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ONE THE COVER: A NIGHT POUR FOR MIAMI'S UNA RESIDENCES' PARKING GARAGE

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PRESIDENT'S MESSAGE



By Wayne Bylsma

I like to collect quotes. I have found the thoughts from other people to be educational, amusing and enlightening. As Mary Boone Pettibone reflected, "The next best thing to being clever is being able to quote someone who is." And I took Winston Churchill's advice when he stated, "It is a good thing for an uneducated man to read books of quotations." Often, when I make comments to my wife, she finds it more interesting and plausible if I tell her someone else said it.

All that to say, one of my favorite quotes on safety came from Peter Kiewit, the founder of the Kiewit Corporation. He once commented, "The more we talk about safety, the less we talk about accidents." As an owner, we are environmental engineers — meaning we create cultures. We deem what is most important within our companies, and the safety of our people and co-workers is our greatest responsibility.

As you know, daily concrete pumping can subject you to many stressful situations, but if you and your people are trained and educated, you will be equipped to make the

right decisions. As George Allen once said, "Winning can be defined as the science of being totally prepared." There are no days off when it comes to the safety.

I just returned from attending our safety summit in Denver. It was very successful and we had a good turnout. Although there were many companies attending that compete with one another, the safety of our industry is a matter that we all benefit from. There were many good ideas shared and vetted out. I think everyone in attendance gained something from it. This September we are having an OSM (operation safety maintenance) conference, and I hope many of you plan on attending. It's a great place to make connections and attend seminars that will hopefully improve your businesses. You can never go wrong investing in yourself.

Lastly, be diligent with your people in regard to their safety and well-being. Never compromise safety; you can never be wrong doing the right thing. As I like to tell my people, "Many of you were an accident coming into this world. Let's be sure another one doesn't take you out." **CP**

A M E R I C A N C O N C R E T E P U M P I N G A S S O C I A T I O N



OSM PUMP RODEO



Who will be crowned the next ACPA Rodeo Champion?

This event is open to ACPA certified operators who would like to participate in a timed, skills competition where they are evaluated on their proficiency in maneuvering the boom through a series of challenges. The operator who completes the course with the least penalty points and in the least amount of time, will determine the winner.

The winner will receive a cash prize of \$500 along with a trophy and bragging rights at the OSM dinner event on Saturday evening.

Location: The Westin | Westminster, CO

Date/Time: September 17 | Time TBA

Application Fee: \$100

Guest Fee (12 yrs +): \$50

Guest Fee (5-11 yrs): \$30

Guest Fee (Under 5 yrs): Free

Fees includes lunch & awards dinner



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DIRECTOR'S MESSAGE



By Christi Collins

Besides the ACPA's certification program, there are now two additional programs for concrete pump operators. The first one, the Concrete Pump Operator Certification (CCPO) program, is based out of British Columbia (B.C.), Canada and has been an ongoing project for the British Columbia Safety Alliance for many years. Certification is mandatory for concrete pump operators in B.C., but is voluntary for the rest of the Canadian provinces. The second program was developed by the same organization that certifies crane operators, the National Commission for the Certification of Crane Operators (NCCCO). Development of the NCCCO program began just a few years ago and was built with the input of many of our ACPA safety experts.

For now, only the CCPO program contains a practical assessment of an operator's competency, but just recently the NCCCO announced it is in the beginning stages of adding a practical assessment element to their program, too. One thing both programs will have in common is that they will eventually obtain ANSI and/or ISO accreditation.

Many questions may come to mind. How do these programs differ from ACPA's? What's the significance of

accreditation? And which program, or even a combination of programs, may be right for you? At our upcoming OSM conference, we'll have a representative from both CCPO and NCCCO talk in more detail about their respective programs regarding eligibility, requirements, training and cost. We'll also talk about the future of ACPA safety training and certification, and what changes are coming for 2023.

I know some of you are frustrated with trying to comply with the new program mandates. Some have said you don't like the length of time and cost associated with ClickSafety and some are having challenges with online proctoring and fulfilling the training requirement. Change doesn't come easy, and I know there are a few wrinkles in the safety training and testing process that need smoothing out, but I can assure you we are working on solutions that will be implemented soon. In the meantime, we're here to help you work through the process and will do our best to ensure every one of your operators has access to ACPA safety training and can obtain their certifications. Hope to see you at OSM!

Safe Pumping! **CP**



YOUR INSURANCE & RISK MANAGEMENT EXPERT

Kyle Rask

Concrete Pumping - Program Manager

Kyle joins the NBIS team as Program Manager for Concrete Pumping at NBIS and will add another perspective to the NBIS team of Experts with over 13 years of experience in Concrete Pumping operations, safety & regulatory management, leadership and product development.

Kyle is an active member of the American Concrete Pumping Association (ACPA), and serves on several committees and is also a current ASME B30.27 Subcommittee member

Do You Know Your Responsibilities on the Job?

While previous editions of ASME B30.27 only affected pumpers and pump manufacturers, the NEW edition impacts every worker on a concrete pour. Kyle is available to answer any question that you might have regarding the NEW B30.27 standards, which took effect in March, 2015.

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OPERATIONS
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This aggressive one+ day event is filled with educational sessions focused on the OPERATIONS, SAFETY, and MAINTENANCE of a successful concrete pumping business. In these tailored sessions you will learn about industry-leading technology, innovations in equipment and products, and discover new concepts that will change the trajectory of your business.

Concrete pumps and related equipment from some of the industry's leading manufacturers will be on display, along with many of the products essential to your operations. Best of all, attendees will be afforded the opportunity to interact one-on-one with their peers and suppliers.

OSM is THE FORUM where the industry connects to discover solutions!

EVENT BREAKDOWN

Pump Parade

Friday, September 16th - 5:00 PM

Enjoy a beverage and hear about the special features of each manufacturer's equipment as they enter the exhibitor lot. You won't want to miss this fun and exciting kick-off event to OSM!

Education Agenda

Saturday, September 17th - Sunday, September 18th

Learn from the industry's leading manufacturers and distributors on topics specific to the interests of concrete pumpers such as maintenance, utilization, problem solving and more! You'll also have an opportunity to learn more about operator training and certification options, improving your safety culture and risk management. Saturday sessions begin at 7:30 AM until 5:00 PM and resume Sunday from 8:00 AM until 9:00 AM. View sessions and descriptions on pages 42-45.

Pump Rodeo

Saturday, September 17th

Who will be crowned the next ACPA Rodeo Champion? This event is open to ACPA certified operators who would like to participate in a timed, skills competition where they are evaluated on their proficiency in maneuvering the boom through a series of challenges. Along with the Rodeo Champion Trophy, the operator earning the highest score will win \$500 - and bragging rights of course!

Train the Trainer Workshop

Sunday, September 18th - 8:00 AM - 3:00 PM

The workshop will allow participants the opportunity to become designated ACPA Authorized Training Administrators (ATAs). Qualified individuals will learn how to deliver the ACPA Operator Safety Training Program and how to properly administer the ACPA Operator Certification Test.

PUMPER ATTENDEE COST

\$345

Includes conference registration and materials for educational sessions (**excludes Train the Trainer Workshop**), admission to the Equipment Display and Pump Rodeo as well as meals for Saturday's breakfast, lunch and dinner and Sunday's breakfast.

\$690 NON-MEMBER RATE

\$495

Includes conference registration and materials for educational sessions, Train the Trainer Workshop, admission to the Equipment Display and Pump Rodeo as well as meals for Saturday's breakfast, lunch and dinner and Sunday's breakfast and lunch.

\$850 NON-MEMBER RATE

\$100

Application fee for Pump Rodeo participants only. Includes Saturday's lunch & dinner. To apply, please visit our event page at concretepumpers.com

GUEST RATES AVAILABLE



BAYSIDE BEAUTY

MIAMI'S LATEST LUXURY CONDOMINIUM TOWER GETS AN UNDERWATER GARAGE



SPECS

Architect: AS+GG Architects — Chicago, Illinois

Developer: OKO Group — Miami, Florida / Cain International, London, U.K.

General Contractor: Civic Construction Co., Inc. — Miami, Florida

Concrete Contractor: The Moore Group — New York City, New York

Concrete Pumping Company: Florida Concrete Unlimited — Miami, Florida

Concrete Supplier: CEMEX USA — Houston, Texas

Equipment: Two Alliance JXLRZ 50-5.16 50-meter boom pumps and one JXRZ 65-5.18 65-meter boom pump.

Florida Concrete Unlimited is no stranger to challenging projects. Over its 48-year history, the Miami-based, family-owned concrete contractor has performed a broad spectrum of work, ranging from fast-food chain stores to four-million-square-foot structures and everything in between. So winning the bid for a 47-story high rise luxury condominium was hardly a departure from the norm. However, the fact that the work called for pouring a mat slab and three-level parking garage more than 40 feet deep directly alongside Biscayne Bay certainly got their attention. But working inside a slurry wall, reinforced “bathtub” and relying upon a pair of 50-meter and a 65-meter Alliance truck-mounted pumps, Florida Concrete Unlimited (FCU) did what it’s done best for nearly a half-century — making a challenge look easy.

THE BRICKELL ATTRACTION

Located just south of Miami, the Brickell neighborhood is, in many regards, the epicenter of South Florida life. Home to the region’s financial centers, it is walking distance to downtown proper and hosts many of the area’s finest restaurants and clubs. It is also the site of one of the city’s biggest real estate booms, each week seeming to herald plans for the newest, most impressive high rise condo, mixed use structure or commercial property. With that as background, one could assume the announcement of a new luxury condominium structure would barely register on the interest meter. But Una Residences, the project on which FCU is currently working, is not just another condo, a fact that becomes evident at the first glance of its innovative design.

“Even by Miami standards, the look of Una Residences is impressive,” said Jason Goff, son of company founder Jim Goff and FCU’s president. “The developers describe it as a yacht-inspired design and it really capitalizes on its location: directly adjacent to Biscayne Bay with amazing views of Miami Beach and Key Biscayne. To maximize that open waterfront concept, it was decided that the usual multi-level, above-ground resident parking would instead be replaced by three levels of below-grade parking — roughly 100,000 square feet of space to hold 236 vehicles.”

While that decision checked all the boxes for “wow factor,” it did present

Despite Miami’s often oppressive afternoon heat and humidity, careful planning and logistical help allowed FCU to still do half the pours for the structure’s lower levels during daylight hours.



A panoramic view of the Una Residences job site offers a look at both the site's tight access and the shoring superstructure erected to ensure stability of the "bathtub" during the pour.

some real construction challenges, not the least of which was keeping Biscayne Bay ... at bay. To address that issue, The Keller Group, foundation specialists who also drilled the structure's 100-plus piles, were called upon. Their solution — using slurry wall technology to create a 246-foot long by 143-foot wide by 40-foot deep waterproof "bathtub" with 30-inch thick walls — allowed for mass excavation, installation of a sitewide shoring system and subsequent pouring of the structure's impressive foundation slab.

STEPPING UP THE BAR

With the site prepped and impervious to encroachment from the bay, workers began laying the rebar mat that would reinforce the 10-foot thick concrete foundation slab that was ready to be poured. According to Lou Valeiras, regional operations manager for the project's concrete contractor, The Moore Group, the rebar used in that slab represented some of the heartiest ever used in south Florida.

"Because of the design of the structure and the massive loads the slab would be withstanding, there was almost 4.5 million pounds of steel in that slab," he said. "That included more than 1,100 tons of 100-grade #14 bar and 700 tons of 100-grade #20 bar which, to my knowledge, has not been used down here before. The rebar mat was completed with 25

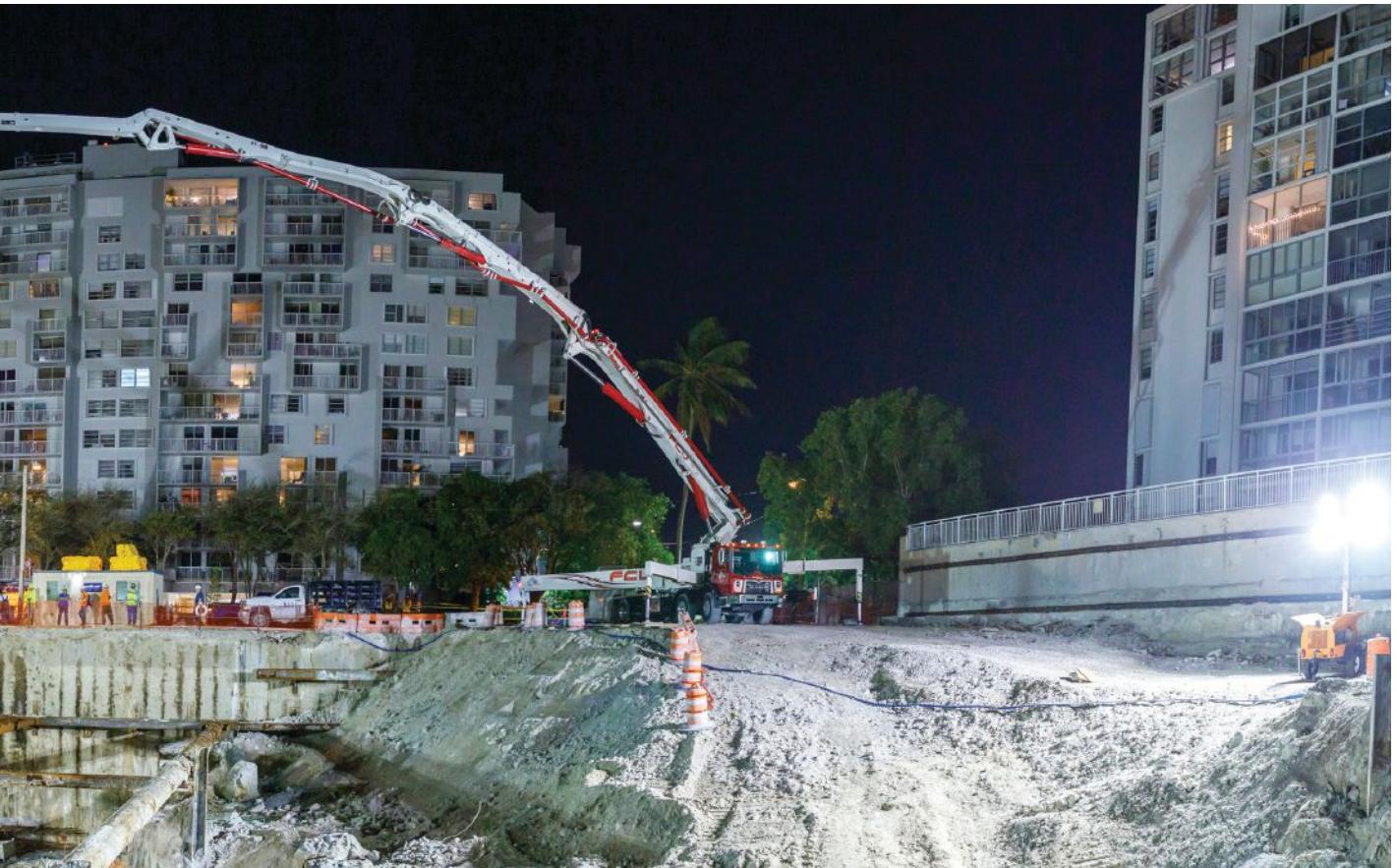
tons of standees and 400 tons of shear links."

At one point, design specs called for a full range of bar sizes including #11, #12, #14, #18, #20, even #24 bar. However, both Paul Bartolomeo and Juan Torres, Moore Group superintendents, said that to streamline the operation — without jeopardizing performance — it was decided to go with all larger rebar sizes. "The process was simplified to allow for added consistency — and more consistency always reduces the risk for error and the need for re-doing," said Bartolomeo.

TRAFFIC JAMMIN'

With the rebar mat in place, the pumper was ready for the 4,200-yard foundation slab pour. According to Goff, the Una Residences location, while attractive for potential condo owners, was something of a logistical nightmare for the construction crews making it happen, particularly those with vehicles, as in this case.

"Una Residences is located at the head of what is essentially a cul de sac, which severely limited traffic headed into and out of the job site," he said. "The lack of available work area also meant we could only get a single ready mixed concrete truck at a time to one of the two 50-meter pumps — hardly an ideal situation when time is critical. Even in light of those constraints, however, we were still able to cycle right through



and get the pour done in 12 hours — testimony to the performance of that trio of pumps.”

For most of the slab pour, FCU had one 50-meter unit pumping from the west end of the structure, with its counterpart working alongside the 65-meter pump off the east end. With this setup, the three pumps were able to complete the entire slab without moving — again, a plus given the tight access. The 65-meter unit’s more than 195 feet of reach was particularly key in accessing pours for the elevator shaft and the structure’s north wall. CEMEX, the project’s ready mixed concrete supplier, dedicated 110 trucks to the large pour, assisted by more than 50 Miami police personnel controlling traffic to maintain the flow from midtown and downtown batch plants into and out of the site.

Because of the large area of the foundation slab, a different approach was taken at Una Residences than would be on smaller pours. Goff said that doing so definitely has its benefits.

“To minimize the risk of cold joints, we deviated from handling the entire pour in traditional one-foot lifts,” said Goff. “Instead, starting at the west end of the foundation and pouring in a south-to-north direction, we used the 65-meter pump to make an initial three-foot pour which, because of the 9.5” slump of the mix, has a natural tendency to slide down. Just to the east of that pump, each of the two 50-meter units

was doing the same. Once we completed a full south/north pass, we repeated the process. In this way, we were constantly getting fresh concrete on top of the previously poured material. The mix design was pretty high-performance at 8,600 psi, with a Penetron HRWR additive and a pea rock aggregate to accommodate the heavy congestion of rebar. Aggregate sizes for the remainder of the project will bump up to three-quarters of an inch. The pumps handled it all beautifully.”

MOVIN’ ON UP

The mat slab was followed by pours for a series of 15 to 20 garage deck columns that varied in size and configuration — everything from 36-inch diameter round structures to others that were 24 to 36 inches square, each representing a roughly one-and-a-half yard pour. Similarly, wall thicknesses varied, ranging from 14 to 24 inches, depending on location and function.

“The second and top level decks are 10 to 14 inches thick, conventional reinforced concrete slabs,” said Goff. “Following the pattern of the slab pour, the three pumps were able to access all areas of each deck without issue and without the need for any additional system or placing device. In fact, we are positioned to be able to use those units all the way up to the sixth floor of the main tower — including pours for



Upper left: FCU's president, Jason Goff, discusses progress of the pour with veteran pump operator, Mike Butler.
 Lower left: Overseeing the early stages of the foundation pour are (from left): James Powell, FCU vice president; Francey Olivia, safety; and Jennifer Lockhart, administrative operations manager.
 Upper right: "Behind the success of every small business there is a support system." Left to right: Emma Goff; Jake Goff; Jason Goff Jr.; Jason Goff Sr.; Mia Goff, Yvette Goff.
 Lower right: With the slurry wall as a backdrop, FCU's finishing crew works to keep ahead of the wet — but aggressive — mix in the 10-foot thick slab pour.

the 30- by 60-foot core — at which point we will switch to a separate placing boom for the balance of the 80,000 total yards to be poured on this project."

From that point forward, the tower's upward progress will be quick. Plans call for completing roughly one level a week until topping off the 47th floor in late summer, 2023.

AVAILABILITY IS KEY

As anyone reading this will attest, between recurrences of COVID, the supply chain issues that seem to vex every facet of our personal and professional lives, and the worsening shortage of workers available to fill positions, these times are anything but normal. While each of those issues has certainly affected the pumper in one way or another, Goff has used the current situation to assess prior purchasing decisions — and likes what he sees.

"In times like these, when we are as busy as we've ever been, having

a pump be down because of lack of parts availability could seriously impact production," he said. "We own more than a dozen Alliance pumps now and while we've been aware of their outstanding performance, we're finding out how valuable service can be in light of the current supply chain situation. Their parts availability has been the best of any of the pumps in our fleet."

He added that his confidence level in the pump manufacturer is so high that, in the early stages of their work at Una, he uncharacteristically broke from normal delivery/test protocol of a newly-delivered Alliance pump.

"It was a 50-meter unit that was delivered the day of the mat pour," he said. "Rather than run it through the motions at our yard as we usually do, I had the unit sent directly to the job site — where it performed flawlessly."

Concrete work at Una Residences is set to be completed by September 2023, with residences ready for an early-2025 move-in. **CP**



WHAT DEFINES A SUPERHERO?

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THE JOB OF A LIFETIME

San Diego State gets a brand new football stadium

The demolition of Qualcomm Stadium in San Diego, California marked the end of an era of memories for the Pernicano family. It also meant the race was on to build the new home of the San Diego State Aztec football team for the 2022 season. Although getting rid of Qualcomm Stadium left a hole in the city, this made way for the state-of-the-art Snapdragon Stadium that will hold 35,000 cheering fans. Snapdragon Stadium is centered in the heart of San Diego's Mission Valley.

August of 2020 marked the groundbreaking for the new stadium that will sit directly on the site of where the former Qualcomm Stadium once stood. But like many large projects in the San Diego area, the topography with hills and uneven worksites would present challenges — as well as unique opportunities.

Founded in 1993, San Diego Concrete Pumping welcomed the opportunity of a lifetime and the location challenges that came with pumping the decorative concrete across the new Snapdragon Stadium. The work included structural walls and the main plaza area. When it comes to a job of this size, CEO Chris Pernicano Sr. noted, "We've never done anything like this."

With the hype leading up to the 2022 college football season, both Chris Sr. and Chris Jr. said they were just lucky to be considered for this high-profile job. "The exposure has been incredible. Qualcomm was the place that we all grew up going to. Padres games, Aztec football games, Chargers football games, you name it, we were there," said Chris Jr.

THE RIGHT TOOL FOR THE JOB

The job for San Diego Concrete Pumping began on August 1, 2021. Chris Sr. highlighted that because of the geographical areas with hills up and down the West Coast, there is a larger market for trailer pumps. "In San Diego, there are hills everywhere and you cannot get a large concrete truck backed up to anything. The streets can be too narrow. The property is too congested, so we used a truck-mounted stationary pump," said Chris Sr.

To pour 6,500 yards for the decorative concrete of the stadium, the crew utilized





Artist's rendering of the new San Diego Snapdragon Stadium, home of the San Diego State Aztecs football team

STADIUM

a SCHWING SPTO 1250 pump for the entire job. The SPTO 1250 was mounted on a Kenworth T270 truck to give it more horsepower than a smaller truck chassis. The Kenworth also doesn't require a CDL to drive. "This pump allowed us to be very versatile with the project because of its very small footprint, and we did the entire job with this pump," said Chris Sr. He mentioned that although boom pumps are extremely helpful, a truck-mounted stationary pump was needed to handle a challenging job such as this one, where it was necessary to reposition many times. The truck-mounted stationary pump also provided ample storage for pipeline, hoses and clamps, with its large deck and frame-mounted toolboxes.

WORKING HAND IN HAND

This job was special to the Pernicano family for several reasons, including the father and son working on the stadium together. "My son Chris Jr. worked on the safety requirements for the job" said Chris Sr. The younger Pernicano is the safety manager of San Diego Concrete Pumping. "My dad had a lot of trust in me to manage the safety aspect of it. He let me take it and run with it," said Chris Jr. "It's been great working with my dad, and he knows I'm a stickler when it comes to safety." General contractor Clark Construction worked alongside San Diego Concrete Pumping for six months to make sure all safety requirements were met. "We pride ourselves on doing everything safely," added Chris Jr.

Nationwide supply chain issues have also affected the concrete industry. "It's no secret that we are having a shortage," said Chris Sr. With the entire country feeling the pain of the supply chain constraints, Chris Sr. gave thanks to his teammates: "In wrapping this project up, Jonathan Fabry of hardscape and landscaping supplier Brightview has

done a phenomenal job meeting the deadlines with Clark Construction amidst a cement shortage."

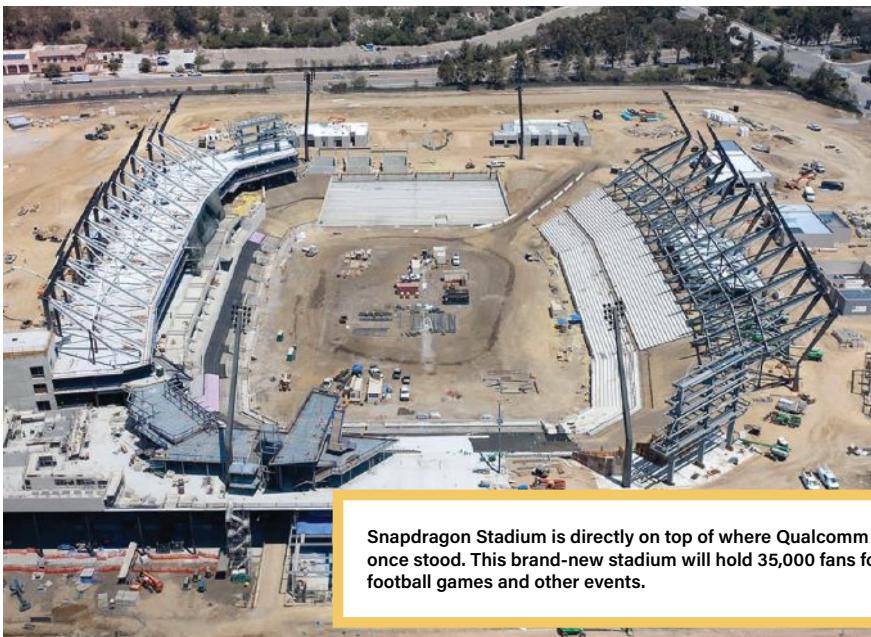
According to both Chris Sr. and Jr., it was an honor for San Diego Concrete Pumping to be involved in the replacement of Qualcomm Stadium. Chris Sr. said, "To work with our crew alongside Clark Construction and Brightview has been an honor for us. Additionally, our office manager Lynell Troyer stays on top of our paperwork and is a huge part of our success."

LONG DAYS ON THE JOB

The longer days of helping build the stadium were a big reason why the crews were able to stay on track. "I would show up at 5:30 a.m. and not leave until 9:30 p.m. We would be pumping all day long four days a week. Those long days allowed us to stay on schedule. You can't rely on every single pour going perfectly as planned," said Chris Jr. He adds that it wasn't easy at first getting comfortable with the bigger job. "I was anxious to get going on such a high-profile job, but then after a while, it was just like riding a bike. I thought to myself, I have been here before and we can do this. We had the exact tools we needed for the job."

While on track for the college football season to begin, both Chris Sr. and Jr. said that seeing the progress has been the best part. "It wasn't just us pouring concrete. It was cool to see all the landscaping they got done, polishing and sealing of the concrete, having all the seats put in, and so on. There were people working around the clock," said Chris Jr.

He also mentioned on how smoothly he and the surrounding teams worked on those longer days. "We worked like a quality watch. Mentally you have to be solid. It's nice to be in the moment and realize that you are doing a good job on something that is going to be a staple in Southern California for years to come."



Snapdragon Stadium is directly on top of where Qualcomm Stadium once stood. This brand-new stadium will hold 35,000 fans for Aztec football games and other events.



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LIKE FATHER, LIKE SON

For the Pernicanos, the job was personal. Chris Jr. grew up right up the hill from Qualcomm Stadium. He said, "When they tore Qualcomm down, it was sad, I was distraught — but being able to work on this new stadium was so cool because it's going to be around for so long and there's a rich history of San Diego State football in my family."

Both Chris Jr. and Sr. highlighted how happy they were to work together on this unforgettable project. "It's been great working with my dad because if I have a problem, he answers the phone 24/7. I know that

I can call him if I need anything at all," said Chris Jr.

"For my son and me, it was a high-profile project. I was in the background supporting him. He has only needed me a handful of times on this project. I can't say enough about my son," said Chris Sr.

The San Diego State Aztecs college football team will have a new home field when they kick off the 2022 college football season by hosting Arizona on September 3. Snapdragon Stadium will open its doors to welcome 35,000 fans for games this season. To see more details about the stadium, please visit snapdragonstadium.com. **CP**



Left to right: Chris Pernicano Sr., CEO, San Diego Concrete Pumping Inc.; Jonathan Fabry, general superintendent, Brightview Landscape; Chris Pernicano Jr., safety supervisor and lead operator, San Diego Concrete Pumping Inc.



San Diego Concrete Pumping used a SCHWING SPTO 1250 truck-mounted pump for the decorative concrete pours of Snapdragon Stadium.

SPECS

Owner: San Diego State University — San Diego, California
General Contractor: Clark Construction — San Diego, California
Design Architect: Spurlock Landscape Architects — San Diego, California
Concrete Subcontractor: Brightview — San Diego, California
Concrete Pumping Subcontractor: San Diego Concrete Pumping Inc. — San Diego, California
Concrete Supplier: Hanson — San Diego, California
Equipment: SCHWING SPTO 1250, SP1000



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** Registration opens Fall 2022. Pay only \$25 for exhibits-only registration. Must use discount at time of initial online registration using ACPA SOURCE CODE A23. Some restrictions may apply. Offer expires 12/12/2022.*

TELEMATICS

Tech-Enabled Monitoring for Both Equipment and Operators

by Joe Sostaric



When I ran a concrete pumping business, I was proud of the fact that most of our concrete pump jobs went off well. By that, I mean we pumped the job, no one got hurt, nobody called in a complaint, and we got paid by the customer for the services that we provided.



Joe Sostaric

But did our jobs run as well as I would have hoped? Did we almost lose the boom because we got sent “hot mud”? Did we come close to tipping over the pump because the operator short-rigged unnecessarily? Were the mud pistons so worn on the pump that they were doing major damage to the barrels, which would require us to spend a lot of money and down the pump for maintenance when we needed it the most? We had no idea.

Why? Because it is impossible for us to have someone monitor every concrete pump on every job that we do. We send operators out

by themselves at all hours of the day, over large geographic regions to run very expensive equipment. We hand over the keys to our equipment and ask our operators afterwards, “How did it go?” We only know what happened on a job by what someone tells us after the fact. And frankly, we know that we are not always being told the truth.

How many times has a ready mixed supplier said, “There must be something wrong with the pump because I know our mix design is good”? Does our operator tell us that the reason the concrete went off in his boom was because he waited over an hour for a cleanup load on a high-sack concrete mix, but then did not recirculate while he waited? Or does he instead say to us, “The concrete flashed on me”?

WHEN THINGS GO WRONG

Most of our projects go fine, but when something goes wrong in the pumping business, it goes wrong in a major way. Rejected concrete is expensive. Compensation for downtime for a crew is expensive. Replacing boom pipe and cylinders in a concrete pump is VERY expensive. In



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EQUIPMENT MONITORING

our business, when a mistake occurs, it costs us a significant amount of money and, more importantly, a significant amount of time. How many of us have been called out by a customer who asks us to attend a meeting, write a report, or defend our actions when a problem has occurred on a job? In most cases, we are being brought in either as the company entirely responsible for the problem, or as a company that had some culpability.

Issues like these sap us of our resources by taking a great deal of time and effort to defend our actions and/or remedy the problem. We often leave these negotiations having given more than we feel was justifiable. We do this because we cannot prove definitively that the problem was not caused by us.

That's the reality of our situation today. But it doesn't have to be this way. What if we could somehow recreate exactly what happened or, even better, be alerted that there was a problem on the job site and get it remedied before it led to a much bigger issue? The fact of the matter is this can all be done if we simply employ a sensor technology solution that is already in place across many other industries.

WHAT SENSORS CAN TELL US



Consider the example of this in Formula One racing. When that race car is going around the track at 200-plus miles per hour, the pit crew monitors all major functions of the car. The crew can give the driver immediate feedback on how the car is performing and what he needs to do to maximize its potential. Sorry, Lewis Hamilton, but it isn't solely your skill that made you so successful. You also have a good car, a good team and good sensor technology behind you.

Here is a list of some of the sensors you will find on a Formula One car and what they do:

- Temperature sensors, including non-contact sensors, that measure friction between parts
- Accelerometers measuring g-forces during turning and braking
- Dual-axis sensors measuring braking and steering
- Tire sensors measuring wear, grip, temperature and pressure
- Pitot tubes that measure airspeed
- Ultrasonic fluid flow sensors that monitor fuel performance

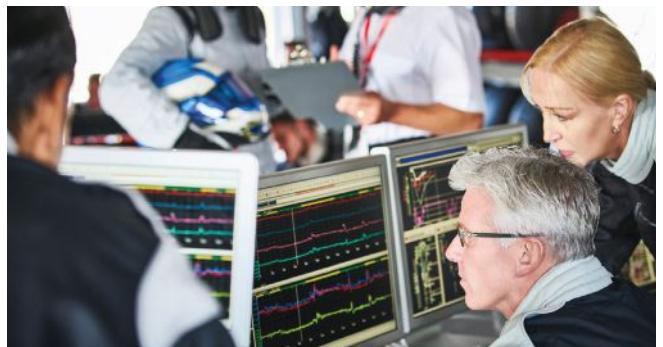
- Lasers measuring the car's distance from the ground
- Damper potentiometers that measure spring compression and chassis roll response

As the car is racing around the track, pit crews monitor these sensors and give Lewis Hamilton feedback on what he needs to do to perform. As he climbs within striking distance of Max Verstappen, his crew detects that the engine is running hotter than it should and tells him to back off to avoid irreparable damage. In Formula One, the decision to back off or attempt to overtake is most often made by the crew — not the driver. The driver does provide some feedback to the crew, but the main responsibility of the driver is to execute the plan.

Other industries use similar information from vehicles. When I was growing up, if a car was in an accident, the police brought out a wheel that measured the length of the skid mark and then used that data to estimate how fast the car was driving.

Times have changed, and the police wheel has now been replaced by sensor technology. When Tiger Woods ran his car off the road, the police report stated he was going 84 mph even though there were no witnesses to the accident. The police investigator simply downloaded the engine data from the car he was driving.

Auto insurance companies also use telematics to monitor their customers. Allstate Insurance, for instance, gives you a discount on your car insurance if you use their Drivewise® program. Drivewise® is simply a phone app that monitors driving behaviors, such as speeding and hard braking, along with a person's phone usage while driving. If Drivewise® data analysis indicates that you are an aggressive or unsafe driver, you can kiss your discount goodbye.



PUMP TELEMATICS

Concrete pumps are not much different. Like Formula One race cars, they have many sensors that give us a record of how the truck and the pump are performing. When transmitted and analyzed through telematics solutions, this information can be available in real time. As an industry, we need to tap into this data and use it to improve our performance.

Some of the data we can use includes:

- Engine diagnostics, such as coolant temperature and oil pressure



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EQUIPMENT MONITORING

- Fuel and DEF levels that can be shared remotely (Our operators do not pump concrete from within the cab and can run out of fuel or DEF because they could not see the dashboard warning light)
- Soot levels that alert to diesel particulate filter clogging and need for regeneration
- Engine alerts and warnings
- Driving characteristics, such as speeding and hard braking
- Pump diagnostics, such as hydraulic pressure and hydraulic oil temperature
- Pump statuses (set up, pumping, washing down, etc.)
- Estimate of concrete pumped
- Pump fault codes

Succinctly, if you can download the information from either the engine or the pump, you should be able to get the information remotely through an integration with your telematics provider.

USING DATA TO PREVENT ISSUES

Alerted to this information in real-time, we can eliminate some of these issues:

1. Operator running out of fuel or DEF during a pour
2. Truck needing to regen in the middle of a large pour or needing to stop and regen on the way to a job site
3. Operator not knowing that a warning light on the dashboard requires immediate attention and so ignores it, causing the pump to go down
4. Operator with unsafe driving habits that need to be addressed
5. Assuming that a pump job is on schedule only to find out the project is way behind schedule, causing the operator to run out of hours or not be able to cover a second job
6. Operator pumping too hard before the pump is warmed up, causing the hydraulic pumps to cavitate
7. Mechanic misdiagnosing a problem with a pump on the job site because the operator relayed faulty information, causing a concrete pour to be canceled
8. Issues with a poor concrete mix, causing excessive pump pressures and the pump to overheat
9. Improper setup by an operator as the outriggers were not fully extended

The pump and the truck can tell us much. Both Schwing and



The advertisement is a vertical rectangular graphic. The top left features a landscape photo of a lagoon with palm trees and mountains at sunset, overlaid with the 'american shotcrete association | ASQ' logo. The top right has a green particle graphic with the 'ASQ OUTSTANDING SHOTCRETE PROJECT Awards' logo. The middle section is a solid blue background with the text 'CALL FOR ENTRIES' in large, bold, green letters. The bottom right contains text about the awards and a call to action. The bottom left of the landscape photo has a small caption about a 2021 Honorable Mention project.

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Putzmeister have been working proactively to provide the necessary interfaces to their pump computers that would allow for the transmission of real-time data. Similar interfaces are being provided by the truck manufacturers. As an industry, we need to encourage these efforts, and the solutions that integrate and build upon them.

The benefit of getting accurate real-time information can be a game-changer for your business. Used properly, problems can be detected earlier, troubleshooting becomes easier, and quantifiable data can be

used to assist the operator in performing all work correctly and safely. With all this in place, we will no longer have to wonder if a concrete pour went well. All we'll have to do is ask the truck and the pump.

If you would like to learn more about how telematics can improve your business, please contact us at concrete.telematics@gmail.com, or better yet — see us at this year's OSM event, September 17, 2022, in Denver. Registration information is available on the ACPA website, www.concretepumpers.com. **CP**



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BEYOND THE PUMP

Workforce Development Success Stories

A concrete pump operator can make a great living. Workers are always needed, and the industry's pay scale allows operators to live out the "American Dream," where they can buy a home, put their kids through school and retire comfortably. For those who are interested in additional opportunities beyond operating a pump, there's good news. The industry is full of opportunities for those who are motivated to learn something new and expand into new roles

Many of today's industry leaders started out as concrete pump operators and worked their way up to the positions they currently hold. Below are few examples from ACPA members.

This is the first installment of a two-part series.

GROWING A CAREER IN SAFETY: DAN MACE

Dan Mace says he began working in the concrete pumping industry through "blind luck."



Dan Mace — ACPA safety training consultant; expert witness; retired product safety manager, SCHWING America, White Bear, Minnesota

"I was a white-collar worker and looking for work," says Dan. "A good friend of mine was a concrete pumper and took me on a job with him. When the shop foreman asked my opinion about the work, I said I thought I would enjoy it. Then he asked if I could start the next day!"

That chance conversation launched an 18-year career as a concrete pump operator with E-Con Placer of Minnesota. Near the end of Dan's tenure with the concrete placement contractor in the late 1990s, former coworker Robert Edwards called with a job opportunity. Edwards had left E-Con Placer several years before to work for concrete pump manufacturer SCHWING America, and he was eventually tasked with launching a product safety department. He wanted Dan to join the

department and write safety manuals. "I went in for an interview and spent another 18 years in the industry at SCHWING" says Dan.

Longtime SCHWING president Tom Anderson was currently at the helm, and according to Dan, he liked to hire concrete pump operators due to their knowledge and experience using the equipment.

Through Dan's work at SCHWING, he was introduced to ACPA. There was a growing need among members for safety training, and together with Edwards, Dan began teaching four-hour safety seminars for concrete pumpers.

"When I was learning the job in the 1970s, safety didn't carry as much weight as it does now," Dan says. "Today, if someone sees something on a job site that isn't putting safety first, all they need to do is say the word and people will listen. People now know that safety saves lives and money."

He also serves on ACPA's Workforce Development Committee, which is focused on developing career paths for young people. Committee members attend career fairs and other venues where they can connect with students who want a good career after high school without the debt of college.

"We need to be where potential workers are and generate interest by showing them something they could do with their lives," says Dan.

When Dan retired from SCHWING eight years ago to "do more fishing," APCA executive director Christi Collins asked him to stay on with ACPA as a consultant. While Dan is relishing his time as a retiree — from enjoying the outdoors to attending his grandchildren's sporting events with his wife of 53 years, Jeanette — he also travels around North and South America conducting ACPA safety seminars.

Dan humbly says his career trajectory is largely due to being in the right place at the right time, but he also believes opportunities are ripe in the concrete pumping industry for conscientious workers.

"I think anybody who starts in the industry and takes the job seriously and leads by example will be noticed by owners as management material or a role model for new employees," Dan says.

"This industry pays well. If a person is self-driven and motivated, people will see that. Being a good worker will lead to opportunities presenting themselves."
— Dan Mace

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ROOM FOR ADVANCEMENT: BRUCE YOUNG

In January of 1980, Bruce Young left college and got his feet wet as a concrete pumper with O'Brien Concrete Pumping in Casper, Wyoming. "There were no such things as student loans back then, and I needed to work to earn money for college," he says.

What he ended up gaining was a career that "I never would have dreamed of. It's been exciting!"

In 1985, Bruce accepted a job from Brundage-Bone Concrete Pumping, working as a satellite manager at their Colorado Springs location in Colorado. He handled operations, maintenance and sales. Bruce's



**Bruce Young — President and CEO,
Brundage-Bone Concrete Pumping, Denver,
Colorado**

career grew along with the company.

As a concrete pump operator, Bruce operated the most technical equipment available at the time. He was exposed to specialized equipment like placing booms for high rise construction, and learned how to operate and maintain them.

As a branch manager, he learned about profit and loss (P&L) responsibilities, management and managing people, and various other business operations. In 2003 he

became the national operations manager, and in 2008 he was named CEO. Today, Brundage-Bone is the largest and only publicly traded concrete pumping company in the U.S.

"I gained experience and training from a company that was committed to educating its employees," says Bruce. "And I quickly got the opportunity to manage a branch, then a region, then national operations, and ultimately became the CEO of the business."

Bruce also has taken advantage of leadership opportunities within ACPA. He has been involved in various committees, including Workforce Development and Finance, and has served on the Board of Directors as vice president.

"We promote safety culture and industry unity, and work on common industry problems. Taking on leadership roles within ACPA helps

improve the industry, and the experience helps to develop you on a personal level," he says.

His advice to other concrete pump operators is to work for a company that is committed to safety and has proper training in place. He also encourages operators to consider what types of advancement they want within a company.

"For example, we have managers at multiple locations throughout the U.S. and the U.K.," says Bruce. "We put programs in place to help develop leaders, such as a management development program. Dedicated employees desiring to advance can start in various roles to work toward becoming branch managers. With more training and experience, they can become regional directors and higher."

Employees that have the opportunity to advance into management should be taught the core of the company's business: safety responsibility, financial management, operations management, and how to create value through sales and administering a business properly.

"I recommend you look for hardworking candidates who are dedicated and loyal to the business and desiring to advance. They have aptitude for managing people, an understanding of your service offering, equipment and value creation, are good teammates, have good communication skills and can connect with customers."

Companies looking for quality employees need to position themselves as employers of choice, says Bruce. This includes offering competitive compensation packages, a safe working environment and a good work-life balance. "The concrete industry needs a culture that makes people feel valued," he says.

Bruce also recommends having a training program in place to advance employees more quickly. "I believe in constant, ongoing training: safety, financial, operations, maintenance and sales. We conduct training internally, and I maintain leadership for our training programs because I'm so passionate about it." **CP**

**"Most of our managers used to be pumpers. Employees have to know the person they work for understands fully what they are asked to do each day."
— Bruce Young**

The next issue of Concrete Pumping will provide more examples of concrete pump operators who have advanced their careers to become industry leaders.

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DRIVEN BY INNOVATION

HELMETS GAIN TRACTION AS A SAFER OPTION

The construction industry considers improvements to protective headgear



An employee of San Diego Concrete Pumping is shown wearing a safety helmet. Photo credit: Chris Pernicano, San Diego Concrete Pumping Inc.

Falling, getting hit by falling objects or moving equipment is a risk construction workers face every day on job sites. In fact, traumatic brain injuries from such accidents are among the major causes of death in construction, and the construction industry has the greatest number of both fatal and nonfatal traumatic brain injuries among U.S. workplaces.

The construction industry has been working to reduce those statistics through improved safety practices and enhancements to personal protection equipment, such as harnesses and lanyards. Now, some companies are considering how to improve protective headwear.

"Concrete pumpers have a higher risk of trips and falls," says Chris Pernicano, owner and CEO of San Diego Concrete Pumping Inc. and ACPA Region 6 director. "When you fall, or when you're performing simple tasks like bending over to measure or clamp a hose, your hard hat tends to slip off, leaving you unprotected and exposed to injury."

Scott Greenhaus of Structural Technologies agrees. In May, Greenhaus gave a presentation at the ACPA Spring Board Meeting that discussed the shortcomings of hard hats and endorsed an updated design: the safety helmet.

While hard hats meet the minimum OSHA and ANSI requirements, helmets go above and beyond. Similar to climbing helmets with



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HELMETS

foam padding and integrated chin straps, safety helmets for industrial workers are designed to prevent the risk of headgear flying off during a fall. Unlike hard hats, which only protect against top impacts and penetration, helmets generally provide more coverage by also protecting against lateral forces.

After transitioning their internal workforce to safety helmets, Structural Technologies is now advocating for an overall conversion in the U.S. construction industry. Inspired by the company's Hard Hats to Helmets Initiative, both Pernicano and SCHWING America CEO Bill Murray have committed to adopting and advocating for helmets.

Starting as early as August, SCHWING America will include a complimentary Milwaukee safety helmet with every boom pump purchase. The helmet, a Type 2 Class C vented model, retails at around \$125.

"As a leader in the industry, we felt our best route to help make helmets an industry standard was to get them into the hands of operators so they can see their benefits firsthand," says Mark Berggren, marketing/publications manager with SCHWING.

San Diego Concrete Pumping recently outfitted all field employees with a safety helmet as part of the company's PPE requirements. Pernicano says he has received no pushback and employees like the attachment features. "You can put a light on the front, and they understand we're trying to keep them safer. We want everybody to make it home at the end of each workday."

HARD HATS TO HELMETS

Inspired by protective headgear worn by soldiers during World War I, hard hats have been in existence in one form or another since 1919. The first commercial prototypes were made with boiled, shellacked canvas and leather before evolving to metal in the 1930s and to fiberglass in the 1940s. Polycarbonate hard hats were introduced in the 1950s and 60s, and with these materials' nearly crack- and breakproof benefits, users haven't looked back.

"But we haven't seen any significant

modifications to hard hats in 50 years," says Pernicano. "Sure, you can purchase aftermarket chin straps that can be attached to hard hats, but they tend to fall off and get lost or misplaced. Plus, our workers don't like the fit and end up not using them."

In contrast, safety helmets have built-in chin straps. They typically weigh less than hard hats and can come with several types of accessories, including visors and safety glasses, earmuffs, straps and clips for headlamps, reflective strips, winter padding and neck shades.

For more than a year, Structural Technologies tested a variety of helmets from different manufacturers before deciding on using 3M's Securefit Helmet. The company then worked with 3M to make adjustments that maximize protection while keeping the helmet ergonomic and comfortable for employees. The helmets have a suspension system to absorb and distribute the shock of impact, along with six points of attachment.

GROWING THE MARKET

Structural Technologies' goal is to dramatically reduce the frequency and severity of traumatic brain injuries by:

- Partnering with industry organizations, industrial clients and general contractors to drive awareness and adoption;
- Lobbying for change in ANSI standards and OSHA requirements, using as an example the European standard EN 12492 — Helmets for Mountaineers;
- Developing relationships with manufacturers to make low-cost products readily available.

With growing demand and changing requirements in the U.S., the company anticipates manufacturers will bring more solutions to the table. As a result, product innovation and cost reduction will follow, says Greenhaus. "Based on our research, we recommend finding a helmet that, at minimum, meets both ANSI Z89.1 Type 1 Class G and EN 12492." However, he warns that because U.S. manufacturers are not





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HELMETS

required to meet European standards, finding such a helmet in the current U.S. marketplace can be difficult. Buyers often must pay a premium for an imported product.

As an example, Pernicano purchased his company's first safety helmets about a year ago at a hefty price. "We were working for Clark Construction on the Snapdragon Stadium project at San Diego State University. Clark's management team was using the helmet, so I bought a few to try them out."

Because the helmets were manufactured in Europe, they cost \$160 each. His latest purchase was made in bulk through a U.S. manufacturer, which helped to cut the cost by half.

GAINING BUY-IN

So far, several organizations have expressed interest in adding helmets to their PPE requirements, says Greenhaus, including the American Society of Concrete Contractors, Construction Industry Roundtable, International



Construction helmets can be customized by color and company logo.

Safety Equipment Association's Head Protection Committee and Laborers' International Union of North America. Interested general contractors include Clark Construction, Balfour Beatty, CEMEX, DPR Construction, Skanska, Turner Construction and more.

"Large construction firms throughout the industry are already moving toward safety helmets," says Berggren. "The concrete pumping industry should follow in this trend."

Greenhaus says it clearly: "This is about saving lives." **CP**

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Congress Passes Significant Legislation



By **Patty Power**,
ACPA Washington
Advocate

As summer activity winds down in Washington in early August and federal legislators return to their states and districts to visit with their constituents, and in some cases campaign for the upcoming midterm elections, we have a chance to reflect on this session of Congress to date, and to look ahead through the rest of the year.

Two-and-a-half years into the global COVID-19 pandemic, along with all the economic disruption it caused around the world, and now compounded by Russia's attack on Ukraine and natural climate disasters seemingly occurring in every part of the globe — all have created unprecedented economic, political and social disruption on both a broad and deep scale. Washington has struggled with these strong headwinds. Partisan rhetoric is at an all-time high. Watching the news or your social media feed, you may see a high level of dysfunction.

The noise is real, but the reality is different. While it is very easy to dwell on all that is wrong with Washington and the world, Congress and the administration are getting a lot done in D.C., and you may be surprised to learn that it is getting done in a bipartisan way. For example, the following major pieces of legislation passed in both the House and the Senate through bipartisan support in the past nine months:

- Infrastructure Investment and Jobs Act;
- Annual National Defense Authorization Act;
- Bipartisan Safe Communities Act to address gun safety;
- Postal Service Reform Act;
- Civil rights law to ban lynching (unanimous in Senate);
- CHIPS and Science Act to maintain global technical and economic competitiveness; and
- An overwhelming Senate vote (95-1) to support Finland and Sweden's addition to NATO in the midst of Russia's attack on Ukraine.

At some point, all of this disruption will lead to a transition. ACPA stands ready to take advantage of it. In follow-up to ACPA's specific federal legislative issues:

- ACPA continues to make progress to secure passage of the Concrete Pump Tax Fairness Act. We are working with bill sponsors to get the bill introduced in the Senate this fall.
- ACPA continues to work with the National Ready Mixed Concrete Association and other construction associations who share our concerns about the timber industry's aggressive support for the use of mass-timber construction materials and the construction of

tall-wood buildings in federal projects. Of late, the timber industry has focused on the Defense Department, a federal procurement powerhouse, and has targeted both the annual National Defense Authorization Act and the Defense and Agriculture Appropriation bills. While ACPA supports accessing federal programs to develop sustainable building materials, we do not support bypassing established design and engineering construction methods to address sustainability by designating only wood products. ACPA continues to work with our partners to defend a materials-neutral approach to achieve sustainability.

- As fuel prices have dropped recently, the legislation to suspend collection of the federal fuel excise tax for a period of time, as well as to limit "excessive" fuel price increases during an energy emergency, has lost focus and has not moved in the Senate. As mentioned in the last issue, securing the funding for the recently enacted Infrastructure Investment and Jobs Act ("IIJA") is critical to fund roads and bridges and the construction jobs that build them.
- It bears repeating: The Department of Transportation and many other federal departments and agencies are distributing the federal funds authorized by the IILA by allocation to state departments of transportation and by competitive grants to eligible entities all over the country. Billions of dollars have flowed since the IILA was signed by the president in November 2021 and the fiscal year 2022 Omnibus Appropriations bill was enacted in March 2022. These federal funds, along with their matching state and local funds, are likely to fund infrastructure construction projects in your area and provide contracting opportunities for your company.
- The House and the Senate each passed the 2022 Water Resources Development Act (WRDA), the biennial legislation that authorizes U.S. Army Corps of Engineers construction projects. WRDA 2022 should be finalized by the end of the year. Like the IILA, the WRDA bill may provide contracting opportunities for your company.

Congress will return to Washington in September for a short session, especially in the House of Representatives, where every seat is up for election. One-third of the Senate is running for election as well. The outcome of pending legislation, such as appropriations for the upcoming fiscal year 2023, will depend on the outcome of the mid-term elections. A good topic for the next column. **CP**

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SESSION LINEUP

American Concrete Pumping Association The Future of Operator Safety Training and Certification

Did you know there are now THREE certification programs for concrete pump operators? In addition to ACPA, the British Columbia Construction Safety Alliance (BCCSA) and the National Commission for the Certification of Crane Operators (NCCCO) recently launched independent certification programs that can offer concrete pumping companies an additional layer of risk protection. How will these programs integrate with the current ACPA safety training and certification program and is one of them a good fit for your organization?

During this opening session, you'll learn more about the new options for operator certification and recent changes to the ACPA safety training and certification program. In addition, you'll learn more about an exciting NEW benefit for ACPA members that will revolutionize your approach to safety training and can help you streamline your compliance and training documentation.

Autocar Are We There Yet? Diesel Engine Emission Regulations

Heavy-duty diesel engine emission technology has dramatically evolved over the past several decades and continues to become more stringent in our near and not-too-distant future. How will these changes impact future diesel pump trucks? In this session, you'll learn valuable insights from industry experts on what changes are in store for new trucks' heavy-duty diesel engines and how to monitor your vehicle's drivetrain health using current and future technology.

You'll also receive an introduction to some of the capabilities of today's on-board diagnostic and telematic systems that include:

- What Information your new Autocar truck's dash is capable of sharing over the internet and hand-held devices
- New Smart Electrical System Faults, Smart Fuse, Always Up® information display and system capabilities
- How to identify the difference(s) between California Air Resource Board (CARB) and U.S. EPA heavy-duty emissions certifications, what is included and where it's required
- An outline of future U.S. / Canada heavy-duty diesel emissions regulatory requirements in 2024, 2027, 2035 & 2040
- Future U.S. EPA goals for new medium and heavy-duty zero-emissions vehicles (ZEV) sales by state in 2030 and 2050

Other topics will include Cummins engine preventive maintenance schedules by model. On-line access to Autocar truck operator's service manuals, bookstore, electric & pneumatic schematics, parts manual by model and VIN, factory chassis service & training.

Schwing BOOM! Guidelines for Boom Pump Inspections

Regular boom inspections are key to ensuring that your equipment is maintained at optimal performance. An early detection of a minor fracture on the pump's boom gives you the opportunity to make the necessary repair before it becomes a major expenditure or worse, causes a devastating accident.

In this session, SCHWING America will outline the importance of regular boom inspections, how to determine a qualified inspector and where to find one in your area. They will also introduce new guidelines in relation to structural and operational inspections, why the two are separate and how it benefits end users.

Finally, obtain a "sneak peak" of the new Vector II controller that will be available on all SCHWING boom pumps later this year. The Vector II system features a larger color screen, with enhanced troubleshooting screens written in plain English, not error codes. We will discuss the process for upgrading older Vector systems to Vector II and telematics integration.

Putzmeister America, Inc. Conveyor Maintenance and Ergo 3

Two sessions in one! First, Kevin Brost (Field Service and Conveyor Specialist), will outline how to perform a thorough daily inspection of your conveyor including belt tensioning and training, scraper inspection and adjustment, cable inspection and tensioning, roller and pulley inspection, as well as safe operation practices and proper belt speeds for various materials. Kevin will also highlight the most common maintenance areas that will help keep your machine working at its peak performance.

Next, Jon Carrier (Technical Training Manager) will present and contrast Putzmeister's new Ergonic 3, and SANY's SYMC operating systems. Jon's focus will be on highlights of both brands intuitive navigation, emergency operation strategies, control panel diagnostic / maintenance tools and radio remote functionality. The simplicity of both systems basic operation, and the extra layers of Putzmeister's Ergonic 3 functional security, will be made clear!

Rapid Apps

Leveraging your Data

Learn how you can leverage your ERP Systems to maximize data consumption and gain higher-value insight into your organization's operations. Rapid Apps will provide detailed tutorials on how to utilize customer, job site, and yardage data to better understand your business as a revenue source. You'll also learn how to set up and track revenue potential among individual customers or groups that can provide a better view of your budget and goals. This session builds on Rapid Apps' previous OSM session in San Antonio with more helpful tips on how and what information can be configured to easily track your business progress.

If you want to increase your profitability and gain the edge amongst your competition, leveraging your data will afford you the ability to make more meaningful and precise decisions about your business' operations.



Mack Trucks

Keep on Truckin'

Increasingly stringent diesel engine exhaust emission regulations have played havoc with maintenance on concrete pump trucks over the years. In this session, you'll learn valuable tips from industry experts Rick Keen, Ray Hasting, and Matt Gross that can help you greatly reduce costly repairs and avoid unnecessary downtime.

Some of the points covered include:

- Recommended maintenance schedules with type of oils / filters required to meet emissions requirements
- Air systems maintenance – an important part of the regen process to ensure less downtime from “check engine” lights and derating trucks.
- Properly greasing and adjusting the clutch that can prolong the life of the clutch in this harsh environment
- Proper air pressure recommendations and tire ratings specifically for concrete pump trucks
- Life cycle recommendations and ratings for Mack engines and parts

Other items on overall maintenance will be discussed. As well, you'll get their insight into what may be in store for the future, including Mack's plans for tailoring their products and strategy to align with the industry's needs.

Construction Forms

Key Strategies for Selecting and Maintaining System

Could you be burning up profit by not using the most efficient and economical pipeline on your pumping jobs? Not using the proper system can lead to excessive wear and tear on your pipeline, hoses

and accessories; not to mention, it may not be the safest or most economical choice when it comes to labor and cost of materials.

Construction Forms, one of the leading manufacturers of concrete placing pipe and accessories, will discuss key strategies for selection and maintenance of your pipeline and system.

Topics to include:

- How to choose the proper pipeline – heat treated vs non-heat treated
 - o Boom
 - o Trailers
- How to measure pipe and bends for wear
 - o Twin wall
 - o Single wall
- High-pressure pumping and pumping long distances
 - o Pipeline selection
 - o Proper planning
 - o Layout designs
- Securing the pipeline
 - o Boom
 - o Lay-down line
 - o Thrust blocks

Learn from the experts on how to choose the most efficient pipeline, including a special emphasis on high rise-high pressure pumping, and make your next project safer and more profitable!

**Sessions continued
on next page...**



DY Concrete Pumps

Eliminate Potential Problems on the Job – Daily Inspections are Key!

Expert technicians from DY Concrete Pumps, Inc. will instruct you on how to perform a thorough inspection of your unit and what to look for that will help you avoid potential problems. Areas covered include pre-trip and key safety components including the chassis, pump cell and placing boom.

In addition, you'll also learn about some of the special features of the DY OSS (Operate-Single-Side, or Safe Angle System) and the advantages of DY's revolutionary 360 degree continuous-swing turret.

No matter what brand of pump you own, daily inspections before, during and after operating the unit is not only critical to the operation of your pump and chassis, it's also one of the best cost-savings measures for identifying an issue that can be rectified before it becomes a major expense.

CPE America, Inc.

Revolutionary Approach to Tracking Maintenance

Keeping track of your concrete pump's pre- and post-trip inspections and maintenance records just got easier! In this session, CPE America will demonstrate the advantages of using their revolutionary Concrete Pump Logbook App to electronically track and record your equipment's service and repairs for each machine in your fleet – no matter what brand you own. No more paper to file; all the data is stored on your tablet and can be backed up to your hard drive.

A well-maintained and operational fleet is key to your daily success

and customer service. The ability to track the components of your equipment and recall data for each of your machines electronically will help minimize maintenance issues and costly repairs making way for improved customer service, a safer job site and increased profitability. CPE will also give an overview of the safety and technical highlights built into the Zoomlion brand of concrete pump. Features that will help your company be more productive and better yet, safer on the job.

Alliance Concrete Pumps

Maintaining a Road-Ready Fleet

Are you frustrated at the amount of time it can take to get parts? Supply chain delays are affecting most aspects of our life; some we can live with, but others create unnecessary downtime and exorbitant shipping fees.

Maintaining a road-ready fleet is critical in giving you the most uptime and maximizing your utilization. To accomplish this, the key is having an array of support and parts readily available. During this session, you'll learn how to anticipate what you may need and what parts are the most crucial to have on hand.

Topics include:

- How to anticipate and pre-plan purchases of your pump accessories and parts maintenance to avoid delays
- What emergency pump parts you should stock in your inventory
- Understanding the intervals over the life of a pump when some of the most expensive parts can fail so you can plan ahead on how soon and what you should keep in stock
- Critical chassis parts and/or software you should stock to avoid those long lines at your dealership
- How to check wear-life on certain parts to avoid a total failure on the job

Trying to maintain your fleet and predict supply chain issues can be a challenge. Learn valuable tips from the experts at Alliance Concrete Pumps that can help you avoid delays and keep your equipment running at its utmost performance.

Joe Sostaric

Telematics Can Change Our World

Most jobs go fine, but when something goes wrong in the pumping business, it goes wrong in a major way. Rejected concrete is expensive. Compensation for downtime for a crew is expensive. Replacing boom pipe and cylinders in a concrete pump is VERY expensive. In our business, when a mistake occurs it costs us a significant amount of money and, more importantly, a significant amount of time.

What if we could somehow be alerted that there was a problem on the job site and get it remedied before it led to a much bigger issue?

Telematics from the truck and pump can do just that.

Getting real-time data could avoid problems such as:

- An operator running out of fuel or DEF during a pour
- Truck needing to regen in the middle of a large pour or needing to stop and regen on the way to a job site
- Operator not knowing that a warning light on the dashboard requires immediate attention and so ignores it, causing the pump to go down
- Operator with unsafe driving habits that need to be addressed
- Assuming that a pump job is on schedule only to find out the project is way behind schedule, causing the operator to run out of hours or not be able to cover a second job
- Operator pumping too hard before the pump is warmed up, causing the hydraulic pumps to cavitate
- Mechanic misdiagnosing a problem with a pump on the job site because the operator relayed faulty information, causing a concrete pour to be canceled
- Issues with a poor concrete mix, causing excessive pump pressures and the pump to overheat
- Improper setup by an operator because the outriggers were not fully extended

In this session, you'll learn about the benefits of getting accurate real-time information from the telematics of your pumps and truck that when used properly, can detect problems earlier and allow quantifiable data that can be used to assist the operator in performing all work correctly and safely.

Argand Partners Mergers and Acquisitions

Thinking of selling your business? Congratulations! You've worked hard to build your concrete pumping company and now you're ready to enjoy the rewards of your time and investment. But selling your business is a big deal and you only sell your business once.

Are you ready to expand but don't know what to look for when acquiring or merging with another company? This session can help you understand the evaluation process so you can make the right choice to ensure it's a good fit for your business and one that will deliver a solid ROI.

Whether a sale is imminent or further in the future, or whether you may be thinking of expanding, it is helpful to know what goes into the process of buying and selling a company so you can be better prepared. In this session we'll take you through the key steps sellers should take leading up to their sale to make their businesses as attractive as possible to prospective buyers and what buyers should look for in prospective acquisitions.

NBIS and Valdez & Trevino Attorneys at Law, PC Exposed! Mitigation Strategies for Managing Your Risk

Owning and managing a concrete pumping business has its rewards, but it also comes with a significant amount of risk that can cost you thousands of dollars including litigation costs as well as increases in future insurance premiums. In this session you'll learn practical strategies and legal guidelines that will allow you to operate your business safely with less fear of liability.

American Concrete Pumping Association Train the Trainer Workshop

Become an ACPA Authorized Training Administrator (ATA) and learn how to effectively administer the current ACPA Operator Safety Training Presentation (5.0) and how to properly proctor the ACPA Certification Test to your operators.

During the workshop, the instructor will give a general overview of each section of the ACPA 5.0 Operator Safety Training Presentation outlining important talking points as well as discussion topics on critical safety guidelines. A thorough step-by-step instruction will demonstrate the proper procedures for administering the ACPA Certification Test. In addition, you'll receive helpful tips for creating an optimum learning environment along with rules and responsibilities for maintaining the integrity of the training and testing program.

Individuals completing the workshop and passing the ACPA Certification Test will receive designation of an ACPA ATA – Level I.

Following the Level I portion of the workshop, interested persons in becoming an ATA Level II (for-hire ACPA presenters) will be assessed on the basic presentation skills and knowledge of the safety material content.

Individuals earning ACPA Level II designation will become eligible as a for-hire safety training and certification administrator of the ACPA.

Workshop includes:

- ACPA Train the Trainer Manual
- 5.0 Operator Safety Power Point Presentation
- Applicable resource materials



**For complete details, please visit:
CONCRETEPUMPERS.COM**

In Memoriam: Anthony Biddle



ACPA board member, Anthony “Tony” Biddle of Anthony Biddle Contractors, Inc. of Ambler, Pennsylvania, passed away peacefully on June 7, 2022.

Tony started working in the construction industry in 1976 as a stone mason. Having worked at various locations throughout Philadelphia and the surrounding counties, Tony gained the construction knowledge he needed to start his own concrete and excavation contracting company in 1984.

In 2001, he purchased his own concrete pumps and then joined the American Concrete Pumping Association (ACPA) in 2007. Tony was elected to the ACPA Board of Directors as the Region Three Pump Director, taking office in 2019, and was re-elected to serve a second term for years 2021–2022. Tony also belonged to the General Building Contractors Association of Philadelphia and the Contractors Association of Eastern Pennsylvania. He served as a pension trustee for the

stone masons local since 1991.

Tony was the type of owner that was out on the job site daily, many times operating the pumps himself, and was well-experienced in concrete. He also was a student of his business, traveling to the World of Concrete every year to see and learn what was new in the industry.

Tony enjoyed golfing and was a long-time member of North Hills Country Club, where he made many friends through the club’s various events. He enjoyed annual golf trips to Las Vegas and Pawleys Island, South Carolina with his closely held friends. Tony had a love for food and could always be relied upon to find just the right spot to share good food with family and his good friends.

He was the loving husband of Kelly (O’Neill) Biddle. Along with his wife, Kelly, he is survived by his step-children Alivia J. Stubbs, Tré B. Stubbs, Tylor L. Stubbs; his children Anthony G. Biddle, III and Christina Biddle; his granddaughter Isabela J. Biddle; two brothers, John Biddle and Dave Biddle; and his sisters-in-law, nieces and nephews.

A memorial service for family and friends was held on Tuesday, June 14, 2022, at 11:00 a.m. at Upper Dublin Lutheran Church, 411 Susquehanna Road, Ambler, Pennsylvania 19002. **CP**

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TRAIN THE TRAINER WORKSHOP LEVEL I & II



OPERATIONS
SAFETY
MAINTENANCE

The workshop will offer instruction on how to effectively present the current ACPA Operator Safety Training Presentation (5.0) and how to properly administer the ACPA Certification Test.

Qualifications include the following:

Level I: Authorized to administer the ACPA safety training and certification to their own company operators

Possess a minimum of three (3) years' experience in the concrete pumping industry, which can be fulfilled with any combination of the following:

- Operating a concrete pump
- Materially participating in the management of a concrete pumping company's operations
- Acting in the role as the ACPA Member's designated Safety Director

AND

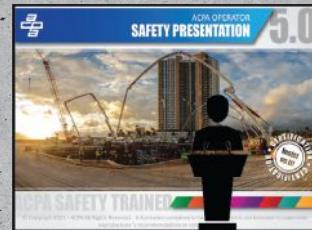
Is either an ACPA Certified Operator, or effective January 01, 2022, has completed the ACPA Operator Safety Presentation Program (via a live seminar or ClickSafety)

Level II: Authorized to administer the ACPA Safety Training and Certification program to their own company operators and who would like to offer their services as a for-hire safety training and certification professional.

- Same qualifications for Level I PLUS
- Assessed on their presentation skills and knowledge of content

Applicants do not necessarily need to be an expert on all aspects of the safety training material; however, they should be able to be a good communicator of the material content. Professional speaking experience is not required.

Applications for the Train the Trainer Workshop may be obtained on the ACPA website or by contacting Sue Schumacher via email at Sue@concretepumpers.com. **Deadline for applications is September 9th, 2022.**



Location: The Westin | Westminster, CO

Date/Time: September 18 | 8 am - 3 pm

Special Workshop Member Rate: \$495

Includes full registration to OSM, Train the Trainer Manual with full 5.0 Operator Safety PPT, applicable resource materials as well as a continental breakfast and lunch

Apply: www.concretepumpers.com

OPERATOR CERTIFICATION

The following member companies have ACPA safety trained and certified their operators between May 5 - August 4, 2022. ACPA Certification raises an operator's level of professionalism and their competence in safely operating a concrete pump. When safety is a priority, always insist on using ACPA Certified Operators!



- | | | | |
|--|--|---|---|
| Allied Concrete Pumping | Central Florida Contractor Services, Inc. | Ground Thunder Construction, Inc. | Ralph's Concrete Pumping, Inc. |
| Andrews Equipment Company | Champion Concrete Pumping | Harmer Concrete Pumping | Redline Concrete Pumping |
| Bancroft Concrete Pumping | Cherokee Pumping, Inc. (GA) | Heritage Concrete Pumping | S.T.A.R. Concrete Pumping (TX) |
| Berkeley Concrete Pumping | Coastal Carolina Pumping, Inc. | Howard Concrete Pumping Company (OH) | Sarnia Concrete Pumping |
| Bigfoot Concrete Pumping | Cobijar Consulting | Hunter Concrete Pumping | Southern Cal Concrete Pumping |
| Bob's Concrete Pumping (CA) | Conco Pumping and Belting, Inc. (CA) | Interstate Concrete Pumping | Star Concrete Pumping (TN) |
| Brundage Bone Concrete Pumping (AR) | Concrete Placement, Inc. | Jay Dee Concrete Forming | Sunroc Corp. |
| Brundage Bone Concrete Pumping (CO) | Concrete Pump Partners | Largo Concrete Pumping | Unruh Construction, Inc. |
| Brundage Bone Concrete Pumping (MO) | Concrete Systems Pumping | Mark III of Texas, Inc. | Vee-Jay Cement Contracting Co., Inc. |
| Burmco Rock Products Limited | Creter Construction | Merli Concrete Pumping & Conveying | Wallcon |
| Concrete Equipment | Desert Concrete Pumping | Merli Concrete Pumping (CA) | Western Concrete Pumping (LA) |
| Capitol Concrete Pumping, Inc. | Dynamic Concrete Pumping | Mid America Concrete Pumping | Western Concrete Pumping (TX) |
| Castle Concrete Pumping, Inc. | E.E Gilbert Construction, Inc. | Patriot Concrete Pumping | Western Concrete Pumping (CA) |
| Cecil Whiteley Concrete Pumping, Inc. | Ernst Enterprises, Inc. | Pioneer Concrete Pumping (TX) | |
| Cemstone Products, Co. | Frontline Concrete Pumping | PKS Concrete Pumping, LLC. | |
| Central Concrete Pumping (CAN) | Golden Arrow Equipment, Inc. | R.L. McCoy- Indianapolis, IN | |

To learn more about the ACPA Certification Program or to obtain a complete listing of all members who certify, visit www.concretepumpers.com or call 614.431.5618.

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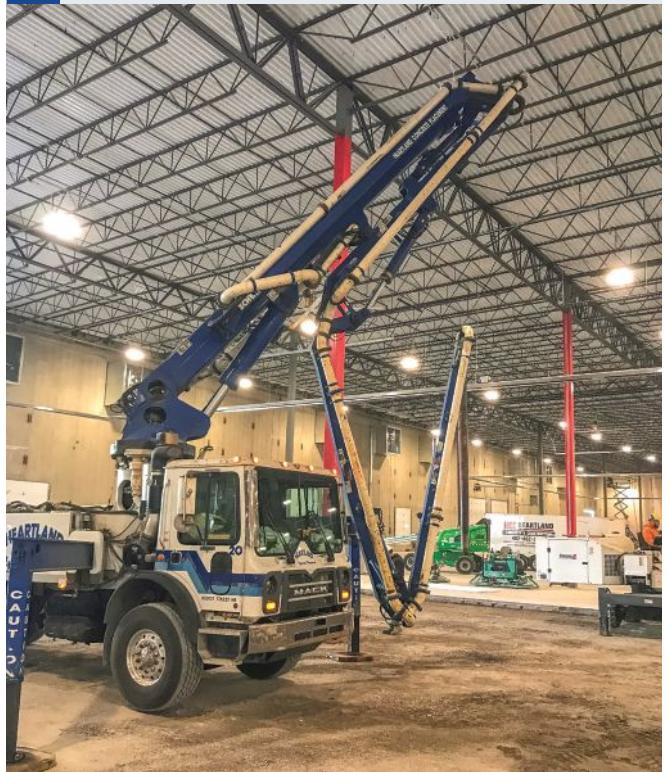


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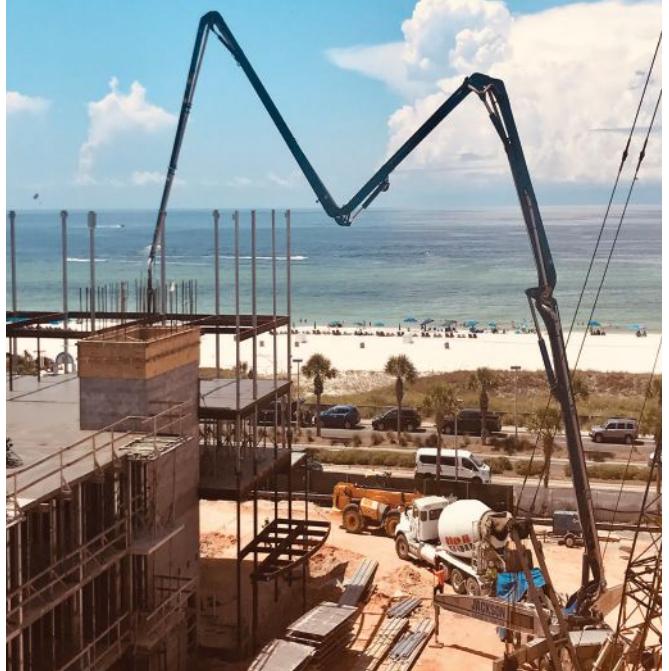
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Michael Dockery Joins DY Concrete Pumps as Western USA Regional Sales Representative

DY Concrete Pumps is pleased to welcome Michael "Doc" Dockery to the team. Doc's role as Western USA regional sales representative combines his extensive background in sales, marketing, truck chassis



Michael Dockery

knowledge and aftermarket parts, solidifying DY's growth within the Western U.S.

"Doc is a great fit for our team. His knowledge of truck chassis and sales is a good fit for DY's industry leading customer service," said Mike

Morris, North American sales manager at DY Concrete Pumps.

Doc resides in Seattle, Washington and

will cover the states of Washington, Oregon, California, Idaho, Montana, Nevada, Utah and Arizona. Contact Doc on his mobile phone at (206) 637-2218 or by email at michael.dockery@dyconcretepumps.com.

Christopher Kidd Appointed Regional Sales Manager at Simard Suspensions

The CEO of Simard Suspensions, David Tremblay, is pleased to announce the appointment of Christopher Kidd as regional sales manager for the Ontario and Maritimes markets. Kidd has 10 years in the heavy vehicle and transport industry.

Before joining Simard Suspensions in 2018 for the business development of the DRAMIS division, Kidd mainly worked as



Christopher Kidd

a sales representative in the industry. For the past three years, he has also acted as a parts and aftermarket sales support specialist.

"Christopher has very relevant experience within our company to take up the challenge in these markets. Thanks to his knowledge of the needs and issues of our clients and his ability to provide high-level customer service, he will enthusiastically ensure that these priorities are maintained for our organization," said Tremblay.

All team members wish him great success in his new role.

SCHWING Announces New Director of Parts Sales

James Rogers has been hired as the director of parts sales for concrete equipment manufacturer SCHWING America. In his new position, Rogers will be responsible for sales of SCHWING parts for the company's complete line of truck-mounted concrete pumps, stationary pumps and truck-mounted conveyors. Rogers has an extensive background

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The advertisement features a large background image of a construction site with a yellow concrete pump truck. Overlaid on the right are three magazine covers: 'Commercial ICF Hotspots: AIA Project Profiles', 'Going LEED', and 'Durability: Man-Made Disasters Stormproof Roofing Project Profiles: Buckle Up!'. The ICF logo is present in the bottom left and right corners.

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in the concrete pumping industry, working in equipment and parts sales as well as in equipment finance.

James was previously a sales management director at four different manufacturing companies: three were consumable industrial products, and one steel fabricator.

Rogers brings a breadth of sales and management experience to his role at SCHWING, with over 15 years of experience in the concrete pumping industry, 11 of which

were for a different concrete pump manufacturer as a regional manager/director specializing in equipment and parts sales. His most recent position was senior vice president for M2 Equipment Finance Company, which financed concrete pumping customers' new and used equipment purchases.

In his new capacity, James will be promoting the benefits of SCHWING spare parts for their quality, precision fit and durability. James will also help improve the level of service to our customers and further the technology in our parts business line. "I'm thrilled to be joining the SCHWING team. I look forward to working with current SCHWING parts customers and reaching out to new ones. We have a lot of exciting things in the works," he says.

"We are very excited to have James join our team. With his passion for the customer, his extensive knowledge and his key relationships within the industry — it's a great fit," said Bill Murray, CEO of SCHWING America.



James Rogers

of the trucks.

In 1992, Simard obtained his first Canadian and American patents for the AMS tandem spring front suspension. These innovations soon gained a reputation within the Americas markets. Mr. Simard developed several other suspensions for which he would also obtain patents.

Firmly attached to his roots, Mr. Simard's priority has always been to encourage local know-how and promote the development of his region. Simard Suspensions has never stopped supporting cultural, community and sports initiatives — actions always aimed to energize the community.

Today, nearly 200 employees design, manufacture and install these innovative solutions. To date, nearly 25,000 trucks have passed through the Baie-Saint-Paul facility to receive conversions from Simard Suspensions. André-Marie Simard has made the family business an undisputed leader in the vocational truck industry. He has promoted his region and the Quebec province throughout the Americas, significantly contributing to Canadian innovation.

Putzmeister Announces Beth Tepley as Marketing Manager

Putzmeister America, Inc. is pleased to announce Beth Tepley as the new marketing manager. In this role, she will be responsible for all marketing activities throughout Canada, United States, Latin America and the Caribbean. Beth comes to Putzmeister with over 20 years of heavy equipment experience.

"We are excited to have Beth onboard," said Bill Dwyer, VP of sales and marketing for Putzmeister. "Her well-rounded marketing experience provides her with the knowledge and skill required for this position. She has hit the ground running and is already proving what a valuable asset she is to PMA."

Putzmeister America, Inc. is a global leader in concrete and material placing equipment with a worldwide reputation for quality, durability and innovation, its goal to make work easier for the concrete placing industry. **CP**



Beth Tepley

Honorary Distinction for Founder of Simard Suspensions



André-Marie Simard

Simard Suspensions, André-Marie Simard, recently received this award.

Simard's interest in load distribution deficiencies in heavy vehicles began in the 1950s at his father's shop. In 1983, he took over Emmanuel Simard et Fils Inc. and carried out his first modifications, adding a second front axle which made it possible to safely increase the load capacity, profitability, comfort, maneuverability and longevity

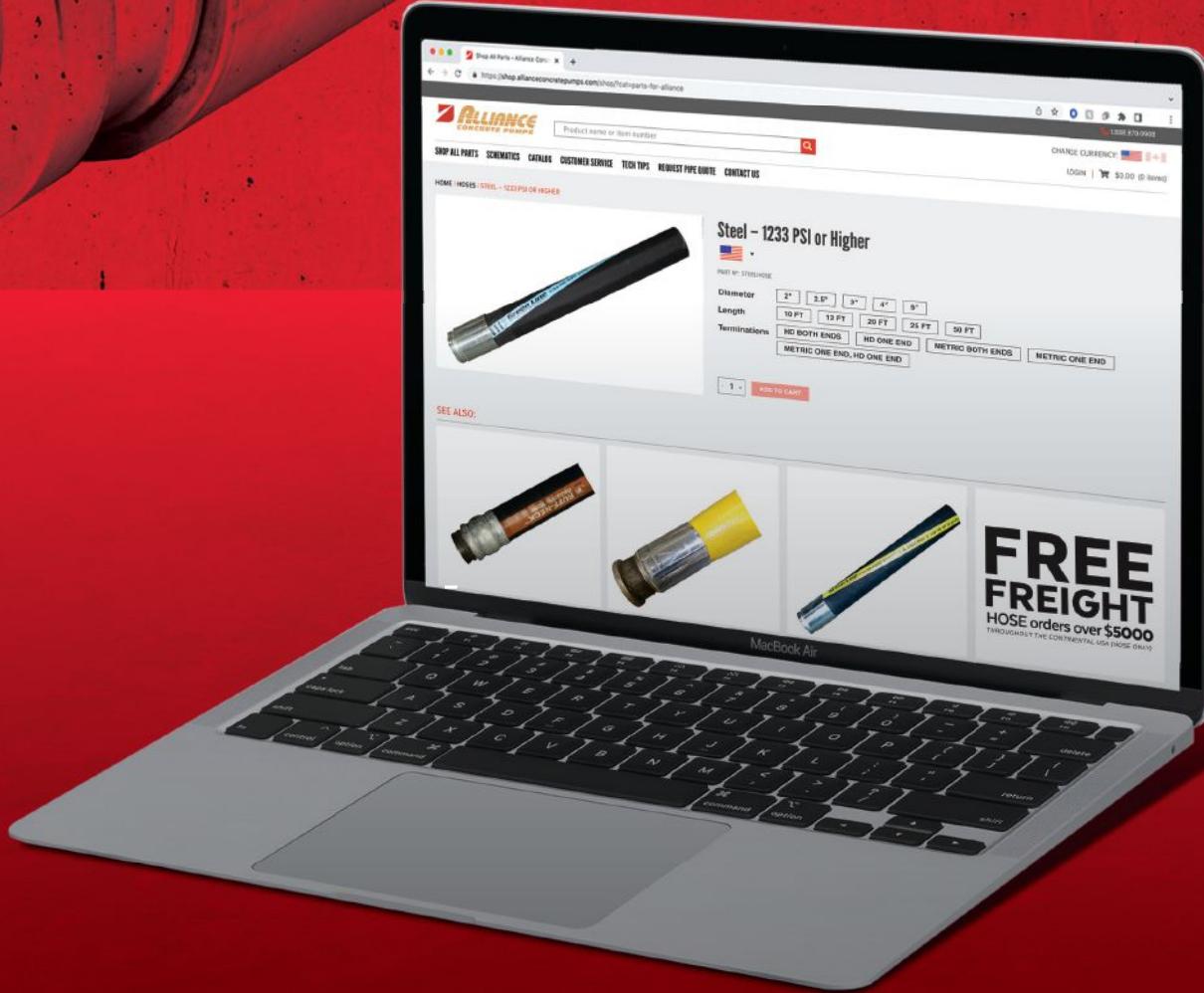
The Order of Merit honorary distinction highlights the exceptional contributions by some of the citizens of Baie-Saint-Paul, Quebec to the development of the community. The founder of

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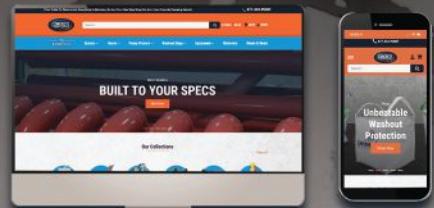
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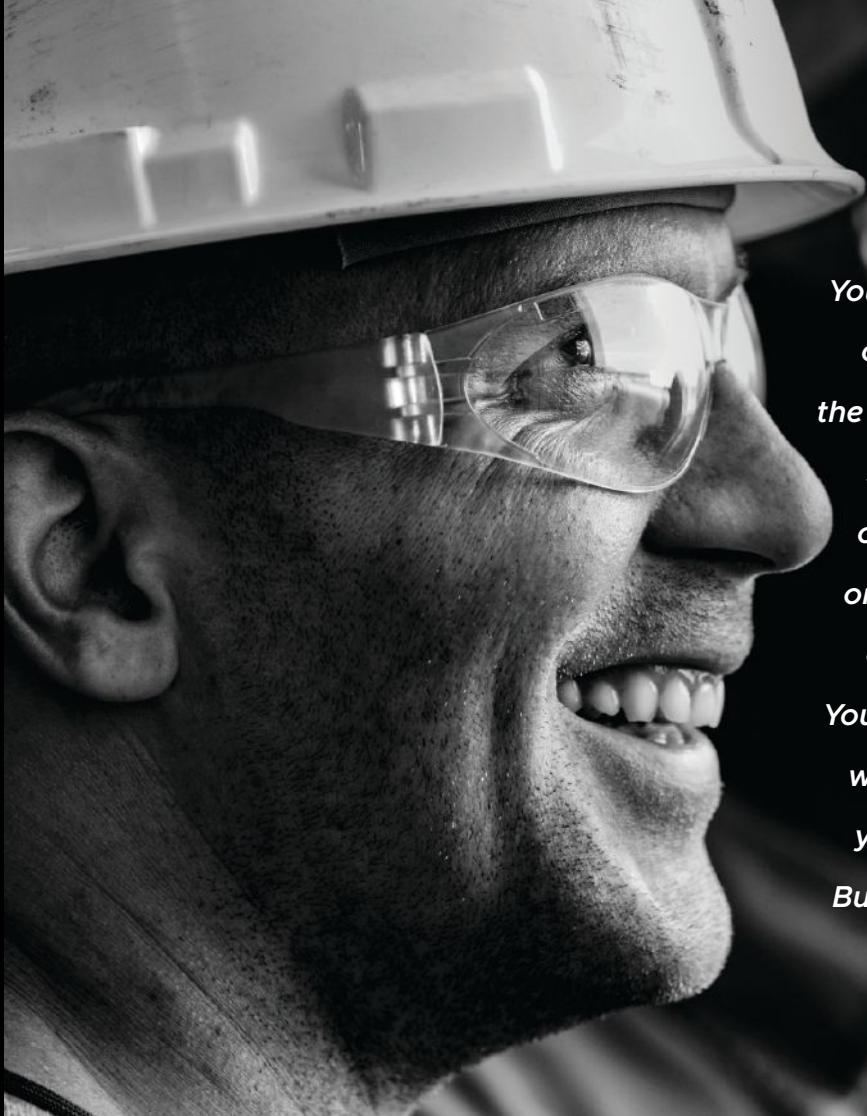
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