have become indispensable in concrete paving because of their efficiency in the highly-automated production of concrete road pavements, airstrips and other large surface sites. The track-mounted multipurpose machines are monster-sized masters in the production of a countless range of poured-in-place profiles. Controlling their performance to ensure desired results is where machine control developers step in.

Topcon Positioning Systems offers a 3D paving capability through its Millimeter GPS paver system. According to Topcon, the product is the world's first GPS-based millimeter accurate control for pavers. The system uses satellite positioning together with a zone laser reference. Mounted on the paver is a control box designed to send control to the hydraulics independently. The color graphical screen displays the machine position on the job and the sensors are used to control the left and right side of the pan, as well as the current

elevation and slope.

The system has machine-control positioning zone-laser receivers with integrated GPS antenna mounted on the rear of the paver. Other components on the paver include the machine control GNSS receiver and slope sensors to control the front or “draft” of the paver.

The Topcon Millimeter GPS paver system features a laser that transmits a unique signal and operates similar to a standard rotating laser. Unlike a standard rotating laser that only works in a flat plane, the Topcon LZ-T5 transmits a laser zone signal that creates a measuring area 33 feet (10 m) in height. Therefore, positioned anywhere within the laser zone, the Millimeter GPS paver system's machine control sensor is designed to compute the precise vertical information. There is no need for a moveable mast — the technology is designed to determine elevation automatically. Even if the site has an elevation variance of 10 meters (33 feet), there is no need to reposition the instrument or receivers with this technology. For sites with significant elevations or large areas, up to four LZ-T5 laser zone transmitters can be linked to cover a larger area and elevation change of more than 130 feet.



There is no need for a moveable mast — the technology is designed to determine elevation automatically.



The system has machine-control positioning zone-laser receivers with integrated GPS antenna mounted on the rear of the paver. Other components on the paver include the machine control GNSS receiver and slope sensors to control the front or "draft" of the paver.



According to Topcon, the product is the world's first GPS-based millimeter accurate control for pavers.



"Since we are free of stringlines, we like the efficiencies provided by the Millimeter GPS paver system," stated Kevin Gehring, owner/operator at Gehring Construction & Ready Mix Co., Columbus, NE. "We're not needing to wait and pay for surveyors to be scheduled and pound hubs in ground. And we're no longer waiting and paying employees to set stringline."

Gehring believes he is also achieving better paving alignment and rideability because he is able to use actual radius data for horizontal and vertical curves instead of short tangent string line sections.

Agreeing with Gehring's conclusions, Scott Murchison, P.E., LEED AP, and chief engineer for RC Construction, Greenwood, MS, stated, "We like the ease and flexibility that the system provides us since we're no longer married to a stringline with all the time and effort required to get the slipform paver set up. We recently paved a new runway at Joint Base Andrews in Prince George's County, Maryland, for Air Force One. The 3,000-foot long by 250-foot wide runway with two intersecting taxiways had a specified 7-inch per mile profilograph testing tolerance. With our Topcon system, we achieved an incredible profilograph smoothness rating of less than 1-inch per mile. We couldn't be happier."

The Topcon Millimeter GPS paver system appears to help with paving accuracy — both in material usage and concrete lay down.

"Our yields have been much better than expected," said Jacob Headrick, paving/3D manager, GLF Construction Corp., Miami, FL. "We're dialed into the exact amount of material we need, which saves on material costs and eliminates rework."

"The accuracy with the Topcon Millimeter GPS system is phenomenal. We're achieving finished paved grade within a hundredth and if you consider that a piece of aggregate can be bigger than that...that's pretty spectacular."

Headrick also cites savings and return on his technology investment as benefits: "With our first project, we saved enough to cover the cost of the Topcon system. On our second job, we saved enough on outside survey costs to purchase two Millimeter GPS systems if we wanted them."

Certainly, technology is becoming integral to concrete pavers desire for the smooth uniform surface of freshly-paved concrete they all seek.

According to the Federal Highway Administration (FHA), "Today's highway users expect a high-quality traveling experience on roads that are safe and well maintained with the least possible delay." The FHA has several ongoing programs that intend to ensure "that innovative technologies that can improve the safety and performance of the transportation system are deployed and implemented on the nation's roadways."

Clearly, one could expect that the technologies being adopted by concrete paving companies are consistent with the stated mission of the FHA and are directly contributing to the high-quality traveling experience highway users are expecting.

Jeff Winke is a business and construction writer based in Milwaukee, WI. He can be reached through [jeff\\_winke@yahoo.com](mailto:jeff_winke@yahoo.com). ■



The Topcon Millimeter GPS paver system appears to help with paving accuracy — both in material usage and concrete lay down.

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# John Deere introduces next generation of construction simulators

MOLINE, IL – John Deere is rolling out its new construction simulators, further bridging the gap between the classroom and jobsite. The modular update outfits the new John Deere simulators to one of six machine types: backhoe, crawler dozer, excavator, wheel loader, joystick-controlled motor grader and fingertip-controlled motor grader.

“The next generation of John Deere simulators builds on a state-of-the-art technology that teaches machine controls, hand-eye coordination, safe operation and operator technique,” said Jon Goodney, manager learning technology, John Deere Construction & Forestry. “Simulators offer cost-effective and efficient operator training in a risk-free environment while avoiding wear and tear on the equipment. It’s a win-win for organizations looking to get the next generation of operators ready for the jobsite.”

Based on actual John Deere equipment, the updated simulators feature swappable controls that allow for quick in-

terchange of joysticks and foot pedals to multiple machine types.

The state-of-the-art software boasts highly-detailed, realistic virtual environments designed to cover basic and advanced operator duties through multiple jobsite tasks. A performance function provides metrics to measure student progress to help build proficiency and confidence.

The updated backhoe, excavator and motor grader simulators will be available this spring, while the crawler dozer and wheel loader will be available for purchase this summer.

The new simulators can be coupled with the free online training available through John Deere University, offering a well-rounded operator training package.

To learn more, contact your local John Deere dealer. ■



The updated backhoe, excavator and motor grader simulators will be available this spring.



The state-of-the-art software boasts highly-detailed, realistic virtual environments designed to cover basic and advanced operator duties through multiple jobsite tasks.

Photos courtesy of John Deere



The new simulators can be coupled with the free online training available through John Deere University.

## Powerful new Enerpac industrial turntables allow safe repositioning of loads up to 400 tons with ease

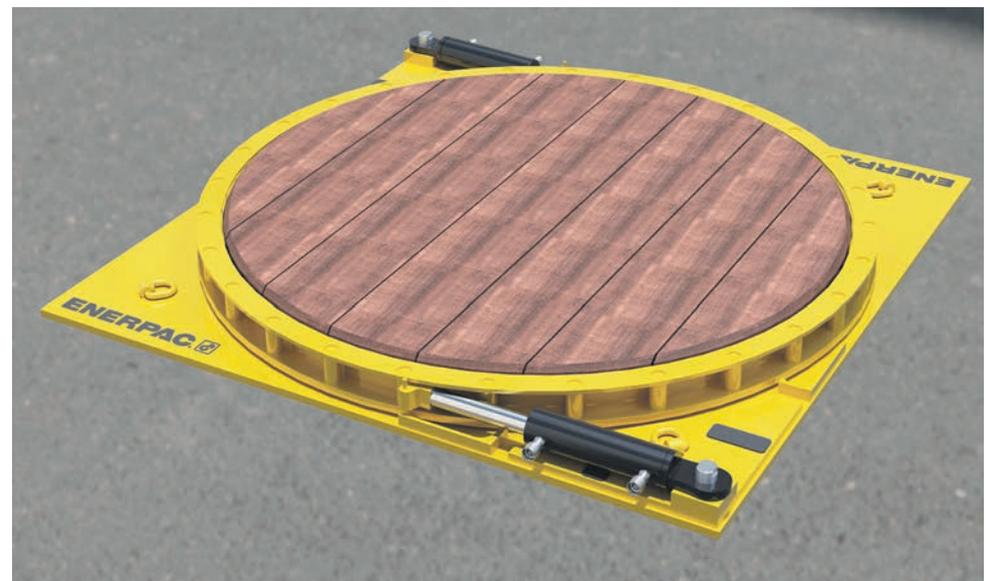
MILWAUKEE, WI – Enerpac, a global market leader in heavy lifting technology and high-pressure hydraulics, recently announced a new line of industrial turntables that facilitate safe repositioning of heavy or oversize loads. The Enerpac ETT200 and ETT400 turntables greatly simplify handling, adjustment and precise orientation of loads up to 200- and 400-tons respectively, made possible by Enerpac’s powerful and robust hydraulic cylinder technology.

Designed to complement Enerpac’s SL Series hydraulic gantries and/or LH Series low height skidding systems, an ETT Series turntable serves a vital role in critical handling of heavy or oversized systems, devices and components such as industrial-scale transformers, generators, motors or engines permitting smooth, precision positioning before, during or after skidding or lifting operations.

“The new ETT Series industrial turntables facilitate the safe and efficient positioning of nearly any large or heavy load, even in the most restrictive spaces,” said Pete Crisci, product line director, Enerpac Heavy Lifting Technology. “This portable positioning system easily pays for itself in productivity gains and improved efficiency during device installation, removal or maintenance, while protecting workers from potential injury caused by attempted manual rotation during skidding operations or suspension.”

With a low-profile design of just 5.91-in (150mm) in height, the ETT Series Turntables provide exceptional load stability. The system is driven by either a single, double-acting 25-ton capacity hydraulic cylinder in the case of the ETT200, or by two cylinders in the ETT400 to achieve 400-ton handling capacity. Both models offer smooth, tightly controlled rotational power and can be operated with standard Enerpac hydraulic pumps. The 6 ft (1.825m) diameter platform provides controlled zero-turn capabilities in an efficient footprint. The Turntables feature a durable hardwood surface, 10,000 psi (700 bar) cylinders and 360-degree, bi-directional rotating capabilities made possible by a highly-accessible cylinder ratcheting system. The system is easily transportable by four integral lifting hooks, sets up quickly and weighs just 3,750 lbs (1,700 kg).

Crisci added, “The Enerpac turntable series makes for efficient maintenance, repair and operations, providing a direct transfer destination for heavy skidded or lifted loads, letting operators perform service directly on the platform itself or accurately positioning the load and setting the stage for removal from the site location.” ■



The Enerpac ETT200 and ETT400 turntables greatly simplify handling, adjustment and precise orientation of loads up to 200- and 400-tons respectively.

Photo courtesy of Enerpac



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Trucking company shakes off low-quality vibrators

On the Cover: Bruce Stelljes of Herman's Trucking, which has been serving Burlington County, NJ, since 1973.

PG 3

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Bruce Stelljes of Herman's Trucking Co. said their original Cougar unit is still working like new after six years of service.

Photos courtesy of Martin Engineering

A global leader in the manufacturing of high-quality electric vibrators for improved bulk material flow has helped a fleet of dump trucks improve material evacuation and efficiency with longer lasting and more reliable industrial vibrators to ensure that each load is delivered completely and safely. To avoid potential risk from operator intervention to break loose stubborn materials and facilitate complete unloading, Herman's Trucking Company of Wrightstown, NJ, orders its truck bodies with OEM-supplied vibrators. Company officials were disappointed in the short lifespan of the units, however, which were only lasting about a year.

To address the problem, they replaced one of the failed vibrators with a heavy-duty Cougar® DC 2500 truck vibrator from Martin Engineering. After six years, the high-performance 12-volt Cougar vibrator is still going strong, helping the company avoid the expense of frequent replacement and the associated downtime. The units have been so successful and reliable that company officials are now replacing the competing vibrators with the Cougar designs whenever a failure occurs.

Since 1973, Herman's Trucking Company has been serving the Burlington County area in Central New Jersey. With a sizeable fleet of more than 25 dump trucks, the company hauls everything from landscaping material to construction products. Commonly transported loads include slate, flagstone, rocks, limestone, recycled aggregate, dirt and sand.

Material buildup on the walls, floor and tailgate of the truck bed can reduce the capacity of each load, extending unloading time and reducing efficiency. "Sand and gravel need to be absolutely cleaned out after every load," said Bruce Stelljes of Herman's Trucking Co. "The driver has to make sure the truck body is clean and if it isn't, he or she has to get up there and hammer on the truck body or even climb into the bed with a shovel and manually dislodge any remaining material."

Drivers commonly use a number of other methods to evacuate the cargo box, all of which can introduce problems. One is stopping and starting the hydraulic lift to shake loose the accumulation — slamming the cylinder open and closed to dislodge the load — which can cause stress on the lift shaft, hydraulic fittings and other components. Another is moving the truck back and forth in a stopping/starting action with the bed raised. This wears on the brakes and engine; and trucks with raised beds can become severely unbalanced on uneven surfaces. Even on level ground, if one side of the bed empties and material sticks on the other side, the truck can be in danger of tipping over.

Perhaps the most dangerous approach is the operator climbing up and manually clearing the buildup. Often performed with the bed at a slight slope that introduces the possibility of slips or falls, the loosened material can evacuate suddenly, pulling the worker with it, resulting in possible injury.

"We first discovered the Cougar vibrators about six years ago, when we received a new truck body equipped with a Cougar 2500," Stelljes continued. "We noticed that the unit consistently delivered the force we needed without burning out." Stelljes said the original unit is still working like new.

## Trucking company shakes off low-quality truck vibrators



"At the time, we didn't know much about truck vibrators," said Stelljes. "We had purchased new trucks that had another manufacturer's vibrators installed on them. But after just a year or so in service, those units started going bad." Stelljes said they either suffered from a reduced output or stopped working altogether. Operators originally swapped the failed vibrators for new ones by the same manufacturer, but the short equipment life persisted, resulting in drivers again having to take measures to clear the material. After seeing the side-by-side comparison of performance and equipment life between the Cougar DC 2500 and the competing units, the company decided to exclusively use the Cougar designs.

"The true cost of these vibrators is directly dependent on how long they last," explained Martin Engineering Mobile Market Manager Allen Twidell. "The Cougar family of truck vibrators includes heavy-duty windings and insulation, with bearings lubricated for life and sealed inside a weatherproof housing." The motors are custom-built to Martin Engineering's specifications, ensuring the highest level of quality control. The units also carry a two-year warranty, which is double that of other 12 volt truck vibrators.

"We've found that some competing designs don't actually achieve the forces claimed by the manufacturer," Twidell continued. "In contrast, our units generally put out more energy than the model numbers indicate." The Cougar lineup of DC truck vibrators also includes a larger unit, which puts out a whopping 3700 pounds of force.

Placed on the upper spine of the truck bed's support frame, the compact unit on Herman's trucks requires minimal space. The design is only 10-3/8 x 9 3/4 x 6-7/8 inches in size and weighs just 36 lbs. due to the lightweight aluminum housing, which results in a high output to weight ratio. Drawing just 55 amps, the powerful vibrator delivers 2,500 pounds of force at 4,000 RPM. Competing products typically draw much more current (well in excess of 100 amps), which means the Cougar units produce less drain on the truck's electrical system. The duty cycles are also longer, generating less heat, which contributes to their long life.

Along with a safer work environment, the reliability means no unexpected interruptions to the workflow from a failed vibrator. With the complete evacuation of cargo, 100 percent of each load is delivered efficiently to the jobsite, reducing labor and risk. All of this translates to a lower cost of operation and greater return on investment. "Now we use one brand of vibrator, and they only need to be installed once," Stelljes concluded. ■

Right:

The units have been so successful and reliable that company officials are now replacing the competing vibrators with the Cougar designs whenever a failure occurs.



Placed on the upper spine of the truck bed's support frame, the compact unit requires minimal space on Herman's trucks.



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## Missouri composter blankets dust with atomized misting equipment

Other SLC sites are reviewing their potential for dust issues and he sees the possibility that additional DustBoss units may be in the company's future.

**A**n innovative Midwest composting company has specified high-performance dust suppression equipment for a busy yard waste transfer station, helping the firm comply with environmental regulations and maintain good relationships with its commercial neighbors. The large-scale unit from Boss-Tek replaces a smaller design from another manufacturer that proved inadequate for the size of the operation, while the new machine oscillates 40° to cover more than 20,000 square feet (1,858 square meters) with a dense, dust-trapping mist. Since the unit was placed in service, the facility has not received a single dust-related complaint — achieving excellent control of fugitive particles, while avoiding over-saturation of the compostable material.

For nearly two decades, St. Louis Composting has been one of the state's leading producers of nature's ultimate renewable resource. The firm supplies gardeners and landscape professionals with top quality compost, topsoil and soil blends, along with a variety of mulches, while simultaneously reducing landfill waste across the metro area.

The SLC Maryland Heights facility is a busy four-acre site accepting yard waste that includes trees, limbs and brush from neighborhoods in north and west St. Louis County. The station is surrounded by other businesses and company officials wanted to prevent dust from creating a nuisance, while ensuring compliance with regulations set by the Department of Natural Resources and St. Louis County.

Like many outdoor bulk material handlers, SLC had been using hoses to try and manage dust, but the technique proved ineffective. "Aside from the need to have manpower dedicated to those hoses, the solid stream didn't do a good job of controlling ground-level dust or preventing it from becoming airborne," said Operations Manager Dave Gavlick. "And it tended to soak the yard debris, which add-

ed unnecessary weight to the loads being trucked out."

The greatest drawback to such basic control methods is droplet size — water droplets produced from hoses and spray bars are simply far too large to produce any meaningful benefit in controlling dust particles. In addition, the range of these techniques tends to be quite limited, frequently requiring significant staff time to man the hoses or drive water trucks around the target areas. The new equipment has eliminated the need for manual spraying at SLC.

### Seeking a better solution

Dust suppression has become an increasingly important challenge in recycling and composting operations with raised awareness and tighter regulatory standards both contributing motivation to find efficient, cost-effective methods of particle control. Depending on the source and ambient conditions, airborne dust can contribute to a number of concerns, including potential health or safety hazards, environmental issues, regulatory challenges, higher equipment maintenance costs and poor community relations.

The Maryland Heights location is one of SLC's smallest, which doesn't allow much settling time for dust that becomes airborne. "The facility sits up on a hill, so the dust has the potential to travel long distances when it gets stirred up," Gavlick continued. "We wanted to find a technology that would suppress particles when they become airborne, but would also help prevent ground-level dust from migrating."

In an effort to improve on the performance of manual spraying, SLC investigated equipment marketed specifically for dust suppression. "We did some initial research and purchased a portable misting unit that's supplied by a garden hose," recalled Gavlick. "It helped to some degree, but it really didn't put out the volume of mist we needed in this application."

When it became apparent that the smaller turbine-type dust suppressor wasn't sufficient to control the dust, Gavlick started looking for larger equipment. On the recommendation of a colleague, he reviewed performance data on the DustBoss™ DB-60, the flagship model in DCT's family of dust suppression equipment. Noting that the manufacturer offered a rental option, he decided on a short-term lease to evaluate the performance.

Designed with a series of 30 specially-designed brass nozzles to atomize water into droplets 50-200 microns in size, the DB-60 uses a powerful 25 HP motor that generates 30,000 CFM of air flow (nearly 850 cubic meters per minute) to launch millions of droplets per minute. The atomized spray has a throw of more than 200 feet (approx. 60 meters) on a calm day, yet the standard carriage-mount-

ed device is completely portable, allowing it to be located wherever it's needed most.

The unit has an adjustable throw angle from 0-50° elevation and when equipped with the 359° oscillation option, it can cover more than 125,000 square feet (over 11,600 square meters) from a single location. To put it in perspective, that's more than 2.8 acres (1.16 hectares), or 2.6 standard American football fields.

Gavlick's crew positioned the unit to cover the area where yard waste is loaded into trucks for transport to one of the company's composting facilities. Front loaders with high-tip buckets are used to fill the walking-floor trailers, which have a capacity of 100 cubic yards each. The results were immediately obvious and SLC decided to purchase the machine, with a portion of the rental fee applied to the purchase price.

The facility now runs the DustBoss 8-10 hours a day on average whenever loaders are working. It's powered by a 60 KW generator with municipal water supplied by a 1.5-inch hose. "The results have been excellent," Gavlick observed.

He added that other SLC sites are reviewing their potential for dust issues and he sees the possibility that additional DustBoss units may be in the company's future. "Regulations are continually evolving and they're more strictly enforced than ever," Gavlick added. "All large-scale operations need to be more aware of dust-generating activities and appropriate methods for achieving compliance. The DustBoss has worked well for us."

St. Louis Composting was founded in 1992 by eco-enthusiasts Patrick and Rebecca Geraty and has since blossomed into the region's largest compost producer. The mission of this husband and wife team is to help make the world a little greener and reduce landfill waste by producing compost of the highest quality. The company's five composting facilities process roughly 900,000 cubic yards of waste annually, including 500,000 cubic yards of green material — more than one-third of all yard waste generated in St. Louis County. In addition to recycling yard trimmings gathered by the area's major waste haulers, the firm receives and composts material collected from curbside green waste recycling programs.

BossTek specializes in atomized mist technology with its entire focus on customized equipment for dust suppression and evaporation. All of the firm's R&D, experience and expertise is centered completely around those applications and its staff helps customers analyze particle sizes, working environments and other factors to ensure effective performance under real-world conditions. The units are far more effective and efficient than manual spraying, with some customers realizing payback in less than six months. ■



Gavlick's crew positioned the unit to cover the area where yard waste is loaded into trucks for transport to one of the company's composting facilities.

Photos courtesy of SLC



Travis Vance

## On the front lines with Fisher Phillips:

by Travis Vance and Pamela Williams



Pamela Williams

### Statements made during OSHA informal conferences: Are they admissible?

An employee is electrocuted while working on a breaker box. After the incident, OSHA conducted an inspection and issued serious citations to your company relating to an unauthorized employee working around energized parts without adequate protection.

Your company decides to contest the citations because the employee was not authorized to perform electrical work, company policy (on which employees are trained) prohibits unauthorized persons from performing electrical work and no supervisor saw the employee performing the work. You have the written policy prohibiting unauthorized electrical work, the employee's signed training records on the policy, audits showing that the company inspected for compliance with the policy and disciplinary records showing that the company disciplines its employees for safety infractions.

How do you handle this situation? First, you request an informal conference with OSHA to see if you can reach a settlement or if OSHA will vacate the citations. The corporate safety manager, the operations manager and (hopefully) your attorney attend the conference. During that conference, the operations manager blurts out that he is aware that other employees have occasionally done work around breaker boxes without proper authorization and credentials to perform electrical work.

Unfortunately, OSHA then declines to offer a meaningful settlement. You then contest the citations and proceed through litigation. At trial, OSHA seeks to introduce the statement made by the operations manager during the informal conference where he indicated that management knows unauthorized employees have performed electrical work. Are the manager's comments admissible?

#### Informal conferences are settlement discussions

Informal conferences are held to "discuss any issues raised by an inspection, citation, notice of proposed penalty or notice of intention to contest" (29 C.F.R. § 1903.20). Their purpose generally is to negotiate a settlement of the case before proceeding through litigation. The Occupational Safety and Health Review Commission (OSHRC) has no specific procedural rule about whether statements made during settlement negotiations generally or informal conference specifically are admissible.

OSHRC Rule 120 provides that statements made during settlement conferences before judges with the OSHRC are "confidential and shall not be divulged outside" of the settlement conference (29 C.F.R. § 2200.120(d)(3)). Further, OSHRC Rule 71 provides that the Federal Rules of Evidence apply to proceedings (29 C.F.R. § 2200.71).

Under Federal Rule of Evidence 408, neither (1) an offer or acceptance of an offer to settle a claim nor (2) "conduct or a statement made during compro-

mise negotiations about the claim" are admissible "to prove or disprove the validity or amount of a disputed claim or to impeach by a prior inconsistent statement or a contradiction" (Fed. R. Evid. 408(a)).

What this means is that your company making an offer to settle at an informal conference is not admissible to prove that the citation is valid, nor can statements made during informal conferences be used to prove that the citation is valid. In the example described above, then, OSHA cannot introduce the operations manager's statement to prove that the company violated the OSH Act by allowing unauthorized employees to perform electrical work.

Employers should be aware that the rule has an exception, however. Conduct and statements made during settlement negotiations, as well as offers to settle, can be admitted "for another purpose, such as proving a witness's bias or prejudice" under Rule 408 (Fed. R. Evid. 408(b)). If, for example, the OSHA inspection resulted from a union complaint and the operations manager states "You can't trust anything a union says," this statement potentially could be introduced as demonstration of a claim that the operations manager is biased.

#### It may not be admissible, but it can still hurt

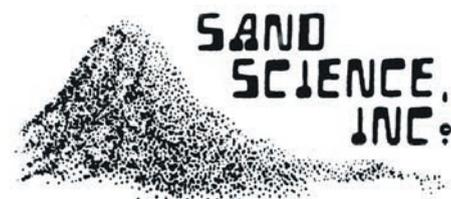
While the operations manager's statement is likely not admissible at trial, it could still negatively impact the company. Specifically, OSHA may use the comment to conduct targeted discovery by asking questions in interrogatories and depositions about the company's practices and knowledge regarding electrical work by unauthorized employees. If OSHA obtains evidence that supports the operations manager's statement, it may be able to introduce that independent evidence at trial.

#### Best practices for informal conferences

If you decide to contest a citation, seriously consider retaining legal counsel. Your attorney should know what OSHA must prove for each citation and can identify weaknesses in OSHA's position.

Further, the attorney can represent you and speak on your behalf at the informal conference. Your attorney should, in fact, do most if not all of the talking. Nothing the attorney says is admissible for any purpose and the attorney is much less likely to reveal information that could help OSHA prosecute its case. Experienced counsel can most effectively advocate for your interests, protect against unintended disclosures and may be able to help you favorably settle a case.

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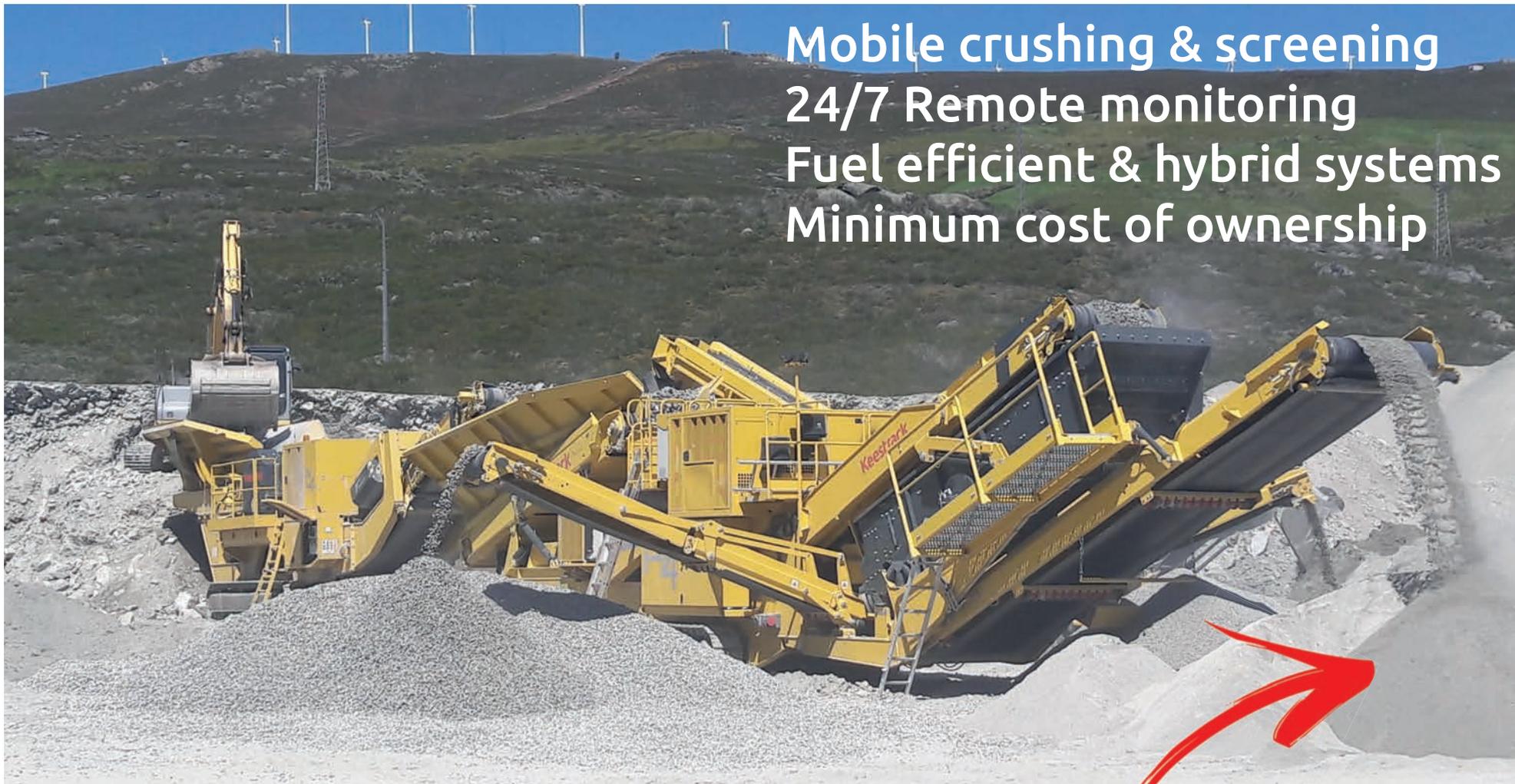


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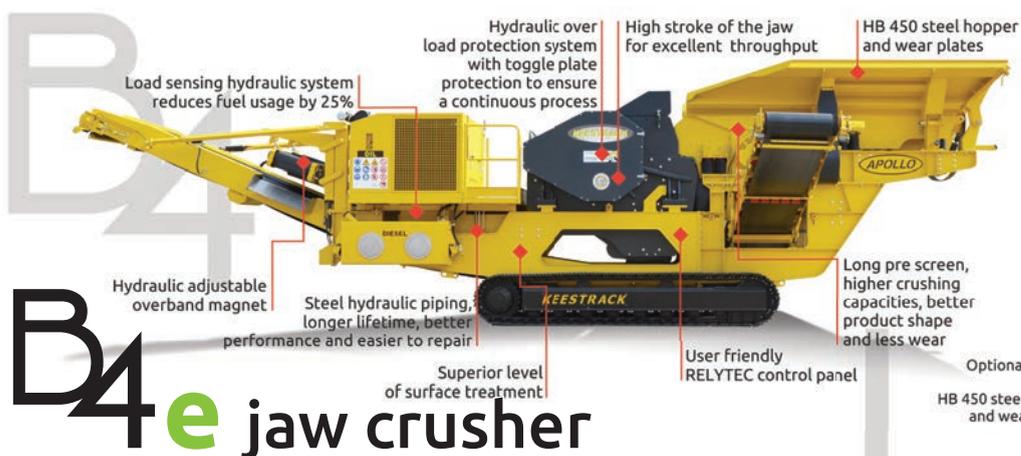
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# The evolution of WM Biers



by Keith Loria

**W**M Biers, Inc., based in Albany, NY, is known throughout upstate New York for its outstanding landscaping supplies and services, though the company was founded on a mission to recycle wood waste materials such as pallets, manufactured wood waste, log length pulp wood and wood chippings from tree services.

“The company was established in the late ’80s as a trucking and excavation business and in 1989, owner William (Billy) Biers moved operations from his home site to its current facility located in the Port of Albany,” explained Dan Doherty, operations manager for the company. “It was at this time that he discovered a demand for landscaping, specifically mulch in garden beds.”

So, WM Biers purchased its first tub grinder — a W.H.O. Manufacturing grinder — the most well-built of its time.

“The company had developed a great relationship with W.H.O. and became the local dealer for their tub grinders,” Doherty says. “WM Biers still obtains the dealership for W.H.O. and to this day they are manufacturing a very affordable, well-built grinder.”

As the demand grew and grew for mulch and other landscape supplies, the industry as a whole began to grow, with more places selling and starting to manufacture mulch. It was at this point that Biers decided to change the company’s approach and start going after the grinding portion of the business.

“We shifted some focus to selling equipment to some of these companies which were getting into the industry,” Doherty said. “We started to take on other lines of equipment to meet the needs of our customers — which were predominantly tree service companies — so we became dealers for chipper manufacturers, stump grinder manufacturers and forestry attachment companies.”

In addition to W.H.O. Manufacturing, the brands the company works with include Duratech Industries, which Doherty says offers extremely well-built wood chipping and grinding equipment, with some of the most technological and safety oriented features around, separating them from some of the competition; Dymax, which he says brings some of the most well-built forestry and railroad attachments out there; and Davco Manufacturing, mowers capable of cutting up to

8-inch diameter trees and shedding them into small shreds.

“These brands are the main focus of WM Biers, but we do offer many more,” Doherty said. “We also deal a lot in used equipment and equipment rentals, selling good quality, in-demand equipment to end users all over the Northeast. We also rent all types of equipment to local contractors and other entities in need of equipment.”

## An evolution

In the early turn of the century, the wood waste grinding and mulch facility was booming and the company needed to do something to increase its wood supply.

“We purchased a Dymax Tree Shear for our excavator and we started to clear land for local developers and contractors,” Doherty says. “This began to grow and we began to supply this division with more equipment and man power. In conjunction with the land clearing, we also started offering our grinding services to local contractors and municipal organizations, which really took off well.”

With many new developments going up in the area, it increased stone sales by huge numbers, which led WM Biers to its next quest.

“In the early 2000s, we found ourselves selling a large quantity of crushed stone and we thought if we could obtain our own source for this product, we could reduce vendor costs and increase profitability, so we did just that,” Doherty says. “In the mid 2000s, we hurdled our way through all the different processes and opened up our crushed stone division — crushing and manufacturing our own crushed stone products. This is a small quarry was intended for only our trucks to pull from, but it has been an ever-growing part of WM Biers.”

Around 2012, the company received approval to build and operate a C&D Transfer Station, located on another parcel it leased at the Port of Albany.

“We started building this facility mid-2012, and were making pretty good headway, but then faced some local distractions with building codes and departments and needed to stop work for a while,” Doherty says. “After a few small battles, we finally got the green light to continue and in late 2016 we completed the Transfer Station and opened for business.”

Although challenging to get approved, the facility — known as C.D. Man, LLC — has been the most rapidly



Above: WM Biers retains their W.H.O. dealership status to this day.

Left: Doherty said DuraTech offers extremely well-built wood chipping and grinding equipment, with some of the most technological and safety oriented features around.

growing business WM Biers has opened.

Additionally, the company’s stone quarry produces large quantities of crushed high-grade silt/ sand stone products such as Crusher Run #3 stone and gabion stone.

## Recycling efforts

WM Biers created WM Biers, Inc. Land Clearing and Forestry Division shortly after the landscaping supplies division had become established. The new division specializes in land clearing and vegetation management using only top-of-the-line equipment.

Today, along with its sister companies, C.D. Man LLC and BBC Aggregate; WM Biers provides numerous options for recycling in Upstate New York and the Capital Region.

BBC Aggregate is a permitted site for the dumping of waste aggregate products such as concrete, asphalt (blacktop), brick, block, dirt, stone and other aggregate products, while CD Mann consists of three railroad accessible lots for long-term lease as well as loading and unloading assistance of many different products and materials.

“Wm Biers and all the affiliate divisions and companies formed are always seeking out new ways to expand and diversify our companies,” Doherty said. “We are currently working on and seeking tenants for new warehousing opportunities on a 70-acre parcel located in the growing industrial region of Coeymans, NY. With the Port of Coeymans and Coeymans Industrial Park growing every day, we’re looking for long-term build to suit tenants for warehousing, laydown, stockpiling, or other facilities.” ■



During the recent 2019 Hard Hat Expo in Syracuse, NY, WM Biers exhibited one of DuraTech’s chippers — a TC-15 — in their outdoor booth.

# Are you missing dangers right before your eyes?

**How eye tracking can reveal hidden human behaviors and uncover potential hazards.**

Source: *EHS Today*: [Mike Bartels](#) | April 11, 2019

One split second is all it takes for a life to be changed forever or taken away by a workplace accident. Each year, close to 9,000 people are killed on the job across the U.S. and Europe. No doubt all these workplaces had safety protocols in place, but clearly more could have been done to prevent these losses.

The first step in preventing an accident is identifying its potential to occur – and this is easier said than done. Sadly, it's often only once an incident has happened that we realize something needs fixing. But what if you could see the potential for risk in a new way, or find answers to a problem for which a cause has been hard to pinpoint?

Eye tracking has an established track record as a reliable and objective method of measuring human attention, as a means of understanding the precursors of action and as a method to see if a task creates too much cognitive load on a person. This information is now being increasingly utilized across multiple industries as a tool to increase productivity and improve safety. Balancing these two performance indicators has long been a catch-22, with increased productivity often associated with more risky operations, but technology has come to the rescue.

## Eye tracking: The basics

The concept of eye tracking is quite simple: It reveals exactly where someone is focusing their attention while completing their daily activities. A pair of comfortable, discreet, worksite-ready eye tracking glasses are worn by the worker and the system tracks every movement and fixation of the eye during this period of time. The worker's visual behavior can be viewed live in real-time by supervisors and recorded for subsequent analysis and training.

To put it simply, this technology allows management to observe performance through the eyes of the employee without disrupting the work or creating an additional safety concern. The information collected reveals valuable insights on situational awareness, cognitive load, subconscious actions, risky behaviors and mental processing. The kinds of learnings that are available through eye tracking are nearly impossible to identify through traditional methods such as employee interviews, surveys or walk-throughs.

But it isn't only management that can benefit from the implementation of eye tracking in the workplace. This technology is capable of highlighting on-the-job obstacles and informing new processes that remove distractions, stress



and hazards for the worker. Additionally, the video outputs from eye tracking have been shown to ease and shorten the training experience for new employees, who are able to watch the task that they will be performing through the eyes of seasoned veterans instead of reading instruction manuals.

In essence, eye tracking research highlights:

- Elements of a process which cause distraction
- Instructions or manuals which cause confusion and delay operations
- Things which obstruct sight or movement or precede an error
- Visual patterns associated with mistakes
- The level of someone's situational awareness and cognitive workload

## How to put it into practice

The way this technology and method is applied will be unique to every business, but the following examples illustrate how it's been implemented and what results can be achieved.

H&H Castings, a metal casting foundry in Pennsylvania, had a research consultancy conduct an eye tracking study on workers in its melt. The procedure of pouring molten metal into a mold is dangerous, time-sensitive and a task which can't be interrupted for observation. A select number of staff were picked for the study and asked to wear eye tracking glasses while undertaking their everyday work routine.

The data collected revealed to management the visual patterns of experienced workers who were more proficient at carrying out the tasks, but importantly it also uncovered a visual pattern which occurs prior to a spill. The first piece

of information helped the company develop material to illustrate best practices for new staff, but the latter was instrumental in helping it improve training to prevent future accidents. The head of human resources said that watching the eye tracking data was the first time during her 31 years with the company that she was able to see the degree of complexity linked to her staff's work.

Researchers at the University of Nebraska-Lincoln also used eye tracking to study situational awareness on a construction site. Participants wore eye tracking glasses and were asked to complete set tasks. The data showed that those with high situational awareness observed more of the surrounding environment and directed their attention in a distributed way, while those with a low situational awareness remained predominantly absorbed in the task at hand without much consideration or awareness for their surroundings. This information can be used to identify which workers may be more prone to accidents and to illustrate best practice methods.

Similarly, this information can reveal hidden dangers, such as blind spots or elements of the physical environment which cause distraction or impede safe movement. For example, does the crane operator see their surroundings, is their attention diverted from the task at hand for any reason, do certain operators have a different gaze pattern when maneuvering the machinery, and if so, is one correlated with an increased risk of error or accident? Eye tracking can also highlight if workers struggle to interpret instructions or written operational procedures.

With close to one-fifth of all workplace deaths in the U.S. occurring within the construction sector, the potential

this technology has to help make changes that can save lives is huge. An eye tracking study is currently underway in Sweden for a collection of steel manufacturing companies, associations and government which aims to identify best practices across a range of roles. The purpose of this project is to enable clearer and more efficient training materials through the enhanced illustration provided by the eye tracking recordings. It's also hoped this method will remove many of the language barriers that often exist within this group of workers, to not only expedite training but also reduce the scope for

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# Metso to launch a new, compact mobile screen for entry-level businesses

Metso recently introduced a completely new mobile screen unit enabling new business opportunities in screening.

The Lokotrack ST2.3 brings the proven quality and operational reliability of Lokotrack track-mounted solutions to a completely new lighter-weight screening solution. Thanks to its compact and safety-driven design, the easy-to-use ST2.3 is an ideal solution

for entrepreneurs looking to enter the screening business.

"For businesses thinking of expanding their operations into aggregates production, the first logical step is often screening. They can be already working in earth-moving or agriculture and want to utilize their existing soil property to grow their business," said Jarmo Vuorenpää, product manager, mobile screens at Metso.

## Best-in-class performance and ease of use for screening operations

The Lokotrack ST2.3 is suitable for a wide range of applications from multi-use to fine screening and recycling. It has a 5-foot-wide screen with matching feeder and conveyor and aggressive stroke up to 13 mm with 5G acceleration that results in the best screening performance in its weight class. The solution is easy to

set up and is ready to screen in minutes. The ST2.3 is easily moved from one site to another using standard trailers in most cases. The product will be commercially available as of 2020.

The Lokotrack ST2.3 has the robust Lokotrack-grade design and is suitable for standalone and multistage applications. Service and support are provided by the extensive global Metso and distributor network. ■



The Lokotrack ST2.3 will be commercially available as of 2020.

Photo courtesy of Metso

## DANGERS from 9

the miscommunication or misinterpretation of instructions.

### When you want to hit rewind, virtual reality is the key

It would be nice if life afforded us a reset function, but sadly that's not the case. However, with training in virtual reality (VR), even the most disastrous of training mistakes can be undone at the click of a button.

This technology is especially useful in very high-risk fields such as mining, construction, aviation and medicine. With VR you can create life-like, immersive and interactive replicas of environments which are dangerous or simply hard to access. With integrated eye tracking you're able to get all the information relating to visual attention, which allows you to better train and assess worker ability.

The beauty of VR is that it's fully interactive and allows you to dictate the complexity of the environment and conduct training and assessments in a fully controlled setting. This removes the need for the physical environment to be present, potentially saving time and money from lost productivity. It also allows standardized training and assessment to be carried out with workers anywhere in the world. Dutch airline KLM is using VR to train its engineers in safety procedures, while auto manufacturer Volkswagen set its sights on training 10,000 staff in production and logistics within VR during 2018.

There's no doubt this technology is just at the beginning of its evolution, and already the benefits are immense. Its ability to afford virtually guaranteed safety, combined with the insights you can obtain on human interaction through VR headsets with integrated eye tracking, offers great potential to businesses who take the step and invest in its implementation.

### Knowing where to begin

With any research, the key is knowing and defining your objective. For businesses looking to implement eye tracking to improve safety it's important to identify what issues you wish to mitigate or which processes you want to understand more about. This often leads to subsequent investigation, but pinpointing your objective will make the design of the experiment and the interpretation of results much easier.

Familiarize yourself with how the process works and what type of results you can expect. Your end goal will help determine what type of wearable eye tracker will best help you answer your questions. ■



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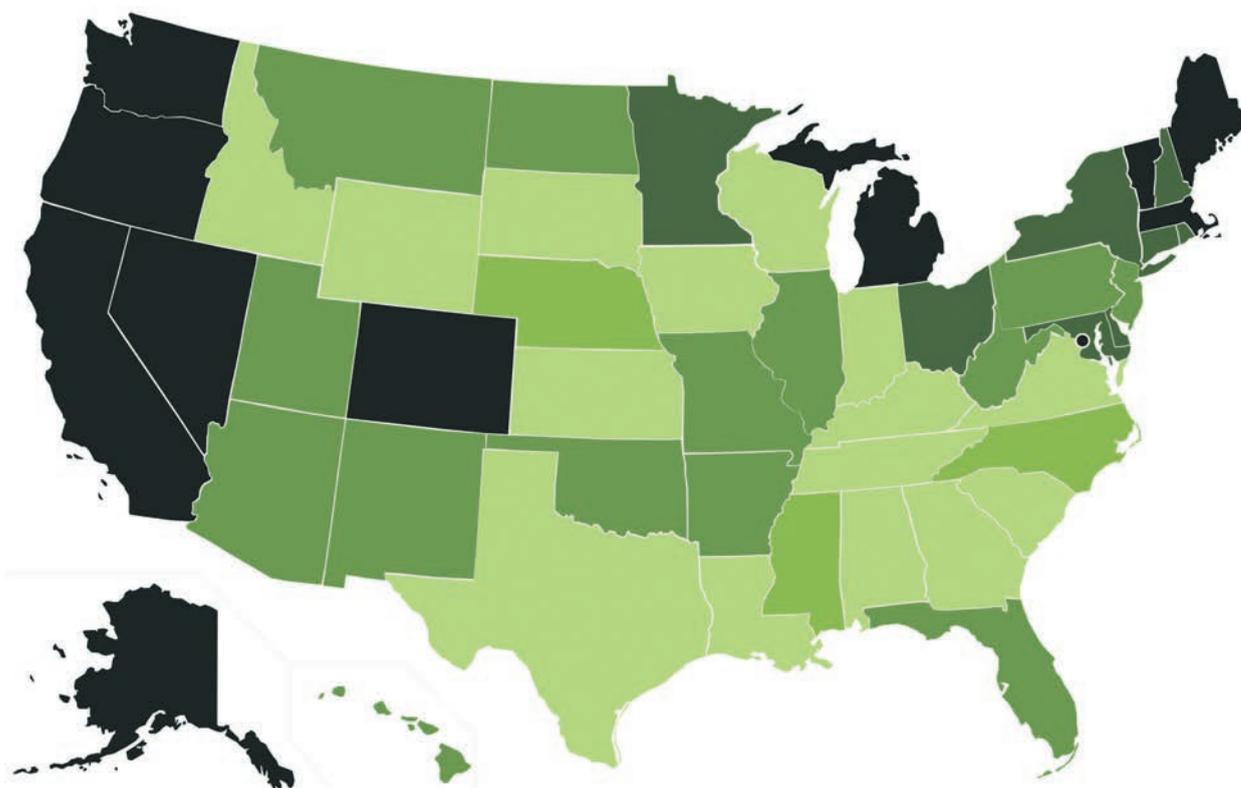
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The legality of marijuana varies greatly across the United States, and so company policy regarding testing needs to take that into account.

As time continues its relentless march forward, so do the problems affecting human beings. Today, there are new issues both workers and employers have to deal with that had never been of concern in the past. Two exist in a gray area — not illegal but definitely impactful on job performance; one is addiction to opioids, the other is the legalization (in various forms) of marijuana.

Safety on a jobsite is paramount, and having sober, clear-minded workers is a large piece of the safety puzzle. Many companies still require drug testing, both at time of hire and during a person's course of employment. How should employers deal with results that show marijuana or opioid use then?

Travis Vance, a partner with Fisher Phillips, recently spoke on this issue. He started by talking about the opioid crisis, noting he had personal connections with people dealing with opioid issues — both family members and clients. "Growing up in Appalachia, I was exposed to these drugs before it became a national crisis. They've been around my entire life," he said. Vance stated the opioid crisis is a big deal not just for employers but for people in general — but it is an issue employers must address.

"Why does this topic matter? Because 50,000 Americans die from opioid overdose each year. It is the leading cause of death of Americans under 50. Right now there are about 100 deaths a day, and the biggest issues stretch from New England to Appalachia," Vance explained.

Employers play an important role in this crisis. Employees may be prescribed opioids after a workplace injury — and the pleasurable sensation some receive from abusing the drugs may lead to dependency. That dependency leads to drowsiness, shifting moods, anxiety and depression, which in turn may cause an employee to start embezzling money to pay for their habit and the employee missing work — "lots of issues," Vance said. "Employers often interact with employees every day, often more than a person's family, so they are more likely to see the signs of abuse first."

The other drug, marijuana, is a but muddier of an issue because of various state allowances. Some states still consider marijuana 100 percent illegal; some have allowed for medicinal usage; and more and more are legalizing recreational use. "A lot of states now allow marijuana use, but how do you address that at work?" Vance asked. "Each state law varies regarding employer obligations and worker rights. It's becoming tougher and tougher to deal with what employees are ingesting during their time off."

What is clear is that employers do not need to allow use or possession of marijuana at work, and employers do not have to accommodate medical marijuana use — but they can't discriminate if employees have a prescription when hiring, at least in Massachusetts (as was shown in the *Barbuto vs. Advantage Sales & Marketing* case).

Zero-tolerance policies and practices may still be permitted by employers once a worker is brought on board, but pre-hire testing can be an issue because some tests look only for marijuana use and do not differentiate between those who use CBD (cannabidiol, which does not cause a high) and those who partake of THC (tetrahydrocannabinol, which does cause a high). Vance pointed out that it is still a federal law that marijuana use and possession is illegal, even though specific states allow it. Some states have very specific employment rules and laws regarding marijuana, which is something to keep in mind if employees have to work across state lines.

The OSHA drug testing rule enacted Dec. 1, 2016 stated that post-accident drug testing is necessary if the employer has a reasonable basis for concluding that drug or alcohol use could have contributed to the injury or illness; if a test will determine if the impairment existed at the time of accident/injury; or state law allows such testing. Vance said that before testing, employers should also consider whether they have a reasonable basis for concluding drug use could have contributed to injury — "driving a forklift off a dock is not compatible with sober operation," Vance said as an example.

## What employers need to know about opioid and marijuana testing

by Courtney Llewellyn

However, in October 2018 OSHA issued guidance that appeared to roll back the December 2016 testing rule, which allows random drug testing, testing unrelated to the reporting of a work-related injury/illness, testing under a state workers' comp law, testing under other federal law and testing to evaluate the root cause of a workplace incident that harmed/could have harmed employees.

"Reasonable suspicion language can be compliant with the new rule" as a reason for testing, Vance said. For example, an employee acting erratically is a better reason to test than an accident occurring. The tell-tale odor of marijuana can be a reasonable suspicion — "but make sure you have a witness who can confirm it," Vance advised.

Vance noted you can often sense marijuana or alcohol use, but opioids are a little more discreet. "You need to create an environment where employees are more likely to disclose opioid-related issues. This is an evolving area of human resources and business management; you must balance the concern of being viewed as an employer who attempts to invade employees' private home life versus later dealing with an employee who quits, overdoses or creates a safety concern due to an addiction you may have ignored," he said. "Education is huge, especially if an injury leads to opioid addiction."

Ultimately, it is up to each employer what they wish to allow. Vance said at a minimum, a good drug and alcohol policy should contain the following provisions: the policy should inform employees about why and when testing may occur and what may happen if the test is failed; the policy should clearly define what substances are prohibited (illegal drugs and legal drugs that are abused or used without a prescription); and working while under the influence of drugs or alcohol should be prohibited.

The policy should prohibit the possession, distribution, dispensation, transfer and sale of prohibited substances on company premises, on company time or while in company vehicles. It should also advise employees that the employer reserves the right to search all company property and any personal property or personal vehicles on company premises.

"It's your business, but reconsider zero-tolerance drug testing failure policies," Vance concluded. "The consequences could be dire if someone who is addicted suddenly loses their job. Give them a second chance, help them with employee assistance program, do more testing. It could mean [you] not just save an employee's job but an employee's life." ■

Image courtesy of DISA Global Solutions

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# Advancing automation: Workers worry more about site safety than losing their jobs

Almost half of all construction workers fear safety could be put at risk on job sites when artificial intelligence (AI) and automa-

tion becomes the norm – a higher number than those worried about losing their jobs to robots, a new survey reveals.

Safety tops job security as the number one concern in a recent poll of construction workers carried out on behalf of Volvo Construction Equipment (Volvo CE) – with 46 percent highlighting the increased risk to site safety compared to the 31 percent anxious for their jobs. Meanwhile, loss of sociability (26 percent) and not knowing who is to blame if something goes wrong (17 percent) follows in their list of worries. But experts say automation is an opportunity, not a threat, with the potential to actually reduce the dangers on site.

Smarter machines can also be cause for optimism. Over half of respondents (54 percent) think autonomous



Safety tops job security as the number one concern in a recent poll of construction workers.

Photo by Chandler Denise

ADVANCING 15

# Hitachi wheel loaders appoints Quinn as managing director

NEWNAN, GA – Masaaki Hirose, president of Hitachi Construction Machinery Loaders America Inc. (HCMA), has announced his retirement from his current position, appointing Vice President of Operations Al Quinn to succeed him in day-to-day management of the company.

Hirose has accepted a new position with Hitachi, now serving as chairman and director of HCMA, and vice president of the Hitachi Americas Operations Group. Quinn becomes managing director, reporting to Hirose.

Thanking HCMA employees for their support during his tenure, Hirose noted his close collaboration with Quinn in establishing HCMA as a new top-tier player in the wheel loader industry. “Al joined us in 2017 and took the lead in several of our key customer-facing roles. His profound expertise and experience in our industry have been crucial to our success in sales, marketing, parts and service and purchasing. Now, as managing director, he will continue to provide leadership in those areas, with additional responsibilities for corporate and production operations.”

### On track for growth

As Quinn accepted his appointment, he recognized key milestones that HCMA has achieved since it began operations. “We

have certainly gone through tremendous change in the past two years, but I want to say thank you to Masaaki for his dedication and commitments to improving our company. It is very rewarding to see the improvements that we are making in market share, profitability and in better serving our customers.”

Under Hirose’s leadership, HCMA has seen 175% growth in revenue and has nearly doubled its market share. Last June, the company celebrated the grand opening of its new U.S. corporate headquarters and training facility, representing a \$4 million investment in support for customers and dealers in the Americas. Speaking to more than 30 Hitachi wheel loader dealers HCMA’s first national conference, Quinn said, “It’s great for all wheel loader customers to have access to an alternative global brand. We expect to exceed customer expectations.

“Expectations are high, and that also drives change. While we have accomplished much, we still have much more to do,” Quinn continued. “We will stay on course to implement the strategies and plans that have been working for us through the past two years. No radical new plans are expected. I am very optimistic that we are creating a very bright future for HCMA.” ■

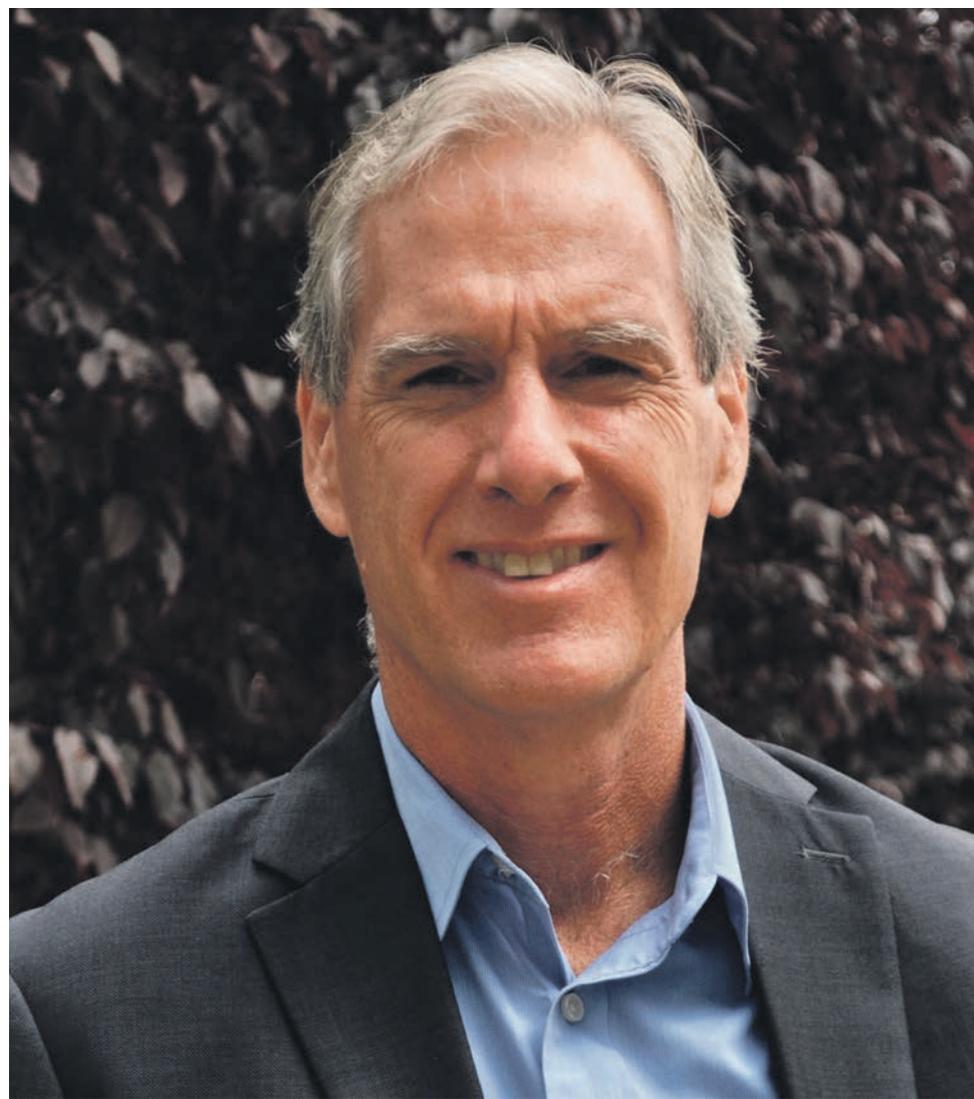
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Vice President of Operations Al Quinn becomes managing director, reporting to Masaaki Hirose.

Photo courtesy of HCMA

machines and AI will be a boost to productivity, while 48 percent believe advanced technology like this will increase the speed of everyday construction tasks. Interestingly, a small number of those surveyed are divided on the topic of safety, with three in 10 workers confident that automation could actually make construction safer.

The younger you are, the more benefits you're likely to see in autonomous technology. Respondents aged between 25 and 44 are more likely to think autonomous machin-

ery could be a benefit in areas such as productivity, speed, safety, quality and fuel efficiency compared to those aged 44 and over.

When it comes to job fears, it is the machine operator that is perceived to be most at risk, according to almost half of respondents (48 percent). And those working in this job role agree, with three in five machine operators believing their job could become completely redundant following the rise in computer technology. Engineers are considered

the second job role most at risk (21 percent), followed by bricklayers (17 percent) and construction managers (16 percent). Only one in five construction workers believe no jobs will be affected at all.

From those who responded as part of the wider survey across all industries, some 55 percent agree that they would rather lose their job to a human than a machine.

ADVANCING 16

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# Terex® Minerals Processing Systems launch the SI Simplicity screen

Terex Minerals Processing Systems (MPS) has launched a new series of Simplicity standard incline (SI) screens designed for heavy duty, medium and fine screening applications and come with many features which make the screens more versatile and highly reliable in the market.

“The SI screens are intelligently engineered to provide maximum value and long life. The screens are versatile, reliable and have features designed for easy maintenance, such as large spacing between

decks, which also allow for quick media changes,” said Edwin Sauser, Terex MPS product manager.

The SI screens are built with a robust drive mechanism and oversized bearings to handle large tonnages and a wide variety of applications. Utilized as wet or dry screens, these units have adjustable stroke and speed combinations to fit a variety of applications and are available in two or three deck configurations. They are fitted with woven wire media but can be converted into modular

media with polyurethane, rubber media or steel plate without any cutting or welding.

The SI screens also have the option of operating with grease or oil lubrication, with an Auto-Lubrication system available with grease lubrication. Side plates are made of hot rolled semi-killed/killed steel and the decks along with reinforcement plates are Huck bolted to the side plates. The robust tubular deck frames are made of hollow sections and fabricated structures.

Feed tray and discharge lips are provided

with abrasion resistant liners. The screen box is made of weld-free construction to reduce stress concentration. The screen mechanism consists of steel eccentric shaft mounted in vibration screen duty self-aligning spherical roller bearings, designed for longer bearing life. The stroke can be adjusted as per requirements by changing the counterweights mounted on the flywheels.

The screens can be converted into a rinsing screen by adding the rinsing kit at site. Optionally, the screens are also available with dust encapsulation arrangement. ■



The SI screens are built with a robust drive mechanism and oversized bearings to handle large tonnages and a wide variety of applications.

Photo courtesy of Terex MPS



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### ADVANCING from 15

AI could even impact workers' career choices with nearly three-quarters of U.S. respondents (72 percent) agreeing in some capacity that they would consider choosing a job that will not be affected by autonomous machinery or AI, compared to over two in five UK respondents (45 percent).

But just how much of an impact will automation have on construction jobs? With the majority of construction workers confident that AI would not do a better job than them (58 percent), can these technologies ever live up to tried and tested manpower?

Volvo CE believes nurturing innovation is the key to surviving – and thriving – in the coming age of automation. Volvo Group Automation Specialist Christian Grante highlighted Volvo CE's Triple Zero vision of zero emissions, zero accidents and zero unplanned stops as the key to maximizing the potential for automation. He said, “We believe our focus on technologies such as automation is exactly what allows us to make the construction industry safer. Our research into this area has shown that autonomous systems really can improve safety and productivity for our customers. And with more machines working in collaboration with humans, rather than being controlled by them, this will only increase further.”

Source: [Volvo CE](#)

- The survey was carried out by Volvo Construction Equipment in conjunction with Censuswide in early 2019.
- 2,219 members of the public across the USA and UK took part in the survey, of which 205 were construction workers. ■

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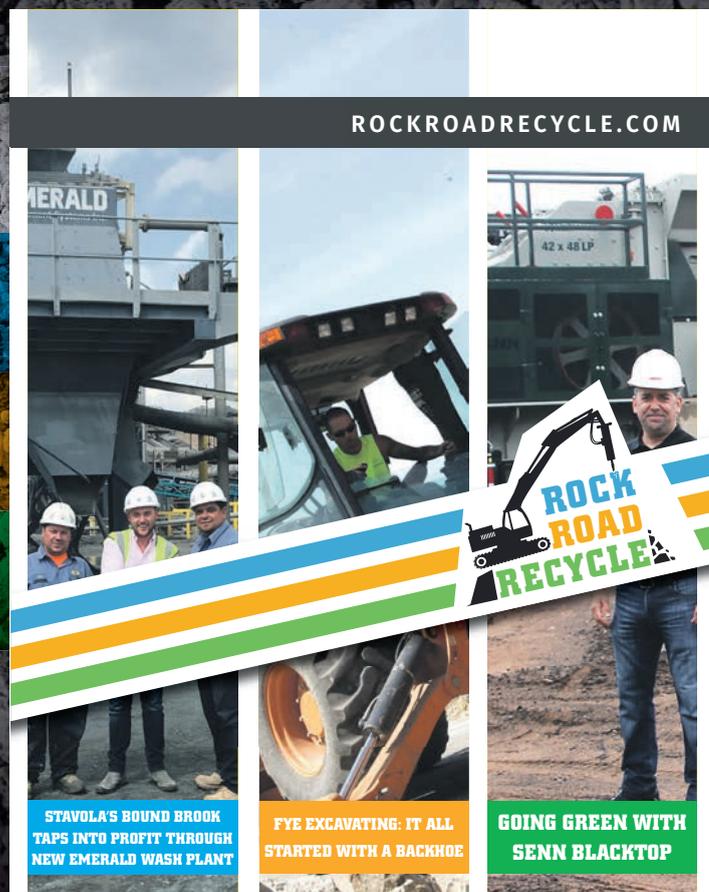
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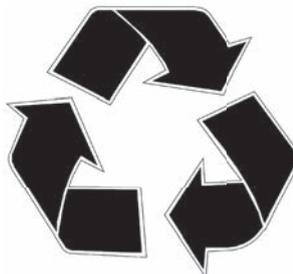
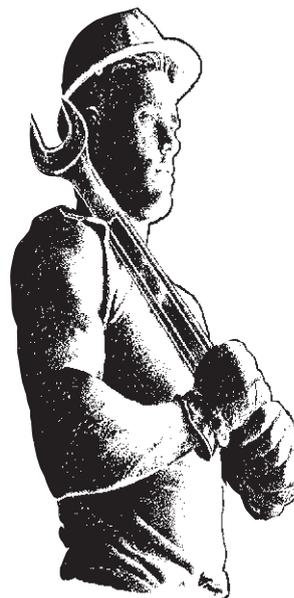
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