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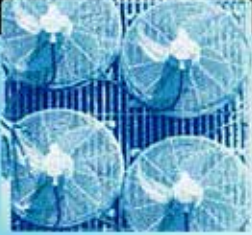
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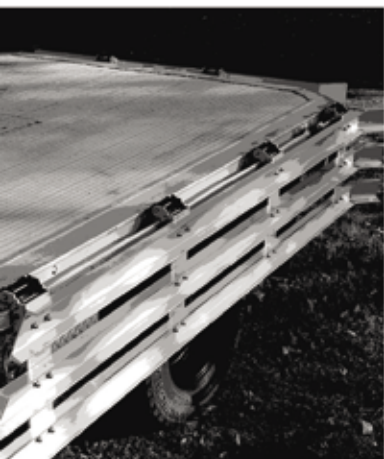


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*— Mathew Hughes, Uncle Shuck's Corn Maze
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Introducing a new chapter in stake-post evolution, rights-holder HingePost has made a dramatic break with traditional designs. The main focus of this newly patented device for flatbeds is its automated locking mechanism and its speed of operation in folding downward 180°. Even its ease of installation and removal from flatbed pockets is notable.

Necessity: the Mother of Invention

HingePost is based in Dahlonega, Georgia and established in early 2023 by Bobby Anderson. The concept was motivated by the desire to accelerate loading times and, also, to contain the payload safely. HingePost uses aluminum, mild steel, and high carbon steel—all 3/16in thick. **The first of its kind**, this new stake post defines a new direction in combining side gates with flatbed platforms.



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The Dollars and Sense Behind Fast Concrete Washouts

More efficient washout management can save concrete producers hundreds of thousands of dollars each year in driver and truck time, in addition to savings from reclaimed material, and offer opportunities for increased revenue from additional deliveries.

For ready-mixed concrete plant executives, traditional methods of washing out concrete trucks can seriously compromise efficiency and profitability, wasting a significant amount of time on every washout. Fortunately, new high speed washout systems can now complete the task in just minutes, significantly streamlining operations and boosting profitability.

When examining the benefits of better washout management, producers will likely find significant savings can be achieved by changing their current washout process to a faster, more efficient method. Plant operators need to consider the cost savings available from shorter washout times, as well as additional profits that can be generated from greater driver availability, and even the potential for additional work.

For many concrete plants, the financial benefits of faster washouts can be surprisingly substantial. Some calculation tools indicate that total savings and increased revenue from faster washouts can approach \$500,000 annually, or even into seven figures, depending on the size of the operation. Even small operators

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Washington, WI-based Jadair International, Inc., a manufacturer of concrete reclaiming and washout systems including the Redi-Claim and Redi-Wash Washout Systems.

He explains that these high-speed washout systems are designed to quickly washout trucks and reclaim the materials. Additionally, the Redi-Wash Washout System clarifies the washout internally, without the use of settling pits or presses. The water is then reused for future washouts. The used cement is discharged separately and can be handled easily by a loader as a dry, clay-like product, reducing mess and saving time.

To help concrete plant executives estimate the potential savings from using a more streamlined washout approach, Jadair offers a savings calculator that evaluates factors such as labor, truck costs, and materials. By inserting these values into the calculator, along with the plant operating hours, the calculator provides insight into the potential savings available from a high speed, automated, washout system when compared to their existing washout method.

With decades of concrete industry experience, Schmutzler offers some illustrative examples of the potential savings for concrete plant executives:

Truck And Driver Time, \$195,000 In Savings Annually
Using a high speed, automated, closed-loop concrete reclamation and water handling unit like Jadair's Redi-Wash Washout System, plants can save as much as \$195,000 a year, or more, in mixer truck and driver-related costs.

This figure is derived from an example of a ready-mixed concrete plant with 20 mixer trucks, each washing out twice a day. That equals 40 washouts total per day at the plant. With the current washout process, it takes 20 minutes for each driver to washout, including travel to and from the washout pit. Using these figures, the total time taken each day for washouts at this plant is 800 minutes.

In contrast, a high speed concrete reclamation system can reduce that time significantly. If, with such a system, drivers can now washout in 5 minutes instead of 20, then washouts at the plant will only require a total of 200 minutes per day. This puts the total amount of time saved at the plant at 600 minutes per day. A significant number.

If the cost to run a mixer truck is \$76/hour, or \$1.25/minute, including the driver's wage, fuel, insurance,

can achieve savings in the hundreds of thousands of dollars each year.

High Speed Washout Equipment Reclaims Time, Money, And Materials

After each delivery, washing out trucks and equipment is essential to meet mix specifications, reclaim unused materials, and keep equipment clean. Ideally, washouts should be fast and efficient, and reclaim all reusable materials.

The traditional washout process typically requires drivers to travel to designated washout ponds or pits, sometimes long distances from the plant, to perform washouts. Drivers then manually clean and rinse the truck and discharge the water and concrete into the pit. They then drive back to the plant for the next load. This process can be time consuming and costly.

At some plants, specialized washout equipment is used but the process is often still slow due to the fact that the equipment being used requires concrete to be fed in at a slow rate, again, wasting time.

Today, a much faster, more efficient washout approach is now being utilized. A high speed, self-contained, closed-loop, concrete reclamation and water handling system that can be conveniently located at the plant.

"To perform a washout, the driver backs up to the machine, adds recycled water to the drum, and after mixing, empties the water and concrete into the machine. The system can take eight cubic yards in four minutes, saving producers a significant amount of time." says Shane Schmutzler, President of Port

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etc., this time savings translates into \$750/day (\$1.25/minute x 600 minutes), for a total of \$195,000 per year (260 workdays/year).

This savings is realized by being able to deliver the same amount of concrete each day, with fewer mixer trucks and drivers. The savings calculator available from Jadair details these savings in terms of dollars, as well as in terms of how many fewer trucks can be used at the plant to deliver concrete.

Additional Deliveries With Saved Time- \$811,200 In Annual Revenue

With high speed washout equipment, the plant can deliver the same amount of concrete it currently does while using fewer trucks, thereby saving money. Or, if market conditions permit, plant operators may choose to keep the same number of trucks they currently have, and use the saved time to make extra deliveries, thereby increasing plant revenue. This can be an attractive option.

As an illustration, if the above plant runs 10 hours per day, the 600 minutes saved in the previous example is the equivalent of one full workday for one truck and driver. If the plant utilizes this saved time to make extra deliveries, the daily revenue increase could be \$3,120.00/day. This is calculated based on the truck delivering an average of four loads/day with an average load size of 6 cubic yards and an average concrete sales price of \$130.00/yard. This translates into \$811,200/year of additional revenue. Again, a significant number.

"Many ready-mix plants find they can significantly improve operations by using a more efficient concrete washout method. The boost to the bottom line can be even greater if plants make additional deliveries with the extra time freed up from shorter washouts," says Schmutzler.

Reclaimed Materials, \$130,000 In Annual Savings

Today, the most advanced high speed washout systems can recover sand and stone for re-sale or re-use, using recycled water in a closed-loop process. This is more environmentally friendly and offers concrete executives the option to sell materials they may have previously paid to haul away.

While reclaimed material is not always suitable for high-spec concrete jobs, it can typically be used in lower-spec mixes such as foundations or used as base material.

"The [concrete reclamation] system separates the clays and cements from the sand and gravel. We could have screened out the three-quarter, three-eighths inch stone from the sand and reintroduced it into our mixes, but choose to sell the material," says Frank Gelewski, Director of Operations at Fair Lawn, NJ based Tanis Concrete, Inc., which services major highways, airports, and other state and municipal work throughout Northern New Jersey with three state-of-the-art concrete plants.

Today, these closed-loop, concrete reclamation and water handling units can reclaim virtually all the sand and aggregate from returned loads, generating an additional \$25 of savings per cubic yard of processed concrete. The ready-mixed concrete plant in the example might average 20 cubic yards of returned concrete daily for a total savings of \$2,500 per week, or \$130,000 per year in reclaimed materials.

Additional Savings in Washout Pond/Pit Water & Maintenance

In washout ponds and pits, the cost to replace make-up water, which is often purchased from a local utility or pumped from wells, can add up quickly.

"We were using metered city water and had to pay for any wasted water," says Gelewski.

Pond maintenance can also be an issue. Ponds and pits require continual maintenance to remain functional. Ponds need perpetual sludge cleanup and torn pond liners need to be repaired or replaced. Pits fill up with washout material, which must then be excavated and hauled away at additional cost.

"About every three months we had to excavate the pit [of washout material], put it in a stockpile, and let it dry out. The material was mixed with clays, fines, stone, and hydrated cement. It was basically a useless product, so we had to pay to have it hauled away to a concrete recycling facility about 12 miles away. At the time, it cost about \$200 a load to dump

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the material, not counting the truck rental; today, it would cost about \$500 a load," says Gelewski.

Tanis Concrete saved substantially in time, water, and maintenance after installing a three-station, Jadair Redi-Wash Washout System, in their onsite truck garage.

"The water is right there at the washout system. There is no running back and forth from one site to another, so we are saving a significant amount of time compared to the previous washout pit," says Gelewski.

Since the self-contained, closed-loop, concrete reclamation and water handling system reuses the water, this reduces the need for make-up water typically lost in ponds or pits.

"Our water usage is way down because we are reusing it. We are not wasting water to wash out the trucks only to have it evaporate or hydrate into the ground," says Gelewski,

Additional savings accrue from eliminating any haul away and disposal fees for unusable materials, which must be excavated and removed from wash-out pits as part of routine maintenance.

"Now, we no longer need to have a washout pit or a pile of excess material on the side that we have to pay to truck out," says Gelewski.

Six or Seven-Figure High Speed Washout Savings
When concrete plant executives add up the potential annual savings in truck and driver-related expenses, washout pit maintenance costs, reclaimed material, and the opportunity for increased revenue from extra deliveries, the boost to the bottom line by switching to high speed, automated washout equipment can often total six or even seven figures.

"Altogether we are saving hundreds of thousands of dollars a year in driver's time, truck time, and trucking material using a modern washout system," says Gelewski.

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Scanning for Rebar in Concrete When It's "Everywhere"



Advanced handheld metal scanning tools from Zircon detect rebar and other metal deep within concrete to increase worker safety and reduce costs on replacement bits and blades

Concrete is used virtually everywhere in residential, commercial, and industrial construction. Rebar reinforcement is used to add structural integrity to concrete to keep it from breaking due to fluctuations in tension, compression, temperature, earthquakes, and other stresses.

After a concrete structure has been built, it may be necessary to drill or saw into it to incorporate changes. The trouble is that some applications require a significant amount of rebar, which can be set in grid patterns, rows, columns, or even randomly. This creates a situation where it seems impossible to find an appropriate location to drill or cut without hitting metal. Guessing may result in unnecessary holes, equipment damage, and even safety concerns.

To mitigate these risks, construction workers require trustworthy metal scanning tools.

The Risks of Drilling into Rebar

A construction site is not a place to take safety risks, but safety is what you risk when you indiscriminately cut or drill into a maze of rebar. When blades or bits hit metal, they can shatter into flying fragments or grab and bind in the material, causing kickback that can result in severe hand and wrist injuries, if not worse. Worker injuries of this nature can

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lead to project delays and costly worker's comp claims.

Damaged concrete, drill bits, or saw blades additionally lead to downtime and unnecessary replacement costs.

It is crucial to identify where rebar is located before drilling or cutting into a concrete structure. One technique is ground penetrating radar (GPR), which can locate metallic and non-metallic objects by sending a small electromagnetic pulse into the concrete and analyzing the echoes that result from subsurface objects.

Although GPR is quite effective at locating rebar deep within a concrete structure, the equipment requires extensive training and can be very expensive.

Fortunately, handheld metal detectors have been around for decades and are very easy to use at a lower cost and with fewer headaches than GPR. Zircon, a leading manufacturer of sensor technologies, offers several models that can detect rebar in concrete at different depths, so the end user can select the best device to fit their needs.

In 1980, Zircon introduced the StudSensor™ stud finder and has continued to innovate in the category for more than 40 years. The Silicon Valley-based, wholly owned subsidiary of ZRCN Inc. produces more than just stud finders. They design and manufacture an extended range of sensor technologies in electronic hand tools including wall scanners, metal detectors, circuit breaker finders, drill guides, water detectors, and leveling tools.

Zircon addresses the issues of locating rebar in concrete through innovative handheld scanning devices such as the MetalliScanner® MT 7 and the MetalliScanner® MT X metal locators.

The MetalliScanner MT 7 metal detector can be used to locate rebar, pipes, and other metal before sawing or drilling. The scanner can locate metal, including half-inch rebar, up to six inches deep. It offers users two scanning modes – Standard and Deep-Scan® modes – with position accuracy to within ± half-inch for #4 rebar, which is often used as a strengthening material in slabs, piers, columns, and walls.

The MetalliScanner MT X metal detector is designed to address the difficult task of locating the spaces between rebar in tight grid patterns. In DeepScan mode, the MT X can locate rebar or metal pipes up to four inches deep.

Put to the Test in the Devil's Slide Tunnel Project

A Zircon metal scanner was put to the test during the construction of



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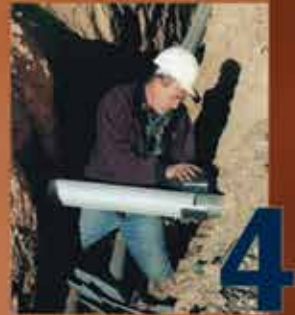
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northbound and southbound tunnels for a project along California's highly trafficked Highway 1, which runs along the cliffs on the Pacific Coast. The area is known as Devil's Slide, due to mudslides from the steep terrain above the highway that often close sections of the road for months at a time. The two tunnels are each approximately 4,200 feet long and are connected by ten mechanical rooms.

In one of the first phases of the project, the construction crew was tasked with installing a ventilation system in one of the mechanical rooms. However, due to the extensive amount of rebar, the company's MetalliScanner® MT 6

metal detector, the precursor to its new MT 7, was indicating metal "everywhere." The reason there was so much more rebar was its location in earthquake country. One observer described the Devil's Slide Tunnel as, "less like concrete with steel reinforcement and more like a steel wall with concrete filler."

Given the challenge, the crew contacted a Zircon representative, who physically visited the jobsite to help troubleshoot the problem. He suggested that instead of focusing the MT 6 on finding metal, the crew should instead focus on the weakest signals to find the gaps in the rebar.

The team proceeded to use the Zircon MT 6 to scan in this manner in the remaining nine mechanical rooms and were successful in drilling to install the ventilation without hitting rebar 99% of the time - a vast improvement.

The next phase of the project involved installing Jet Fans, which required the crew to drill into concrete while suspended high in a bucket. The MT 6 allowed for quick scans to determine the ideal locations for the 4 ½ in. concrete fasteners.

Because the scanner is lightweight, the crew was able to perform multiple overhead scans quickly. At the project's completion, the crew advised Zircon that it would be beneficial to add a wrist strap to future metallic scanners to facilitate overhead scanning. This feature has been incorporated in the company's current model, the MT 7, along with a pivot handle attachment and optional extension pole.

It is crucial to understand where rebar is located before attempting to cut or drill. Handheld rebar detection tools are the easiest and most cost-effective way to avoid the maze of rebar in an existing structure before a drill or saw ever touches the concrete.

For more information about Zircon and its wide range of products, call them at (408) 963-4550, e-mail: info@zircon.com, or visit the company's website at www.zircon.com

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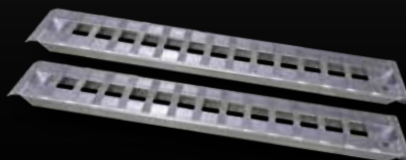


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