



The Voice of SSPC: The Society for Protective Coatings

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Work Plan: Use It or Lose It

By Joseph Brandon and Michael Damiano, SSPC: The Society for Protective Coatings

This article is the fifth in a series on contracting. The authors discuss the Work Plan concept as a valuable tool for facility owners or those managing coatings projects for an owner. The article covers what to include in the Work Plan, how owners can use it, formats, documentation, and more.



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2011 Equipment Buying Guide

This year's *Equipment Buying Guide* lists products, equipment, and supplies for protective and marine coating work from more than 450 manufacturers and distributors located throughout the world, but especially in North America and Europe. Product listings begin on p. 32, and contact information for each company begins on p. 102. As in previous years, the *Guide* is based on surveys completed by equipment companies known to *IPCL*.

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The Importance of Planning

his issue of the *Journal of Protective Coatings & Linings* has an article on page 14 written by Mr. Joseph Brandon and Mr. Michael Damiano entitled, "Work Plan: Use it or Lose it." This article highlights the importance of planning in any coatings operation so that the

facility owner insists on a thorough Work Plan that delineates the operation "from soup to nuts" in a concise manner to ensure that the coatings work being performed is being done right the first time, all the time.

Webster's Dictionary defines the word "plan" as "a method for achieving an end; an often customary method of doing something; and lastly, a detailed formulation of a program of action." I am a person who likes to execute but not to plan. Planning is difficult

for me because I sometimes perceive that folks plan things to death, and nothing gets done. Due to my perception, I often found the steps I took were "fire, ready, aim," instead of stepping back, conceiving a plan, and then thoughtfully executing it. Many times I thought action had to be immediate, and I did not adequately plan. As I look back, good planning might have led to fewer missed critical steps and a better execution of what had to be done.

As many of you know, I have a military background. When I first joined the military, there was not nearly the level of planning that went on as when I retired. In the first years, we would all be briefed on what the operation was, maybe do a map reconnaissance, and then "mount up" and go execute it. In later years, we would receive the mission, build mock facilities and replicas of the terrain, go over many iterations of the operation on these replicas, and only then would we "mount up" and do the mission. Because of the increased amount of planning, everyone knew what was to be done at all levels. If one person was missing, someone else knew what he or she would have to do to fill in and continue to carry out the mission. It was quite an extensive process, but it paid dividends because peoples' lives were at stake. I have never been around any Special Operations Command Forces (Delta Force, SEALS, etc.), but the hours of rehearsal and practice that goes on for one of those operations is phenomenal. It has been reported that SEAL Team 6 rehearsed their mission for months before going into Pakistan.

The most important part of planning is reviewing all the contingencies. What happens if this key person does not show

up for work? What happens if this key piece of equipment fails? What is our backup plan? In a coatings operation, how do we continue to get the job done and meet the owner's specification and timeline? When things go wrong, it is not the time to scramble for solutions.

Brandon and Damiano's article gives some great ideas on the importance of a thorough and detailed Work Plan. Just like the military's strategic and operation planning, the coatings Work Plan gives the people who execute the job, at all levels, the detail and guidance they need to meet the specification and the owner's expectations. With a detailed plan, the coatings job is done right the first time, every time. Good planning should also save the contractor time and money by instituting procedures that become rou-

tine. One of the most important results of having a good Work Plan is that the planning process should take in all aspects of safety on the job. Detailed safety planning has to be an integral part of the entire Work Plan. I used to say, "You only go around once in life, and this ain't no dress rehearsal." The same thing applies when you start a job. Once you start, "it ain't no dress rehearsal."

An aspect of planning that is often missed is what happens when the job is finished. In the military, we had a process called the "after action review." People were gathered, and everyone assessed what was done right and what was done wrong. It was the best teaching tool we had. People admitted when errors were made, and they never pointed fingers. People were able to admit their mistakes because no adverse action was taken against them. It was purely a learning tool. A contractor and owner should do the same and learn from the way each does business. Then, if the contractor does work for the owner again, the same mistakes do not occur.

Again, I invite you to read the article. Better planning yields better execution, and, as a result, coatings jobs that are done right every time.

Bill

Bill Shoup Executive Director, SSPC

Pull-Off Adhesion Testing Webinar Slated for July

n SSPC/*JPCL* Education Series Webinar, "Pull-Off Adhesion Testing," will be presented by David Beamish of DeFelsko on July 13, 2011 from 11:00 a.m. to noon, EST.

Adhesion is one of the key properties of a protective coating and can be measured by ASTM D4541, Standard Test Method for Pull-Off Strength of Coatings Using Portable Adhesion Testers. This

method measures the minimum tensile strength necessary to detach the coating in a direction perpendicular to the substrate.

The webinar, presented at a basic level, will explain how to perform an adhesion pull-off test accu-

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JPCL SP Probable Webinar Education Series

rately and will review the factors that can affect test results, such as thickness of the test substrate, dolly size, degree of cure, type of test instrument, operator skill, and consistency and rate of load.

Free registration for the webinar is available online at www.paintsquare.com/education.

Education Series Webinars provide continuing education for SSPC recertifications, as well as technology

updates on important topics. While participation in the webinar is free, for those who wish to receive continuing education credits from SSPC, a test is available after the webinar. Cost of the test service is

SSPC Seeks 2012 Structure Award Nominations

SPC is accepting nominations from the membership for the annual Structure Awards. The awards recognize the

work of teams of contractors, designers, end users, and coating manufacturers for excellence on particular coatings projects.

Winning projects will be honored at the Awards Luncheon during SSPC 2012 featuring GreenCOAT, which will be held in Tampa, FL. The luncheon is scheduled for Jan. 31. Winners will also be featured in a photo essay in *JPCL* after the conference as well as reported in *PaintSquare News*.

All types of structures are eligi-

ble, including bridges, tanks, concrete structures, and industrial or commercial facilities. The work on the structures must have been completed between July 1, 2010 and June 30, 2011, except for the Charles G. Munger Award for longevity and the Military Coatings Project Award of Excellence.



Coating work on the Hoover Dam Bypass/Colorado River Bridge won the Crone Knoy Award in 2011



The deadline for nominations is Oct. 31, 2011. A representative of the structure owner must attend the awards lun-

\$25. All participants receive a free certificate of completion.

cheon to accept the award and give permission for the information to appear in *JPCL*.

Award categories include the Charles G. Munger Award, the William Johnson Award, the George Campbell Award, the Crone Knoy Award, and the Military Coatings Project Award of Excellence. Details on the award categories are available from SSPC (sspc.org) and appear in the May 18 PaintSquare News announcement. Visit www.paintsquare.com

or use your smart phone to capture this barcode to access the story directly.

For more information or a copy of the nomination form, contact Terry Sowers, SSPC Director of Member Services, at 877-281-7772 ext.2219, or sowers@sspc.org.

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SCAQMD Updates Coatings Rules

fter more than two years of drafts and discussions, the South Coast Air Quality Management District has amended and published its Rule 1113, "Architectural Coatings," which applies to any coating, including those for industrial maintenance (IM), intended for application in the field to stationary structures in the District. The amended rule was approved June 3, 2011.

The Rule is intended to regulate the level of volatile organic compound (VOC) content of coatings because VOCs contribute to the formation of smog.

Some changes affecting IM coatings are listed below.

- Applicability: widened to include persons who market architectural coatings and those who store architectural coatings at a worksite
- IM category: expanded to include non-sacrificial anti-graffiti coatings
- Colorants: VOC content regulated separately when the colorant is added to any coating at the point of sale (limits set in grams of VOC per liter of colorant).

VOC limits on most IM coatings remain at 100 grams of VOC per liter of coating, excluding colorants as defined above.

Many other amendments affect coatings relevant to maintenance coating work, and effective dates of the changes vary, as noted in the regulation. SCAQMD says the changes will reduce VOC emissions and clarify implementation issues.

For more information: www.aqmd.gov.

Hi-Temp Names Regional Managers

i-Temp Coating Technology (Acton, MA) has named Dean Habegger and Stan Osborne as regional managers covering the western and northwestern states.

Habegger has over 38 years of expe-

rience in the protective coatings industry.

Osborne has 35 years of experience in the protective coatings industry and is a member of SSPC and NACE.

DoD Corrosion Conference Heads to California

he 2011 Department of Defense (DoD) Corrosion Conference, sponsored by NACE International, will be held

at the La Quinta Resort and Club near Palm Springs, CA, from July 31 to Aug. 5. SSPC is a co-sponsor of this year's conference. The conference will encompass all branches of the military. Hosted by



Daniel J. Dunmire, Director, DoD Corrosion Policy and Oversight

the Army, this year's conference will cover the equipment and facilities that continue to combat corrosion. The conference is held every other year.

Bill Shoup, Executive Director of SSPC, will take part in the Corrosion Education Panel on Monday, Aug. 1, at noon during lunch and the Afternoon Opening Plenary Session.

The conference will present topics impacting the military's readiness, safety, logistics, and cost for both equipment and infrastructure. There are four parallel generic tracks: Corrosion Policy, Corrosion Science, Corrosion Technology, and Corrosion Resistant Material. Within each generic track, there are several specialty sessions, some of which require several contiguous morning and afternoon sub-sessions to provide enough time for all approved briefings.

A full exhibition is planned for Aug. 1 to Aug. 4. Hours vary by day. At press time the schedule for the exhibition hall is:
• Monday, Aug. 1, 8:00 a.m. to 3:00

• Tuesday, Aug. 2, 9:00 a.m. to 4:00 p.m.

SSPC's Shoup Visits Indonesia



SPC Executive Director Bill Shoup; Abdul Rashid, PCS of AR786 Engineering Consulting; and Patrick Tan, Business Development Manager for In-Spec Corporation Pte. Ltd., are shown above in the SSPC booth at the Indocoating 2011 Conference in Batam, Indonesia, held May 4–7. In addition to attending the conference, Shoup toured Singapore and Indonesia and met with SSPC members while in the region.

- Wednesday, Aug. 3, 2:00 p.m. to 4:00 p.m.
- Thursday, Aug. 4, 9:00 a.m. to 4:00 p.m.

New this year, the DoD will present the Department of Defense Corrosion Bowl Award. The award is for collaborative efforts by a research team from two or more universities in meeting DoD needs in corrosion prevention and control through unique and innovative research that develops or leads to the use of better testing, analysis, material, processes, assessments, or designs for corrosion prevention and control. To be eligible for the award, the research must be a student collaborative activity of two or more accredited universities, be applicable to the DoD, and be presented by the research team at the poster session of the Conference.

For more details and updated information, visit http://events.nace.org/conferences/dod2011/index.html.

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On Using Surface-Tolerant Coatings

This Month's Question: When specifying coatings for maintenance repainting of structural steel, under what conditions is it acceptable to settle for a surface-tolerant system, and when is such a system unacceptable?

Bob Kogler

Rampart, LLC

"Surface tolerant" has been a hopeful description of various industrial coating systems over the years. This moniker plays on the unending search for the magical coating system that, through the miracle of materials science, can mitigate the costly and painstaking nature of surface cleaning and preparation. Rational analysis of the available information tells us that there are certainly coating materials that provide some level of robustness to less-thanideal surface preparation. More accurately, some materials are engineered to extend the envelope of practical application conditions. But there really are no coating systems or materials available that provide an alternative to the need for high-quality surface preparation to achieve long-term high performance in aggressive environments.

That said, the cause is not lost. Based on years of direct and indirect involvement in independent coatings evaluation for bridge and marine infrastructure owners, my opinion is that the key to the "surface tolerant" question is proper management of expectations rational through a engineering approach. Owners and their representatives must analyze the exposure conditions on a macro and micro level, and

Editor's Note: JPCL's Problem Solving Forum questions are also posted and answered on the electronic daily newsletter, PaintSquare News. To subscribe, visit www.paintsquare.com.

define the specific environmental stresses a coating system will see during its service life. Some analysis can be of fact (test data, direct observation); some must be educated guesses. (Will the bridge joints fail and conditions on the steel worsen over time?)

With such an approach, custom solutions can target resources at the worst exposure conditions, while stretching resources (and, likewise expectations for performance) over less harsh areas of the structure. For areas deemed less aggressive or less critical (structurally or aesthetically), a less robust coating system (surface preparation and coating material combination) can be used. An example of this hybrid approach is "zone painting" of structures: Areas with significant run-off and splash are blasted and painted while the rest of the steel is spot primed and overcoated after using a much less costly surface preparation technique.

The bottom line comes down to cost and expectations. Many successful jobs have used less aggressive, less expensive surface preparation coupled with coatings engineered to be "surface tolerant." But "successful" was defined by the performance expectations. In my experience in the highway community, for example, the philosophies of the bridge owner agencies were generally split almost equally between full blast removal and repaint versus the aggressive use of overcoating. Owners on both sides were happy and disappointed with their results, but the key to their

satisfaction always seemed to be how realistic their performance expectations were for the job. Owners who went into an overcoating job on a bridge in a marine environment expecting 20 years were always disappointed. However, the same system used on a bridge in a moderate exposure with a going-in plan for targeted touchup at five-year intervals claimed success and savings.

Choosing a surface-tolerant coating over less than optimum surface preparation can be okay, depending on the risk tolerance of the owner in that particular case. In aggressive environments that are difficult and expensive to access, critical structures almost always merit investment in high-quality surface preparation. But structures (or parts of structures) in less aggressive environments or with easier access for maintenance may be excellent candidates for a thorough washing, power-tool cleaning, and application of a surface-tolerant system. In the latter case, the owner is consciously taking on some measure of risk. That risk can be mitigated with good specifications, quality materials, and professional contractors.



Bob Kogler is a principal with Rampart, LLC. Previously with the Federal Highway Administration, he led the agency's corrosion protection

and coatings research efforts for the past decade, including the Bridge of the Future research team. A JPCL Contributing Editor, he has written articles on a wide range of topics. He is also a past president of SSPC.

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The Case of the Coal Tar Epoxy That Fizzled: Protecting Concrete in a Wastewater Treatment Plant

By Ray Tombaugh, KTA-Tator, Inc.
Richard A. Burgess, Series Editor, KTA-Tator, Inc.

ne of my clearest memories from my seventh grade general science class is one of our "lab day classes," when we saw what happened when a (weak) acid solution was dropped onto rocks. The drops began to bubble and fizz when the acid landed on some of the rocks, but it did nothing exciting when it landed on other rocks. The lesson? Rocks made of limestone fizz when treated with acid. Through trial and error around the home, similar experiments on all sorts of surfaces segregated the fizzers from the non-fizzers. Concrete and cement were in the fizzer group. Fun? Certainly. Useful? Perhaps, as we shall see from this month's case.

During the construction of a wastewater treatment facility in 2007, the wetwells and other basins were coated with a coal tar epoxy. Within a year and a half after commissioning, the plant operators noticed that the coating was delaminating from the walls of several clarifier wetwells. Yet inspections of the clarifier basins showed no coating failures. The facility management wondered why the failures were occurring only in the wetwells, even though the same coatings were applied to the clarifier basins at the same time and in the same manner. The coating contractor was requested to investigate the failure of the wetwell coatings to determine the cause and to determine whether the problem was more widespread.

Background

The specification for the coating work required that the concrete surfaces be prepared in accordance with SSPC-SP 13, "Surface Preparation of Concrete," and ASTM D4259, "Standard Practice for Abrading Concrete." Abrasive blasting was required to open all surface voids, bugholes, and air pockets. In addition, the specification called for the blast cleaning to impart a surface profile with a roughness equal to or smoother than 80-grit sandpaper. Bugholes were to be filled with grout.

The painting schedule in the specification required that a coal tar epoxy coating be applied to the prepared concrete in one coat to achieve a dry film thickness (DFT) of 16 mils. Several coating

manufacturers were identified as having suitable coal tar epoxies, and the contractor selected one of the identified coatings for use. The manufacturer's data indicated that the coat tar epoxy is self-priming; is normally applied at 16 mils (in one or two coats); and may be applied to properly prepared, cured concrete (28 days). Application was by spray and then back-rolled, as the manufacturer's data sheets allowed.

High voltage spark testing was to be performed once the coating was applied and also once the coating had cured. Holiday testing can be conducted on concrete as long as it can be properly grounded and there is enough moisture in the concrete to carry the current. (Typically, there is enough moisture to perform the

test.) Grounding is achieved either by direct contact to rebar or by attaching the instrument's ground to wet window screen that is pressed against the surface of the concrete with sand bags. Tensile adhesion tests were also required at two locations in each basin.

Field Investigation

During the investigator's initial visit to the facility, the water levels were at normal operating levels in the primary effluent wetwell. The coating had blistered in many areas, with open and intact blisters at and above the water line. The concrete below open coating blisters appeared degraded, with aggregate visible in some areas (Fig. 1).



Fig. 1: Condition of the coating at the primary effluent wetwell hatch. Coating failures were observed only at the water line area. Photos courtesy of KTA-Tator

The coating at the lip of the wetwell was tightly bonded to the concrete and difficult to remove. The coating had to

be removed with a chisel and disbonded in small pieces (Fig. 2). The investigator determined that a second site visit should be performed after the wetwell was drained to provide access for investigating the surfaces that had been immersed.

Thus, before the second site visit, the owner drained the wetwell to permit entry, and the contractor pressure water washed the walls to remove the slimy surface layer that would have impeded direct access to the coating surface.

The field investigation consisted of visual observations, adhesion assessment, and pH measurements. Adhesion

was measured in accordance with ASTM D6677, "Standard Test Method for Measuring Adhesion by Knife," which involves making an X-scribe in the paint film and then lifting the coat-



Fig. 2: Above the water line, the coating was tightly bonded and had to be chipped off with a chisel.

Fig. 3: Typical condition of the coating below the water line after pressure water washing. Note the blisters that cover the surface of the coating. Also note the exposed aggregate after the degraded coating and concrete were removed.

ing with the knife blade at the intersection of the incisions. Adhesion is rated according to the amount of coating removed by the knife on an even-number scale of 0 to 10, with 10 being best.

During the pressure washing, portions of coating and underlying soft concrete were removed, exposing the aggregate. The surrounding coated areas were blistered, and the blister caps were generally intact. The blisters ranged in size from ½2 of an inch to 2 inches in diameter (Fig. 3). Close examination of the blisters showed that white spherical deposits were visible on the surface of the blister caps (Fig. 4).

Slime was also visible on the surface of the coating in areas that had not been pressure water washed, and the coating was delaminated from the surface and broken open, exposing soft concrete, which could be probed with a knife up to two inches in depth (Fig. 5). The coating that had delaminated was very brittle and broke easily when flexed. The pH of the process water coming over the weir was measured at 8 (slightly alkaline), whereas the pH of the soft concrete measured in two locations was 2 and 3 (acidic).

Some areas above the water line were blister free while other areas were blistered.

Adhesion tests performed on the Continued



Fig. 4: An example of the white deposits (gypsum) found on some of the blister caps



Fig. 5: An example of the condition of the wetwell walls where the coating had lifted and had broken apart. The underlying concrete is extremely soft.

The coating is brittle.

Cases from the F-Files

coating in blistered (but intact) and nonblistered areas showed excellent adhesion (ASTM D6677: 8 to 10). Because the coating was tightly adhered to the concrete in these areas, the investigator concluded that the concrete had not yet degraded in them.

Conditions similar to those in the pri-

mary effluent wetwell were observed in the roughing filter wetwell. Small blisters (between 1/16 and 1/4 of an inch in diameter) were observed on all surfaces of the wetwell (above and below the water line) as well as on the coated roof of the wetwell, which was dripping wet. There were also larger blisters (1-2 inches in diameter) above the water line and on the roof (Fig. 6). Some blisters had opened, exposing soft cement and aggregate underneath the coating.

Adhesion tests were conducted in this wetwell, and all resulted in poor adhesion grades (ASTM D6677: 0 and 2). The pH on the top surface of the wet coating was 8, and the pH of fluids removed from beneath split blisters was 2 and 3.

No visible failures were observed on any of the primary basins.

Samples of the tightly adherent and delaminated coating along with samples of the underlying soft concrete were collected for laboratory analysis. In addition, a core sample of the concrete with tightly adherent coating was removed for examination. The coating removed from this sample was glossy and somewhat brittle but significantly more flexible than samples of the delaminated coating. The broken blister caps that had white deposits on the surface were very brittle and had a matte appearance. Bits of concrete were attached to the backs of the degraded coating.

Laboratory Investigation

Infrared (IR) spectroscopy of the degraded coating indicated that it was an epoxy and consistent in formulation with the control sample obtained from the manufacturer; however, the site sample had significantly less epoxy than the control.



Fig. 6: The roughing filter wetwell had both large and small blisters (1/16 inch to 2 inches in diameter) on the walls and roof. Some had opened up to expose soft concrete.

Chemical analysis (IR spectroscopy) of the underlying soft concrete determined it to be primarily gypsum (calcium sulfate).

Scanning Electron Microscopy-Energy Dispersive X-Ray Spectroscopy (SEM-EDS), an analysis that identifies the presence of chemical elements, showed that the white deposit on the surface of the blister cap samples was primarily composed of carbon, oxygen, silicone, sulfur, and calcium. Additionally, a moderate amount of sodium, aluminum, and phosphorous was identified in the white deposit. The chemical formula for gypsum is $CaSO_4 \times 2(H_2O)$, which suggests that the white deposits and white material behind the coating layers were primarily gypsum with other dirt and debris.

Laboratory pH measurements were in agreement with the field results. The pH of the failed coating samples removed from the wetwells ranged from 2.2 to 3.13. The pH of a non-failing sample

removed from the lip of the wetwell had a pH of 9.89.

The DFT of the coal tar epoxy coating ranged between 15.6 and 24.4 mils.

Microbiological analysis of the degraded concrete indicated that it had large quantities of acid-producing and sulfate-reducing bacteria.

Discussion

The field and laboratory investigators determined that the coating degradation was due to exposure to a highly acidic environment caused by microbiological activity.

The pH readings recorded in the wetwells indicated that while the process water was fairly neutral (pH of 7 to 8), the environment within the coating where the failures had occurred was highly acidic (pH of 2 or 3). At acidic pH levels such as those found

behind the coating, degradation of the binder in the coating (epoxy) will occur. Chemical attack was verified by observations of two common signs.

- Very brittle condition and loss of gloss of the coating that was exposed to the acidic conditions as compared to the control
- Relatively weak concentrations of the epoxy component remained in the degraded coating (determined through IR spectroscopy) when compared to the control sample.

Once the binder in a coating breaks down, acidic water permeates the coating and results in degradation of the concrete and blistering of the coating. Analysis of the soft material behind the coating determined that the material was primarily gypsum, along with other constituents of the concrete. The gypsum had formed as a result of a reaction between the concrete and the sulfuric acid that the bacteria introduced.

Cases from the F-Files

Since pH measurements indicated that the sulfuric acid was not from the process water, the likely source was a localized condition next to the coating. Sulfuric acid in a wastewater treatment plant (other than from the process water) often results from oxidizing bacteria that live in the wastewater systems.

By design, a wetwell supports this reaction since hydrogen sulfide is released from the process water as it passes over the weir into the wetwell. This mechanism would also explain why the degradation occurred above the water line and on the ceiling of some of the wetwells. The presence of the slime may also have created an ideal environment for the bacteria to grow.

No problems with the application of the coal tar epoxy were noted during the investigation. It was applied at the recommended thickness and was tightly adhered to the concrete even when the concrete was attacked by the sulfuric acid. This was confirmed by the pieces of concrete that were found attached to the back of the failed coating.

It was recommended that the existing coating be removed and replaced. If the current acidic environment could not be stopped by some sort of process change, the existing coating system would have to be replaced with a more acid-resistant coating. The existing coating and degraded concrete were recommended to be removed by high-pressure waterjetting or open abrasive blasting.

Once the coating was removed, the

Ray Tombaugh is a Senior Coatings Consultant for KTA-Tator, Inc. He holds a B.S. in chemical engineering from

Lehigh University, is a member of SSPC, and is a NACE-Certified Coatings Inspector Level 3 (Peer Review).

surfaces were to be thoroughly flushed to remove all acid that may have remained, and then tested for pH. Neutralization with an alkaline material such as a sodium hydroxide solution might be necessary if the pH of the surface cannot be brought up above neutral.

Once the surface is dry, areas of exposed aggregate should be primed and resurfaced with an epoxy fortified resurfacing material. One or two coats of an acid-resistant lining, such as an epoxy novolac, should be applied at around 60 mils DFT.



Mork Plan: Use It or Lose I

By Joseph Brandon and Michael Damiano, SSPC: The Society for Protective Coatings

Authors' Note: This article is the fifth in a series on contracting. We have discussed the value of project planning in references 1-4, with a different look at the value of project planning to each entity involved in a project. It is not the intent of this article to delve into the details of project planning; rather, we intend to address the results of project planning and how to use those results to improve project execution. While this article concerns only Work Plans, we continue to recommend that Work Plans and Corrective Action (CA) be used together because they are complementary tools for improving control over any type of

project. A glossary is on p. 16 of this article.

n this article, the term "Work Plan" means "detailed work procedures, including all alternative formats of detailed work procedures, such as Process Control Procedures (PCPs), Work Procedures, and Work Instructions." An owner can, in the contract, require the contractor to write and submit a Work Plan before starting

the job. The Work Plan concept, available to the coating community for many years and in many formats, can be a valuable tool for facility owners or those who manage coating projects for the owner. Using the Work Plan can be especially valuable if the owner's contract administration staff is not expert in coatings. It may seem counterintuitive to require the coating contractor to submit detailed work procedures to contract administrators not expert in coatings, but as we will show, it is precisely in this context where the Work Plan is most valuable to the owner.

Here are two basic guidelines for owners.

- If you require a Work Plan submittal on each project, but you file it away, you are missing the value of this tool. You might as well eliminate the requirement and stop wasting both your and the contractor's time. The value of the Work Plan lies in its use as a living document throughout the project.
- · If you don't use the Work Plan in your contracting, you are missing one of the more valuable tools that owners and contractors can use to improve both the contracting process and the finished product.

Why Owners Should Require the Work Plan

There are many good reasons for requiring a contractor to document its work procedures in a Work Plan, but one reason stands out: "To ensure complete and effective communication of intents to everyone involved with the project." Simply verbalizing the procedures to managers, supervisors, and workers isn't enough. Why not?

Remember the campfire game where one person whispers a message to the next person and asks the person to pass it on? By the time the message has gone around the campfire circle, it is seldom the same message that the first person passed on. Players have inadvertently modified the message, sometimes as soon as the second person passes it on to the third.



What makes us think that verbal communication on a jobsite is likely to be any better than in the campfire game? When we add problems such as nuances in words (especially in technical terms), unqualified personnel, language barriers, and multiple tradespeople, it is easy to see that communication problems can happen and have a serious, negative impact on worker performance and on the project.

We know that contract documents contain many requirements, such as procedural and technical requirements, referenced requirements, and, on occasion, performance requirements. But the typical contract document package fails to provide for a clear understanding of the sequence of processes that will be employed on a project. Without such an understanding of the project, the contractor's staff has little knowledge on which to plan and prepare to get the work done cost effectively, within schedule and in accordance with requirements.

Likewise, without the details of the contractor's plan of action, the owner's staff has little knowledge upon which to review any submittals or to have any idea of the contractor's intended processes.

Further, project managers, superintendents, foremen, workers, inspectors, and suppliers are dependent upon others to provide suitable advance notification of work to be accomplished. The Work Plan should be a living, multi-purpose document that is constantly revised to show the latest approved and verified procedures. It should be used for training and indoctrination before performing the work. The Work Plan also gives the objective evidence of the procedures that were to be used on the project, in case any

questions arise later concerning the condition of the finished product.

What the Contractor Should Include in the Work Plan

While the owner's specification details the requirements for the end product, the spec leaves, by design, many important decisions up to the contractor, and the Work Plan is contingent on these decisions. They may include but are not limited to

- · selection of materials,
- selection of equipment used for surface preparation and application,
- · order of work progression,
- use of shop as well as field procedures, and
- a myriad of controls to ensure conformity to specification requirements.

Until the contractor makes these decisions, it will not be possible to prepare project-specific procedures, such as

- health, safety, and environmental compliance plans;
- · confined space entry plans;
- procurement of the necessary materials;
- procurement of the necessary job site and support equipment;
- assigning the management team for the project;
- obtaining the craft workers with the necessary skills;
- · mobilization of all of the above;
- · inspection and test plans; and
- · worker training and PPE.

After the contractor has made all of the necessary decisions about how to execute the project, the details must be communicated to all key people, including but not only

- · owner/engineers,
- · project planners/managers,

- · industrial hygienists,
- · schedulers,
- · purchasers,
- · superintendents,
- · foremen,
- · workers, and
- QC/QA inspectors.

The best way to effectively communicate project decisions is through use of written, detailed procedures that can be understood by all involved in the process and that relate the following types of information.

- Complete identification of the process (e.g., surface preparation, application, and cure)
- Description of how the process is to be performed, particularly critical factors that will affect the process quality, safety, and ability to meet scheduling demands
- Identification of hazardous materials to be used or wastes to be generated and methods to address them
- Qualification requirements for personnel conducting the process
- Methods for quality control of the product produced by the process
- Inspection and documentation forms for recording quality control data that the owner needs for quality assurance of the process, including acceptance criteria

Thus, the contractor's Work Plan must translate the "what to do" requirements of the specification into an efficient "how to do it" set of instructions for craftsmen to follow, from the initiation of project work to its satisfactory completion. So for each coatings project, the contractor must prepare written procedures for all of the actions required for its workers to meet the specification. These actions must be assembled in a logical sequence to minimize the time (cost) required.

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To achieve this goal cost-effectively, the documented procedures must comprehensively address all worker requirements. The Work Plan must be written in clear language, and it must be targeted to the specific production crew to ensure complete comprehension. The contractor can determine the appropriate level of detail by describing what

must be provided to a field crew to achieve the required product the first time, every time; inspected for verification; and documented.

How Owners Can Use the Work Plan

Every contracting agency constantly looks for ways to discourage contractors that are not intent upon fulfilling contract obligations. While we have put forth numerous thoughts on improving contracting, consistent and complete use of the Work Plan is one of the most powerful changes that any contracting agency can make to encourage good performers and to achieve desired results.

The owner should require that all work, inspection, and documentation be accomplished according to approved, verified procedures of the Work Plan. The Work Plan, as with all submittals, should be approved by the contractor and submitted to the owner for information and record purposes. The owner should retain rights in the specifications to review all submittals and to take appropriate action, such as making comments on proposed processes or requiring changes to the Work Plan at any time during the project. The owner should avoid getting into the position of approving or disapproving the Work Plan, or other submittals because "owner approval" might motivate the contractor to plan to do what the owner will accept instead of what the contract documents require.

The key to using the Work Plan effectively is to establish requirements where the contractor shall do the following.

- Prepare the Work Plan submittal that outlines all of the contract requirements, industry best practices, and all other relevant issues
- Require that its QC manager (and an optional Certified Protective Coating Specialist (PCS) on the QMS staff) approve the Work Plan and all other submittals
- Verify that the procedures will produce conforming work before production begins
- Have qualified inspectors (owner-specified qualifications) to inspect and document work
- Submit all change requests through the established submittal process described in the contract

Glossary

- Corrective Action (CA): correction of a nonconformity (defined below), with action to identify and eliminate the root cause of a detected nonconformity. (Brandon and Damiano, March 2008 *JPCL*, p. 29)
- · Log: a record of dated performance, events, or day-to-day activities
- Nonconformity or non-conforming work: interim or final work that fails to fulfill contract requirements and requires rework or repair, or must be scrapped. (Brandon and Damiano, August 2007 *JPCL*, p. 50)
- Process Control Procedure (PCP): a written plan prepared for each subprocess, or for multiple processes at specific locations. Sub-processes in painting operations include but are not limited to mobilization, abrasive blast cleaning, coating mixing, coating application and curing, and clean-up, inspection.
- Quality Assurance (QA): all of the actions required by the owner to ensure contractor conformity to requirements. This can include any combination of inspection of the work and monitoring/auditing of the contractor's objective evidence of conformity. Quality assurance is performed as the work progresses, and the results are used to address nonconformities in either the work or the Quality Management System (defined below), and to assist in approving invoices and accepting work. (Brandon and Damiano, August 2007 *JPCL*, p. 50)
- Quality Control (QC): "performing the necessary observations, testing, and documentation to verify that work performed meets or exceeds the minimum standards established by the project specifications or contract. QC is the contractor's responsibility." (Kaelin, April 2005 *JPCL*, p. 59)
- Quality Management System (QMS): a system of general or specific policies and procedures to improve and control the various processes that will ultimately lead to improved business performance. (Brandon and Damiano, August 2007 *JPCL*, p. 50)
- Work Instruction: "a documented process for quality activities that are intradepartmental. The intent of the work instructions [is] to be used as a reference where they will provide guidance and consistency when employees perform specific quality related tasks within a department." "Work instructions are not as general as procedures and are very task specific. They should tell how to do or use something." (for purposes of complying with ISO or QS 9001)*
- Work Procedure: "a documented process for quality activities that are interdepartmental. The intent of the procedures are to be used as a reference where they will provide guidance and consistency when employees perform quality related tasks." (for purposes of complying with ISO or QS 9001)*
 - *http://www.flowhelp.com/writing/procedure_writing.html#Procedure

- Revise the Work Plan as required to maintain continuous, verified procedures (no work without contractor-approved, verified procedures)
- Inspect to the approved Work Plan
- Document conformity of work to the Work Plan (following the detailed procedures) and to contract requirements

Formats for Work Plans

The intent of detailed procedures that constitute the Work Plan is to provide the correct and complete information to those that need it, especially those performing the work. The ultimate goal of the Plan is to provide conforming work the first time, every time. The types of information in Work Plans are essentially the same, but the formats may differ to accommodate owner requirements, functionality of the procedures, etc.

To understand the difference between Work Plans and PCPs, think of the entire coating operation as a process, and the various subcomponents of the operation, such as mobilization, abrasive blast cleaning, coating mixing, coating application and curing, cleanup, and inspection, as sub-processes. A Work Plan is written for the entire process of preparing and coating the entire structure while a PCP

is prepared for each sub-process, or for multiple processes at specific locations. Functionally, Work Plans and PCPs accomplish the same goal of detailing production of a complete and conforming product, with controls, inspections and tests, and documentation.

PCPs are common in shipyards and are likely useful in operating plants, refineries, and other facilities where work is done piecemeal and must be coordinated daily with the owner and other trades. Work Plans are more common where the entire site is turned over to the contractor for complete work on the contractor's schedule. The format, i.e., Work Plan vs. PCP, is the contractor's choice, unless specified in the contract documents. In general, the format is less critical than the accuracy and completeness of the procedures. The important factor is functionality.

The contractor's Work Plan should be consistent with its project-specific quality plan. To avoid confusion in the field, project managers should make sure that there is no repetition of procedures in either document. However, it is quite reasonable and customary to cross-reference documented procedures where necessary.

The contractor's Work Plan also provides important information to the owner and is subject to owner review. The Work Plan provides the owner with the assurance that the project has been well-planned and can be accomplished.

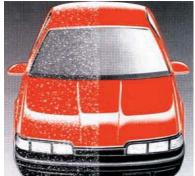
Documentation

Forms used to document all the projectspecific QC data should be customized for each project. To develop the appropriate inspection forms, the contractor

- collect contract requirements from contract documents, referenced documents, and referenced documents in referenced documents:
- develop an Inspection & Test Plan (I & TP) and I & TP Log to match requirements; and
- develop inspection forms, to include requirements, acceptance/rejection criteria, measurement of observations, assessment of conformity (Yes/No), and tracking of transfer of nonconformities to the Nonconformity Log and the CA Log.

The sequence needs to address scheduling of the work in days, plans to conform to recoat and extended recoat windows, and the impact of any required

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rework on scheduling and phasing. Since rework will require approved procedures, such procedures should be included in the approved Work Plan to be available on short notice if needed. The contractor needs to identify QC scheduling as part of the work sequence to make sure the inspections get done and to avoid delays.

The contractor's procedures must provide enough information to ensure that use of these procedures by the production crew will result in conforming work. This assurance must not only cover the quality of the procedures but also adequately address health, safety, work coordination, scheduling, etc. The Work Plan should drive the safety plan, the confined space entry plan, the I & TP, and any hazardous material and hazardous waste management plan. Only after the Work Plan contains all significant operational details can documents such as the I & TP, safety plan, and confined space entry plan be completed. All of these fit together into a package of instructions and guidance on all actions on the jobsite, and should be maintained as continuous working documents.

Added Value for Owners

Project Managers from the best coating contractors know that preparing detailed procedures requires significant time, but it is time well spent. Good procedures will result in more efficient work production and thus a cost savings to the contractor. Owners want to hire prepared contractors. The Work Plan also provides a link to the contractor's processes in the event that a problem arises with the intermediate or finished product. In the Federal marketplace where acceptance is final except for latent defects, fraud, and gross mistakes amounting to fraud, the Work Plan and I & TP are invaluable in protecting the government's rights to make claims under one or more of these exceptions.

The Work Plan drives planning, and, as a result, will help avoid many disputes, by requiring conflicts, discrepancies, and other issues to be identified early in the process to make the necessary adjustments before project start-up. When the contractor fails to produce only conforming work for any reason other than encountering a condition that could not have been known, it indicates a failure of the contractor's Quality Management System (QMS).

The most powerful benefit of the Work Plan is somewhat more obscure, and even when this value is considered alone, the Work Plan creates such value for the owner that no contract should be executed without it. Almost universally, contractors that do not intend to perform satisfactorily do not want their work traced to documented procedures because this documentation is available in perpetuity to be reviewed for flaws. Thus, consistent use of the Work Plan will discourage those contractors that do not intend to perform satisfactorily and do not have in place all of the knowledge and capabilities to plan and follow through to produce only conforming work.

This just may be that magic formula that many owners have been looking for. Here is the opportunity to eliminate those contractors that do not plan, and to award contracts only to contractors with the capability to plan, prepare, and produce conforming work—cost effectively and without avoidable accidents. Using artificial means of limiting contractors almost always has negative repercussions. Using the Work Plan can solve this problem and simultaneously give the owner much better legal protection in the case of premature failure.

Value to the Owner's Non-technical Staff

Whenever owners require the contractor to have a QMS, all submittals should be designated for contractor QMS approval, and the owner should retain rights in the contract to review and take appropriate action on all submittals. The requirements for the contractor to approve all submittals removes much of the back and forth that is common in submittals where the contractor is trying to find what the owner will accept, rather than what the contract documents require. This provides for a more complete documentation trail, and, in most cases, will result in more complete planning and preparation by removing the issue of "what will the owner accept" from the planning equation.

The non-technical contract administrator and other staff can have confidence that the fully documented trail of planning and preparation will provide a level of incentive for the contractor to plan and prepare. This incentive is less likely when the Work Plan is not required.

Requiring a Work Plan also increases the likelihood that project documentation will be complete and accurate.

Understanding that the Work Plan is a traceable document, the contractor will not want to document incomplete plans and preparations, and neither the contractor nor the inspector will want to take a chance on falsifying documentation.

Project planning is normally the contractor's domain. Most owners seem to stay out of this area for fear of directing the contractor to perform tasks a certain way. This fear may well have caused those owners to avoid the Work Plan. However, when using it in the manner described here, the owner can stay at arm's length from project planning while being assured that appropriate project planning will be accomplished and can have documentation of those planning results upon which to refer for information and quality assurance purposes.

Summary

Every contracting agency constantly looks for the magic formula to achieve desired results. Consistent and com-

plete use of the Work Plan can do just

details of the proposed execution, inspection and testing, and documentation is necessary for every project if there is to be any confidence in the work being performed in a complete and conforming manner, with minimal opportunities for latent defects.

When used as a continuous planning tool, the Work Plan is invaluable; when used as a one-time submittal, it has little or no value and should be eliminated.

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3609&pub=1. For flowcharts that illustrate processes described in article 4, http://www.paintsquare.com/library/ article download.cfm? articleid=3621&pub=1

Other Sources

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"SSPC Development and Use of Quality Control Forms in Coatings Contracting" (SSPC 2009)

"SSPC Guide for Planning Coatings Inspection" (SSPC 2008)

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SSPC Attends Historic UDOT Bridge Move

n March 26, 2011, SSPC Executive Director Bill Shoup, along with a crowd of about 1,000 people, witnessed the Utah Department of Transportation (UDOT) make history.

As part of the \$1.7 billion I-15 CORE

project, UDOT lifted the 3.8-million-pound, 354-foot-long Sam White Bridge and used self-propelled modular transporters (SPMT) to move the bridge several hundred feet.

It is the longest two-span bridge ever to be moved by SPMT in the Western Hemisphere, according to UDOT. The bridge was UDOT's 23rd successful SPMT bridge move.

For photos of the move and a link to more information, including a timelapse video of the move, visit the News section of www.sspc.org.

SSPC 2011 Conference Training and Certification Wrap-Up

Two hundred of the industry's top coatings professionals attended SSPC's training and certification programs held in conjunction with the SSPC 2011 featuring GreenCOAT show in Las Vegas, NV. The show took place from January 31 to February 3, 2011.

The focus of the training/certification programs was to provide the attendees with the necessary knowledge and resources for the protective coatings industry.

The attendees included contractors, consultants, inspectors, engineers, paint and equipment manufacturers, and structure and facility owners.



Ten students attended the Bridge Coating Inspector Certification program at SSPC 2011.



Protective Coatings Paperless QA and Digital Data Collection had 17 students.

SSPC's programs are affordable, highquality learning opportunities. Every program currently offered requires six days or less to complete, minimizing



Twenty-eight students attended SSPC QCS in Las Vegas earlier this year.

time away from the job.

The training/certification programs that were featured at SSPC 2011 are listed below, along with the instructor(s) and number of students that attended.

- Applicator Train-the-Trainer (ATT); Tom Jones and Rick Smith; 13 students
- Concrete Coating Inspector Program (CCI); Bob Murphy; 7 students
- Basics of Estimating Industrial Coatings Projects; Stephen Dobrosielski;
 12 students
- Bridge Coating Inspector Certification (BCI); Ernst Toussaint and Greg Hinkle; 10 students
- Evaluating Common Coating Contract Clauses; Ralph Trallo; 4 students
- Fundamentals of Protective Coatings (C-1); Luke Clark; 5 students
- Lead Paint Removal (C-3); Chris Lovelace and Mitch; 22 students



Students of the Project Management course. Nolan Rubus from F.D. Thomas, Inc., said, "This Project Management course was well-rounded and hit all the major points of a project manager's role. The concepts and ideas presented were universal enough to be applied to the construction industry as a whole, which is very valuable."

- Lead Paint Removal Refresher (C-5); Lloyd Smith; 34 students
- Project Management for the Industrial Painting Industry; Ralph Trallo; 11 students
- Protective Coatings Exam (PCS);
 N/A; 13 students
- Protective Coatings Inspector Certification (PCI); Bill Corbett and David Hunter; 24 students
- Protective Coatings Paperless QA and Digital Data Collection; Joe Walker and Heather Stiner; 17 students
- Quality Control Supervisor Course (QCS); Tom Jones and Charley Harvilicz; 28 students
- Specifying and Project Management (C-2); Troy Fraebel; 5 students



Students of the Concrete Coating Inspector program. "The CCI program is just another step in my professional development, which includes varied industries and materials," said Tim Williams, Braun Intertec Engineering, Inc.

The SSPC training and certification programs will be back in full force at SSPC 2012 featuring GreenCOAT, which will take place in Tampa, FL, on Jan. 30 to Feb. 2, 2012.

Visit www.sspc.org for training and certification programs scheduled throughout the year.

Thermal Spray Review Invites Participants

SSPC is inviting interested stakeholders to participate in the review of SSPC CS 23.00/AWS C2.23/NACE No. 12, "Specification for the Application of Thermal Spray Coatings (Metallizing) of Aluminum, Zinc, and Their Alloys and Composites for the Corrosion Protection of Steel."

The standard was first issued in 2003 and contains requirements for equipment, application procedures, and inprocess quality control (QC) checkpoints.

Anyone interested in participating in the review should contact Aimée Beggs, SSPC Standards Development Specialist, at 412-281-2331 ext. 2223 or beggs@sspc.org.

Donations Exceeding Expectations

Since SSPC began the Japan Chapter Relief Campaign, donations have exceeded expectations. The \$5,000 goal that the Board had decided to match has already been met.

To continue to donate to the fund, visit the SSPC Marketplace on www.sspc.org.

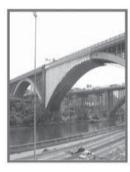
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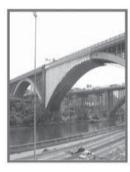
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Long Painting to Recoat Spillgate at Gorge Dam

ong Painting Company (Kent, WA) was awarded a contract by Seattle City Light to perform coatings application and seal rehabilitation on the two 47-foot-wide by 50.5-foot-high steel spillgates at the Gorge Dam on the Skagit River. The existing leadbearing coatings are the original system from 1961 when the dam was built. The project includes abrasive blast cleaning upstream gate surfaces to a Near-White finish (SSPC-SP 10) and waterjetting downstream surfaces (SSPC-SP 12) prior to applying a moisture-cured urethane system. The contract, which required SSPC-QP 2 certification, is valued at \$440,843.79.



Akira Yamamoto Painting, Inc. (Honolulu, HI) secured a contract of \$246,650 from the City and County of Honolulu to repair and recoat exterior surfaces at five reservoir sites, including reservoir walls, parapets, piping, steps, shelters, pump stations, a dome roof, and various appurtenances. The reservoir walls will be repaired and coated with a crystalline capillary waterproofing system prior to finish coating. All of the designated surfaces will be refinished with an acrylic system. The contract also includes lead-based paint abatement.

Jeffco Awarded WWTP Coating Contract

Jeffco Painting & Coating, Inc. (Vallejo, CA), SSPC-QP 1- and QP 2-certified, was awarded a contract of \$162,100 by the city of Brentwood, CA, to perform

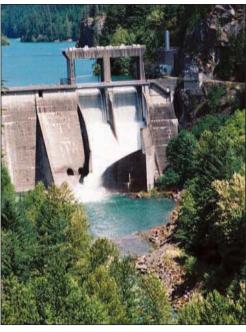


Photo courtesy of HDR Engineering

corrosion control work at a wastewater treatment plant. The project includes abrasive blast cleaning and recoating various metal infrastructure, including secondary clarifier and grit separator surfaces. The contract includes applying high-build epoxy to immersion service areas and an epoxy-polyurethane system to exposed surfaces.

Fleischer's to Recoat Pista Grit System

Fleischer's, Inc. (West Palm Beach, FL) won a contract of \$24,343 from the city of Fort Pierce, FL, to recoat a Smith & Loveless Pista grit removal unit at a water reclamation facility. The equipment has been in service since 1958. The project involves applying glass flake-reinforced epoxy systems on the interior of the steel tank and walkway framing, an epoxy system on exterior tank surfaces, and an acrylic coating on the concrete base.

Continued





Pull-Off Adhesion Webinar Slated for July

An SSPC/JPCL webinar, "Pull-Off Adhesion Testing," will be presented by David Beamish of DeFelsko on July 13, 2011 from 11:00 a.m to Noon, Eastern Time.

The webinar, presented at a basic level, will explain how to perform an adhesion pull-off test according to ASTM D 4541 and will review the variables that can affect test results.

Free registration for the webinar is available online at www.paintsquare.com/education.



Date: July 13, 11:00 a.m.-Noon, EST Register at paintsquare.com/education

Spring DOT Update

State Departments of Transportation have recently awarded numerous contracts for bridge painting, as well as related supplies and services.

Euro Paint, LLC (Lowellville, OH) secured a contract of \$787,500 from the Wisconsin DOT to recoat 87,500 square feet of steel on a 5-span, 626-foot-long girder bridge over the Chippewa River.

Watson Coatings, Inc. (St. Louis, MO) signed a \$15,350 agreement with the Arkansas Highway and Transportation Department to supply 144 5-gallon containers of calcium sulfonate alkyd coatings for maintenance painting of marginally prepared steel surfaces.

The Massachusetts DOT awarded a contract of \$1,262,992.50 to Prime Coatings, Inc. (Salisbury, MA), SSPC-QP 1- and QP 2-certified, to perform lead abatement and coatings application on two steel bridges over Interstate 93

KTA-Tator, Inc. (Pittsburgh, PA), SSPC-QP 5-certified, signed a cost plus fixed fee contract with the Illinois DOT to perform coatings inspection services on bridge painting projects in District 1. The contract requires NACE Level 3 certified inspectors.

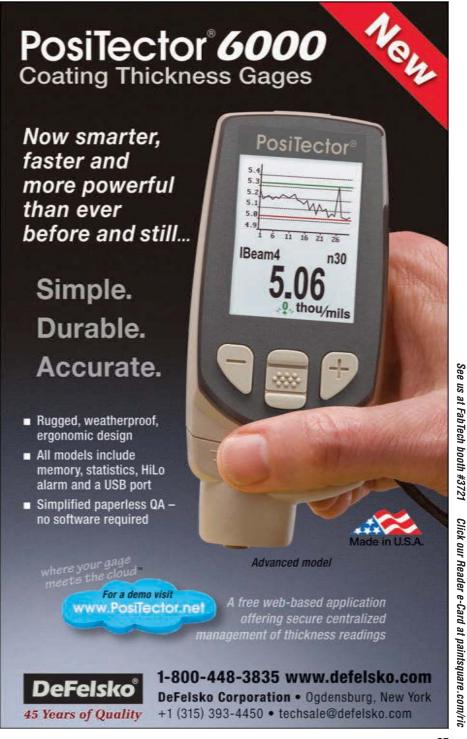
Spartan Contracting (Campbell, OH), SSPC-QP 1- and QP 2-certified, secured a \$1,890,000 contract from the Kentucky Transportation Cabinet to recoat a 12-span, 1,472-foot-long steel beam bridge over the Green River.

The Virginia DOT awarded two bridge painting projects, including a \$1,299,000 contract with Atlas Painting & Sheeting Corp. (Amherst, NY) to recoat 736 tons of steel on three bridges and a \$1,273,240 contract with Saffo Contractors, Inc. (Leland, NC) to

recoat 1,008 tons of steel on four bridges. Both contracts include lead-based paint abatement. Both companies are SSPC-QP 1- and QP 2-certified

Pacific Painting Company, Inc. (Munster, IN)

won a contract of \$147,933 from the North Dakota DOT to recoat 11,900 square feet of steel on a 6-span, 262-foot-long steel bridge. The contract required SSPC-QP 1 and QP 2 certification.



2011 Annual Equipment Buying Guide



he 2011 Equipment Buying Guide lists
equipment and related supplies for protective and marine coating work from more than
450 manufacturers, distributors, and rental companies. The purpose of the Guide is to help users identify sources of equipment and supplies for protective and marine coatings operations.

The Guide is divided into eight categories, and the types of products within each category are listed alphabetically. On p. 30, you will find the Table of Contents, which you can use to look up generic products and equipment by any of eight general categories: Access; Application; Climate Control; Environmental Protection; Inspection; Laboratory Testing; Safety; and Surface Preparation. Within each category, appropriate products are listed alphabetically.

On p. 31, you will find the Index to the Buying Guide, which you can use to look up generic products and equip-

ment on a single alphabetized list. To contact companies about their products, consult the Equipment Company Profiles, which begin on p. 102.

In the Guide itself, which begins on p. 32, companies either displayed in boldface type or accompanied by boxed display ads have paid an advertising fee. Otherwise, a company's information appears free of charge.

The Guide is based on data obtained through a survey sent in March 2011 to manufacturers, distributors, and rental companies known to *JPCL*. The print edition of the *JPCL* Guide includes the companies that completed the survey by the deadline for the June 2011 issue. The Guide is also published at www.paintsquare.com, the online home of *JPCL*.

The online edition of the Buying Guide is updated throughout the year, so persons who would like their companies to be included should contact Anita Socci at asocci@protectivecoatings.com.

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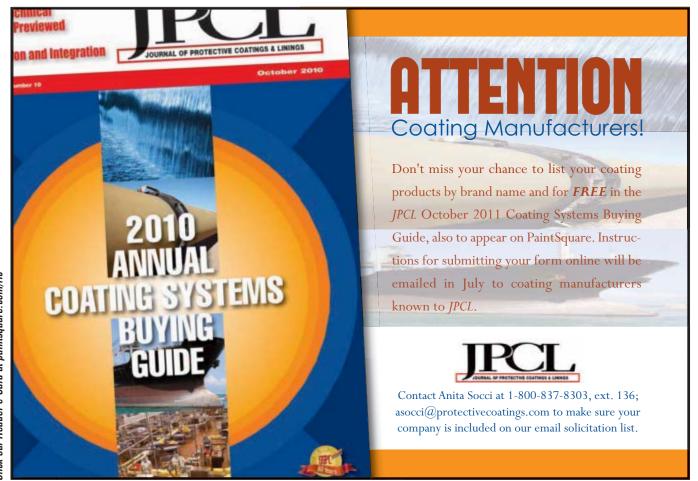
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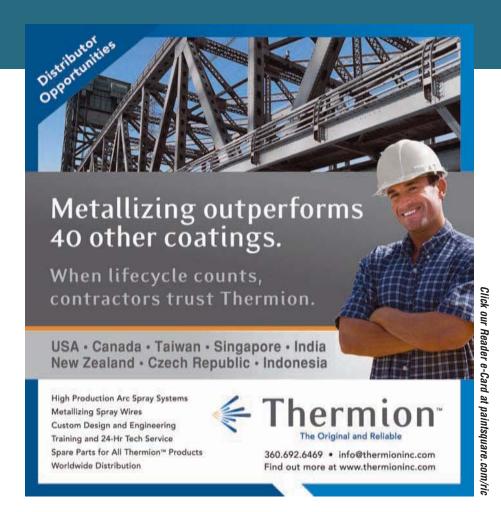
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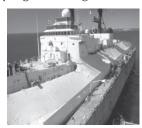
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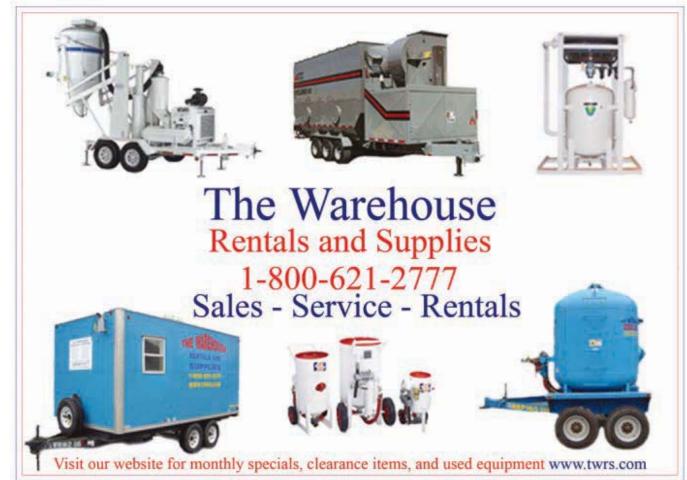
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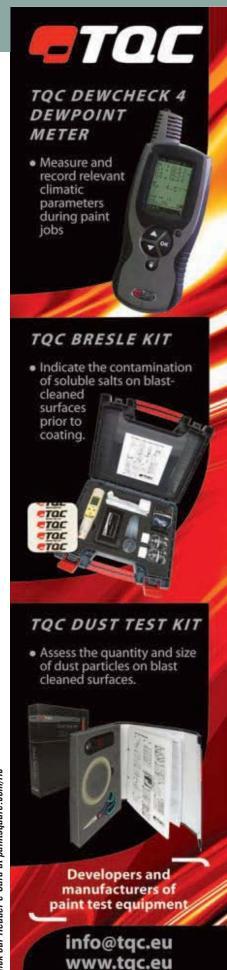
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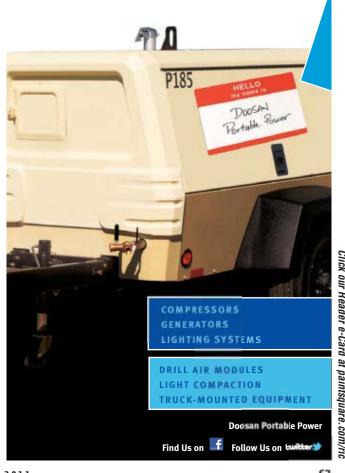
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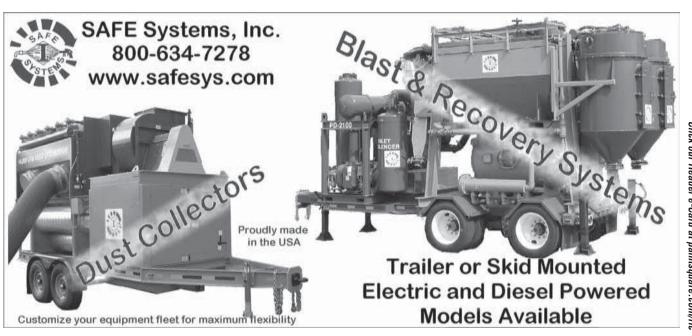
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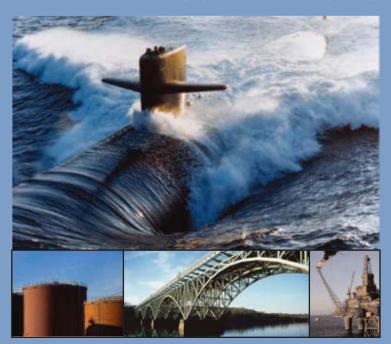


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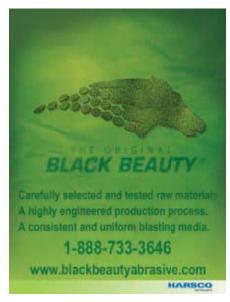


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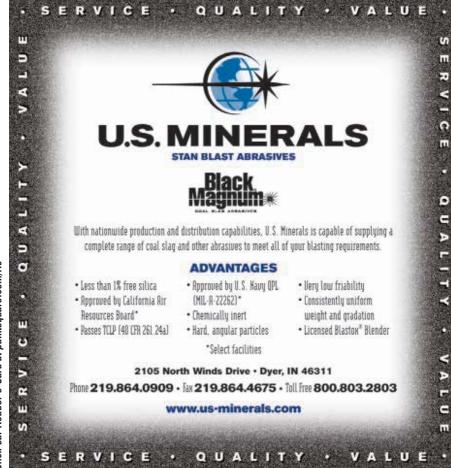
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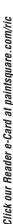


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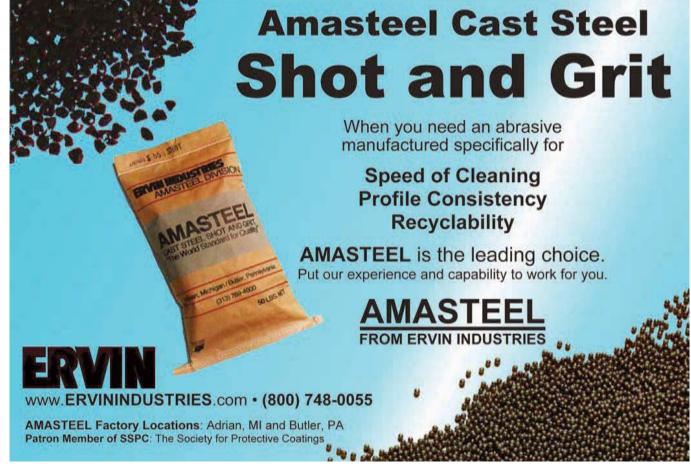
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▼ PAINT REMOVER, HEAT INDUCTION

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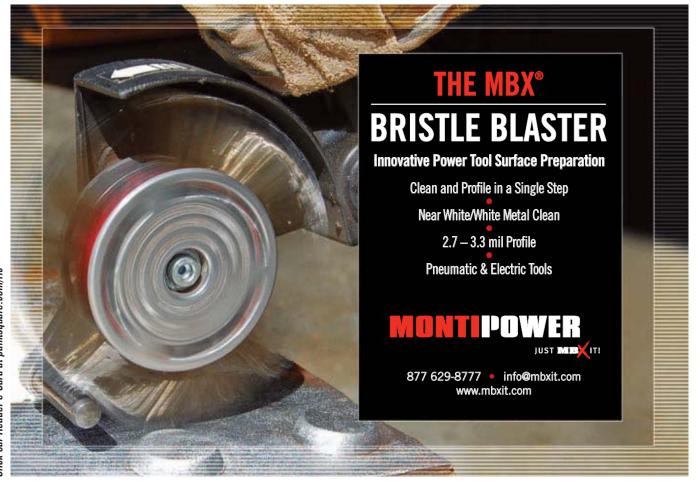


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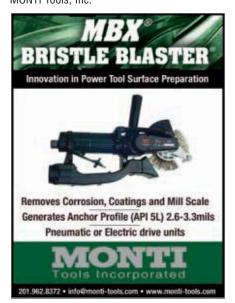




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▼ POWER TOOLS, ROTARY HAMMERS

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▼ POWER TOOLS, WIRE BRUSHES

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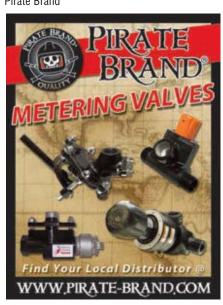
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Bacharach, Inc.

621 Hunt Valley Circle New Kensington, PA 15068 contact: Customer Service phone: 724-334-5000 fax: 724-334-5001 help@mybacharach.com www.mybacharach.com

Barton Mines Company, LLC

Six Warren Street Glens Falls, NY 12801 contact: Scott Trom phone: 800-741-7756 fax: 518-798-5728 info@barton.com www.barton.com See our display ad, p. 81.

BGRS, Inc.

10440-A Windfern Rd. Houston, TX 77064 contact: Marty Boros phone: 281-890-6862 fax: 281-890-7949 info@bgrsinc.com www.bgrsinc.com

Big Top Manufacturing 3255 N. US 19

Perry, FL 32347 contact: G.W. Pridgeon phone: 800-277-8677 fax: 850-584-7713 sales@bigtopshelters.com www.bigtopshelters.com

Binks

195 Internationale Blvd. Glendale Heights, IL 60139 contact: Jim Cardosi phone: 630-237-5000 fax: 630-237-5003 info@itwfea.com www.binks.com See our display ad, p. 42.

Bittner's Spray Equipment Co.

1301 Brummel Avenue Elk Grove Village, IL 60007 contact: Greg Bittner phone: 847-364-7661 fax: 847-364-7427 zbitt@msn.com www.bsesprayit.com

Blast/Coat Systems, Inc.

9823 Crescent Center Dr. Rancho Cucamonga, CA 91730 contact: Jim Bossardt phone: 909-483-4200 fax: 909-483-4208 info@blastcoat.com www.blastcoat.com

Blastech

57 Alexandra Place Murarrie, QLD 04172 Australia contact: Mark Woodford phone: 61 7 33295000 fax: 61 7 33295066 sales@blastech.com.au www.blastech.com.au

Blasters, Inc.

7813 Professional Place Tampa, FL 33637 contact: Ian Ellman-Brown phone: 800-327-6799 fax: 813-985-0127 sales@blasters.net www.blasters.net

Blast-It-All

4110 Carlisle Drive Prairie Grove, IL 60012 contact: Max Buchanan phone: 815-444-6700 fax: 815-444-6767 max@workhorse2000.com www.workhorse2000.com

Blastmaster Australia

P.O. Box 1144 Marleston, South Australia 05033 Australia contact: Charlie Gooden phone: 618 8292 2000 fax: 618 8292 2001 sales@blastmaster.com.au www.blastmaster.com.au

Blast-One International

2400 Landmark Way Columbus, OH 43219 contact: Lee Johnstone phone: 614-476-3000 fax: 614-476-6939 sales@blast-one.com www.blast-one.com

BlastPro Mfg., Inc.

6021 Melrose Lane Oklahoma City, OK 73127 contact: Dave Bigham phone: 877-495-6464 fax: 405-495-4994 dbigham@blastpromfg.com www.blastpromfg.com See our display ad, p. 95.

Blastrac

13201 North Santa Fe Ave. Oklahoma City, OK 73114 contact: Customer Service phone: 800-256-3440 fax: 866-485-1046 info@blastrac.com www.blastrac.com



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Bridge Platforms Inc. 500 New Babcock St.

Buffalo, NY 14206 contact: Taso Hatsios phone: 716-856-3600 fax: 716-856-3666 taso@bridgeplatforms.net www.bridgeplatforms.net

Broadbent's Inc. 39 Industrial Highway

Essington, PA 19029 contact: Jim Broadbent phone: 610-521-0330 fax: 610-521-6766 sales@broadbentsinc.com www.broadbentsinc.com

Buffalo Shrink Wrap Inc. 11358 Main St., PO Box 537

Clarence, NY 14051 contact: William Casilio, Jr. phone: 800-792-8819 fax: 716-759-0467 info@buffaloshrinkwrap.com www.buffaloshrinkwrap.com

Bullard 1898 Safety Way Cynthiana, KY 41031 contact: Grant Rowe phone: 859-234-6611 fax: 859-234-8987 info@bullard.com www.bullard.com

BW Manufacturing

3706 Mill Creek Drive NE Comstock Park, MI 49321 contact: Darrel Miller, Jr. phone: 616-447-9076 fax: 616-447-9078 info@bwmanufacturing.com www.bwmanufacturing.com

BYK-Gardner USA

9104 Guilford Rd. Columbia, MD 21046 contact: Customer Care Center phone: 301-483-6500 fax: 301-483-6555 info.byk.gardner.usa@altana.com www.byk.com

C & W Specialist Equipment Ltd. Leintwardine, Craven Arms Shropshire SY7 0NB UK contact: Nigel Cremer phone: 44 1547 540 654 fax: 44 1547 540 412 sales.service@cw-spec.com www.cw-spec.com

C H Reed Inc. 301 Poplar St.

Hanover, PA 17331 contact: Travis Berwager phone: 800-692-7216 fax: 717-632-6582 info@chreed.com www.chreed.com

C.C. Jensen Inc.

1555 Senoia Rd., Ste. A Tyrone, GA 30290 contact: Monique Guerrero phone: 800-220-1430 fax: 770-692-6006 ccjensen@ccjensen.com www.ccjensen.com

California Compressor, Inc. 5592 Buckingham Drive Huntington Beach, CA 92649 contact: Sales phone: 714-635-7530 fax: 714-897-7426 www.coastcompressor.com

Camfil Farr Air Pollution Control

3505 Airport Rd. Jonesboro, AR 72401 contact: Lee Morgan phone: 800-479-6801 fax: 870-933-8381 filterman@farrapc.com www.farrapc.com

Canfield & Joseph, Inc. 6536 E. 42nd St.

Tulsa, OK 74145 contact: Andy Searcey phone: 817-654-9181 fax: 817-654-9184 asearcey@canfieldjoseph.com www.canfieldjoseph.com

Carmeuse Industrial Sands 11 Stanwix St.

Pittsburgh, PA 15222 contact: Josie Zihmer phone: 866-780-0974 fax: 412-995-5515 salesinfo@carmeusena.com www.carmeusena.com

Carrier Rental Systems 1 Carrier Pl.

Farmington, CT 06032 contact: Sales phone: 800-586-8336 fax: 860-284-3965 info@carrierrentals.com www.carrierrentals.com

CCI Thermal Technologies Inc. 1420 W. Main St., PO Box 416 Greensburg, IN 47240 contact: Allan McKellar phone: 800-473-2402 info@ccithermal.com www.ccithermal.com

CDCLarue Industries, Inc. 9384 Ridgeview St. Tulsa, OK 74131 contact: Charlene McGirt phone: 866-954-9700 fax: 918-216-6199 info@cdclarue.com www.cdclarue.com

Cerbide Inc. 5720 Ellis Road Orchard Park, NY 14127 contact: Josh Allen phone: 716-662-0274 fax: 716-662-0276 info@cerbide.com www.cerbide.com

CESCO

7251 Cross County Rd. N. Charleston, SC 29418 contact: Judy Reid phone: 843-760-3000 fax: 843-760-3500 judyr@blastandpaint.com www.blastandpaint.com

Chambers Power Products, Inc. 3990 Hwy. 30 St. Gabriel, LA 70776 contact: Nick Chambers phone: 866-534-0239 fax: 225-642-2517 sales@bcpp.net www.bcpp.net

Chariot Robotics LLC

4398 SW Port Way Palm City, FL 34990 contact: John Odwazny phone: 772-403-2373 fax: 772-403-2376 jodwazny@chariotrobotics.com www.chariotrobotics.com

Chesapeake Specialty Products, Inc.

5055 North Point Blvd Baltimore, MD 21219 phone: 410-388-5055 fax: 410-388-5194 info@chesprod.com www.chesprod.com

CHLOR*RID International Inc.

PO Box 908 Chandler, AZ 85244 contact: Jim Johnson phone: 480-821-0039 fax: 480-821-0364 jjohnson@chlor-rid.com www.chlor-rid.com See our display ad, p. 88.

Cincinnati Color Company

1027 Dalton Street Cincinnati, OH 45203 contact: Doug Deifel phone: 513-241-1090 fax: 513-241-1096 ddeifel@cincinnaticolor.com www.cincinnaticolor.com

Clemco Industries Corp.

One Cable Car Drive Washington, MO 63090 fax: 800-726-7559 info@clemcoindustries.com www.clemcoindustries.com See our display ad, p. 66.

Clemco International S.A.

Poligono Ugaldeguren-I Parcela I-IIIB Zamudio-Bizkaia 48170 Spain contact: Itziar Usategui phone: 34 94 4535712 www.clemco.es

Clemtex 248 McCarty Rd. Houston, TX 77029 contact: Gilbert Flores phone: 713-672-8251 fax: 713-672-6336 gilbert.flores@clemtex.com www.clemtex.com

Cold Jet, LLC 455 Wards Corner Rd. Loveland, OH 45140 contact: Darren George phone: 513-831-3211 fax: 513-831-1209 info@coldjet.com www.coldjet.com

ColorTec & FORMULATOR Software 28 Center St. Clinton, NJ 08809 contact: J. DeGroff phone: 908-735-2248 fax: 908-236-7865 sales@color-tec.com www.color-tec.com

Concrete Polishing Solutions 184 Cedar Place

Norris, TN 37828 contact: Sales phone: 877-472-8200 fax: 865-494-8300 info@go2cps.com www.go2cps.com

Con-Space Communications 1927 Goblett St.

Blaine, WA 98230 contact: Sales phone: 800-546-3405 fax: 800-546-3410 sales@con-space.com www.con-space.com

Construction Partner 1380 Lead Hill Blvd., Ste. 106 Roseville, CA 95661 contact: Sales phone: 800-395-7474 fax: 800-695-7474 contactus@constructionpartner.com www.constructionpartner.com

Contractors Access Equipment 2222 S. Halsted Street

Chicago, IL 60608 contact: Juan Gentil phone: 312-733-3497 www.contractorsaccess.com

Corona Brushes Inc. 5065 Savarese Circle Tampa, FL 33634 contact: Benjamin Waksman phone: 813-885-2525 fax: 813-882-9810 info@coronabrushes.com www.coronabrushes.com

Corrosion Control Products Co. 1480 W Artesia Blvd. Gardena, CA 90248 contact: Sales phone: 800-421-2623 fax: 310-532-1472 sales@ccpco.com www.ccpco.com

Corrosion Specialties Inc. 2221 Northmont Pkwy, Ste. 200 Duluth, GA 30096 contact: Matt Steinmann phone: 770-938-7263 fax: 770-934-8704 msteinmann@corrosionspec.com www.corrosionspec.com

Covercat Inc. 5 Broad Ave. Ossining, NY 10562 contact: Michael Wolf phone: 914-762-8700 fax: 914-762-1202 sales@covercat.com www.covercat.com

Covercat Spray Systems Ltd. 35A Northfield Way

Newton Aycliffe, County Durham DL5 6UF ÚK phone: 44 1325 314120 fax: 44 1325 307171 www.covercat.com

Crawler P.O. Box 300585 St. Louis, MO 63130 contact: Mark Chick phone: 314-205-1038 fax: 314-205-1747 mark@crawlerusa.com www.crawlerusa.com

CRP Industries Inc.

35 Commerce Drive Cranbury, NJ 08512 USA contact: Pete Sanguini phone: 609-578-4100 fax: 609-578-4112 ps@crpindustries.com www.crpindustries.com

CSM Instruments 197 1st Ave., Ste. 120 Needham, MA 02494 contact: Nick Randall phone: 781-444-2250 fax: 781-444-2251 usinfo@csm-instruments.com www.csm-instruments.com

Cucamonga Tool and Equipment Co. Inc.

PO Box 399 Rancho Cucamonga, CA 91729 contact: Sandy Dincolo phone: 909-481-4956 fax: 909-980-5159 cucamongatoolco@yahoo.com www.cucamongatool.com

CULTEC, Inc. P.O. Box 280, 878 Federal Rd. Brookfield, CT 06804 contact: Chris DiTullio phone: 800-428-5832 fax: 203-775-1462 custservice@cultec.com www.cultec.com

Cygnus Instruments Inc. PO Box 6417

Annapolis, MD 21401 contact: Rod Sanders phone: 410-267-9771 fax: 410-268-2013 sales@cygnusinstruments.com www.cygnusinstruments.com

Cygnus Instruments Ltd.

Cygnus House
30 Prince of Wales Rd.
Dorchester DT1 1PW UK
contact: Graham Haines phone: 44 1305 265533 fax: 44 1305 269960 sales@cygnus-instruments.com www.cygnus-instruments.com

D'Angelo Industrial Coatings 1114 Industrial Ave. Oxnard, CA 93030 contact: Chuck phone: 805-444-6181 fax: 866-745-2483 cebenes@pacbell.net www.d-angelopbe.com

DeFelsko Corporation 802 Proctor Ave. Ogdensburg, NY 13669 contact: David Beamish phone: 315-393-4450 fax: 315-393-8471 techsale@defelsko.com www.defelsko.com See our display ads, pp. 19 and 27.

Dehumidification Technologies, Inc. 6609 Ave. U Houston, TX 77011 contact: Brian Battle **phone:** 713-939-1166 **fax:** 713-939-1186 bbattle@rentdh.com www.rentdh.com See our display ad, p. 47.

Dehumidifier Corporation of America W53 N550 Highland Drive

Cedarburg, WI 53012 contact: Mitch Fisher phone: 262-377-7501 fax: 262-377-7502 mfisher@dehumidifiercorp.com www.dehumidifiercorp.com

Dehumidifiers, Sales and Consulting, Inc.

4319 Brook Shadow Dr. Kingwood, TX 77345 contact: Don Bechtol phone: 713-249-1615 fax: 309-285-8068 dbechtol@dhsalesandconsulting.com www.dhsalesandconsulting.com See our display ad, p. 50.

Desco Manufacturing Co. Inc.

30081 Comercio Rancho Santa Margarita, CA 92688 contact: Ralph Fabian phone: 949-858-7400 fax: 949-858-9141 info@descomfg.com www.descomfg.com

Detroit Tarp, Inc. 15500 Oakwood Drive Romulus, MI 48174 contact: Dennis Trezona phone: 800-457-5054 fax: 734-955-8208 dennistrezona@hotmail.com www.detroittarp.com See our display ad, p. 55.

Diamond Dehumidification Inc. 3304 Old Alvin Rd. Pearland, TX 77588 contact: Alex Eales phone: 713-681-3449 fax: 713-688-8273 sales@diamonddh.com www.diamonddh.com

Dickson Industries, Inc.

PO Box 684 Tecumseh, OK 74873 contact: Wayne Dickson phone: 405-598-6547 fax: 405-598-6549 dicksonparts@aol.com www.roadproonline.com

Dispensing Technology Corp. 5345 N. Commerce Ave., Ste. 1 Moorpark, CA 93021 contact: Bill Howseman phone: 805-529-7733 fax: 805-529-7732 bill@dispensingtech.com www.dispensingtech.com

Doosan Portable Power 1293 Glenway Drive Statesville, NC 28625 contact: David Stahlman phone: 800-633-5206 fax: 704-883-3770 salesinfo@dii.doosan.com www.doosanportablepower.com See our display ad, p. 67.

Draeger 101 Technology Drive Pittsburgh, PA 15275 contact: Larry Killian phone: 412-787-8567 fax: 412-787-2207 larry.killian@draeger.com www.draeger.com

Dresser-Rand COPPUS Portable Ventilators

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Burlington, WA 98233 contact: Lori Buswell phone: 360-755-9176 fax: 360-755-9236 info@dryairtech.com www.dryairtech.com

DRYCO

5400 Janes Ave. Downers Grove, IL 60515 contact: Brandon Willis phone: 866-379-2600 fax: 630-541-8951 info@drycogroup.com www.drycogroup.com See our display ad, p. 46.

Dumond Chemicals Inc.

104 Interchange Plaza, Ste. 202 Monroe Township, NJ 08831 contact: Eric Gertsen phone: 609-655-7700 fax: 609-655-7725 egertsen@dumondglobal.com www.dumondchemicals.com

Dustless Technologies 1285 East 650 South

Price, UT 84501 contact: Gerald Lloyd phone: 435-637-5885 fax: 435-637-5895 gerald@dustlesstools.com www.lovelessash.com

Dux Area Inc.

13838 1st Ave., Ste. C Seattle, WA 98168 contact: Sales phone: 888-389-2732 fax: 206-248-0809 sales@duxarea.com www.duxarea.com

Dynamic Paint Brushes & Roller

7040 Financial Drive Mississauga, ON L5N 7H5 Canada contact: John Burke phone: 800-668-1124 fax: 866-286-8089 jburke@dynamicpaintware.ca www.getpainting.com

Eagle Industrial Equipment, Inc. 230 N. Barrios St. Lockport, LA 70374 contact: Ben Ledet phone: 800-621-1511 fax: 985-532-3040 bledet@eagleie.com www.eagleie.com

Eagle Industries PO Box 10652 New Orleans, LA 70181 contact: Philip Calvo phone: 800-266-8246 fax: 504-733-3552 pcalvo@eagleind.com www.eagleind.com See our display ad, p. 35.

EcoQuip, Inc.

2521 Engagement Ct., Ste. 101 Virginia Beach, VA 23453 contact: Bill Eliason phone: 877-326-7847 fax: 757-689-0903 beliason@ecoquip.com www.ecoquip.com See our display ad, p. 97.

Eco-Strip LLC 1905 B Villaridge Drive Reston, VA 20191 contact: Catherine Brooks phone: 703-476-6222 cbrooks@eco-strip.com www.eco-strip.com

ECS - Environmental Containment Systems 148 Mill Rock Road East

Old Saybrook, CT 06475 contact: Tony Munson phone: 860-395-4760 fax: 860-395-4759 tonymunson@ecsone.com www.ecsone.com See our display ad, p. 48.

Elcometer Inc.

1893 Rochester Industrial Drive Rochester Hills, MI 48309 contact: Mike Riley phone: 800-521-0635 fax: 248-650-0501 sales@elcometerusa.com www.elcometer.com See our display ad, p. 58.

Elcometer Limited

Edge Lane Manchester M43 6BU UK contact: Michael Sellars phone: 44 161-371-6000 fax: 44 161-371-6010 sales@elcometer.com www.elcometer.com

Electro Abrasives, LLC 701 Willet Rd. Buffalo, NY 14218 contact: Tom Randler phone: 716-822-2500 fax: 716-822-2858 info@electroabrasives.com www.electroabrasives.com

Electronic Pipeline Technology

26 Palomino Dr. Richmond Hill, ON L4C 0P8 Canada contact: Alex Jeffery phone: 905-918-0025 fax: 905-918-0033 sales@ep-tech.ca www.ep-tech.ca

ElektroPhysik Dr. Steingroever GmbH & Co. KG Pasteurstr. 15 Cologne D-50735 Germany contact: Sales phone: 49 221 752040 fax: 49 221 7520467 info@elektrophysik.com www.elektrophysik.com

ElektroPhysik USA Inc. 778 West Algonquin Rd. Arlington Heights, IL 60005 **contact:** Dennis E. Houseweart **phone:** 847-437-6616 **fax:** 847-437-0053 aivars@epkusa.com www.elektrophysikusa.com

Elk River Fall Protection and Safety Equipment 1202 26th St. SW Cullman, AL 35055 contact: Gennia phone: 256-739-5959 fax: 256-739-6955 www.elkriver.com

EMI, Inc. 4 Heritage Park Rd. Clinton, CT 06413 contact: Wayne Ramsey phone: 800-243-1188 fax: 860-669-7461 wayne.ramsey@emimixers.com www.clevelandmixer.com

EMI International

711 W. Garden St. Pensacola, FL 32501 contact: Don Presley phone: 850-380-6214 fax: 850-438-4226 dpresley@enviromates.com www.enviromates.com See our display ad, p. 73.

Empire Abrasive Blast Equipment

2101 Cabot Blvd. West Langhorne, PA 19087 contact: Bob Morey phone: 215-752-8800 fax: 215-752-9373 airblast@empire-airblast.com www.empire-airblast.com

EnDiSys 14329 Northdale Blvd. Rogers, MN 55374 contact: Scott L. Striggow phone: 763-428-5075 fax: 763-428-5078 scottstriggow@endisys.com www.endisys.com

ENMET Corporation

PO Box 979 Ann Arbor, MI 48106 contact: Ray Kelley phone: 734-761-1270 fax: 734-761-3220 rkelley@enmet.com www.enmet.com

EnTech Industries, Inc.

1109 10th St. NE East Grand Forks, MN 56721 contact: Mark LaPlante phone: 218-773-6602 fax: 218-773-6607 mark@entechindustries.biz www.entechindustries.biz See our display ad, p. 90.

Enviro-Prep System A product of hci 310 S. Bellis St.

Wausau, WI 54403 contact: Cheryl Barton phone: 715-845-7221 fax: 715-848-9230 info@enviro-prep.com www.enviro-prep.com

Equipment Development Co., Inc. 100 Thomas Johnson Drive

Frederick, MD 21702 contact: Richard Quickel phone: 800-638-3326 fax: 800-447-3326 sales@edcoinc.com www.edcoinc.com See our display ad, p. 94.

Erichsen Instruments/T. J. Bell Inc.

1340 Home Avenue Akron, OH 44310 contact: Tom Bell phone: 330-633-3644 fax: 330-633-1977 info@tjbell.com www.tjbell.com

Ervin Industries, Inc. 3893 Research Park Dr.

Ann Arbor, MI 48106 contact: Bill Rhodaberger phone: 800-748-0055 fax: 734-663-0136 brhodaberger@ervinindustries.com www.ervinindustries.com See our display ad, p. 83.

Euroblast Middle East LLC PO Box 31230 Dubai 00000 UAE contact: Kabeer Khadar phone: 971 4 2824400 fax: 971 4 2824264 info@euroblastme.com www.euroblastme.com

Eurogrit BV

Noordhoek 7 Papendrecht 3351 LD Netherlands contact: Jeroen Keswiel phone: 31 78 6546770 fax: 31 78 6449494 info@eurogrit.com www.eurogrit.com See our display ad, p. 80.

Everblast Inc. 125 Erick St., Ste. A112 Crystal Lake, IL 60014 contact: Chris Hindley phone: 877-382-5278 fax: 815-788-8662 sales@everblast.com www.everblast.com

ExakTime - Time Tracking Solutions 27001 Agoura Rd., Ste. 280 Calabasas, CA 91301

contact: Anthony Alexandre phone: 888-222-1836 fax: 818-222-6148 anthony.alexandre@exaktime.com www.exaktime.com

Exitflex (UK) Ltd. 5 Airfield Rd., Airfield Ind. Estate Christchurch Dorset BH23 3TG UK contact: M. Whibley phone: 44 1202 478334 fax: 44 1202 488110 marc@exitflex.co.uk www.exitflex.co.uk

Exitflex USA, Inc.

254 Raritan Center Parkway Edison, NJ 08837 contact: Joseph M. Medvecky phone: 732-512-9141 fax: 732-512-9145 jmedvecky@exitflexusa.com www.exitflexusa.com

Extech Instruments Corp.

285 Bear Hill Rd. Waltham, MA 02451 contact: Tracy Tumeinski phone: 781-434-3939 fax: 781-890-7864 tracy.tumeinski@extech.com www.extech.com

Falch GmbH Siemensstr. 1-7 Merklingen 89188 Germany contact: Falch phone: 49-7337-810 fax: 49-7337-81280 info@falch.com www.falch.com

Farrow System USA, Inc. 705H Old Westtown Road

West Chester, PA 19382 contact: Sales phone: 888-327-7698 fax: 610-431-1674 info@farrowsystem.com www.farrowsystem.com

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3718 Francis Hughes Laval, QC H7L 5A9 Canada contact: Stephane Girardin phone: 514-793-6678 fax: 450-629-3822 sgirardin@ecoind.com www.ecoind.com

Fischer Technology, Inc. 750 Marshall Phelps Rd.

Windsor, CT 06095 contact: Valerie Arsenault phone: 860-298-6060 fax: 860-298-6090 sales@fischer-technology.com www.fischer-technology.com See our display ad, p. 61.

Flashlights Unlimited 3298 Oakcliff Rd. Doraville, GA 30340 contact: Floyd Hacker phone: 770-446-7561 fax: 770-446-7604 floyd@flashlightsunlimited.com http://flashlightsunlimited.com

Flow International

23500 64th Avenue South Kent, WA 98059 contact: Richard Schmid phone: 253-850-3500 fax: 253-813-9377 rschmid@flowcorp.com www.flowcorp.com

Forrester Environmental Services, Inc. 78 Tracy Way Meredith, NH 03253 contact: Keith Forrester phone: 603-279-3407 fax: 603-279-5162 fesi@worldpath.net www fesi net

Fortress Environmental Services

649 Busha Rd. Owosso, MI 48867 USA contact: Jim Rose phone: 800-526-2569 fax: 989-723-5542 sales@fortressusa.com www.fortressusa.com

Franmar Chemical, Inc. PO Box 5565 Bloomington, IL 61701 contact: Jason Davenport phone: 800-538-5069 fax: 309-827-7407 custserv@franmar.com www.franmar.com

Freemyer Industrial Pressure, LP

1500 N. Main St., Ste. 135 Ft. Worth, TX 76164 contact: Greg Leos phone: 817-548-5010 fax: 817-284-2783 fip@indpress.com www.indpress.com

Friess Equipment, Inc. 2222 Akron-Peninsula Rd. Akron, OH 44313 contact: Jim Friess

phone: 330-945-9440 fax: 330-923-5833

friessequipment@sbcglobal.net

FROHN North America Inc.

6289 Bankhead Hwy., Bldg. 11 A-D Austell, GA 30168 contact: Jed Palmer phone: 877-362-7336 fax: 770-819-0052 jed.palmer@frohn.com www.frohn.com

FS Solutions

Toledo, OH 43608 contact: Bryce Mulligan phone: 888-415-4368 fax: 419-727-0960 rentals@fssolutionsgroup.com www.fssolutionsgroup.com

Gaco Western Inc. PO Box 9827 Seattle, WA 98109 contact: Chuck Skalski phone: 716-984-2212 fax: 206-575-0587 cskalski@gaco.com www.gaco.com

Gamry Instruments, Inc.

734 Louis Drive
Warminster, PA 18974
contact: Jacob Ketter
phone: 215-682-9330
fax: 215-682-9331 info@gamry.com www.gamry.com

GapVax, Inc. 575 Central Ave. Johnstown, PA 15902 phone: 888-442-7829 fax: 814-539-3617 inquiry@gapvax.com www.gapvax.com

Gardner Denver Water Jetting

Systems, Inc.
12300 N. Houston-Rosslyn Rd.
Houston, TX 77086
contact: John Snyder phone: 281-448-5800 fax: 281-448-7500 john.snyder@gardnerdenver.com www.waterjetting.com

General Equipment Company 620 Alexander Drive SW PO Box 334 Owatonna, MN 55060 contact: Customer Service phone: 800-533-0524 fax: 877-344-4375 general@generalequip.com www.generalequip.com

Genie P.O. Box 97030 Redmond, WA 98073 contact: Inside Sales phone: 800-536-1800 fax: 425-556-6535 awp.salesinfo@terex.com www.genielift.com

Global Encasement, Inc. 701 E. Santa Clara St. Ventura, CA 93001 contact: Susan Bardsley phone: 800-266-3982 fax: 866-398-6865 service@encasement.com www.encasement.com

Global Finishing Solutions 12731 Norway Road Osseo, WI 54758 contact: Jeff Kloes phone: 800-848-8738 fax: 715-597-2193 info@globalfinishing.com www.globalfinishing.com

Global Wrap, LLC 24 Cathedral Place, Ste. 503 St. Augustine, FL 32084 contact: Anthony Seraphin phone: 800-972-7120 fax: 904-819-5817 tony@globalwrap.com

GMA Garnet (USA) Corporation 480 N. Sam Houston Pkwy. E.

Suite 130 Houston, TX 77060 contact: Pete Mitchell phone: 832-243-9300 fax: 832-243-9301 pmitchell@garnetsales.com . www.garnetsales.com See our display ad, p. 77.

GMA Industries, Inc.

38127 Ecorse Rd Romulus, MI 48174 contact: Erin L. Stevens phone: 734-595-7300 fax: 734-595-1310 sales@gmaind.com www.gmaind.com

Goff, Inc.

12216 NS 3520 Seminole, OK 74868 contact: John Bishop phone: 405-382-6900 fax: 405-382-7013 goff@goff-inc.com www.goff-inc.com

Graco Inc.

88 - 11th Ave. NE Minneapolis, MN 55413 contact: Tim White phone: 612-623-6000 fax: 612-623-6273 info@graco.com www.graco.com See our display ad, p. 38.

Graystar, LLC

9 Simmonsville Rd. Bluffton, SC 29910 contact: Tom Murphy phone: 716-741-2937 fax: 716-741-2939 tmurphy@graystarllc.com www.graystarllc.com

Great Lakes Minerals, LLC 1200 Port Road Wurtland, KY 41144 contact: Customer Service phone: 606-833-8383 fax: 606-834-1106 paul@glmin.com www.greatlakesminerals.com

Gritco Equipment B.V.

Klompenmakerstraat 16D Ridderkerk NL-2984 BB Netherlands contact: Sander van der Made phone: 31 180 412855 fax: 31 180 418218 info@gritco.com www.gritco.com

Guyson Corporation 13 Grande Blvd. Saratoga Springs, NY 12866 contact: John C. Carson phone: 800-228-7894 fax: 518-587-7840 jpclinfo@guyson.com www.guyson.com

Guzzler Manufacturing

1621 S. Illinois Street Streator, IL 61364 contact: Kevin O'Brien phone: 815-672-3171 fax: 815-672-2779 sales@guzzler.com www.guzzler.com

Hammelmann Corp.

600 Progress Rd. Dayton, OH 45449 contact: Denny Mesarvey phone: 937-859-8777 fax: 937-859-9188 mail@hammelmann.com www.hammelmann.com

Harsco Minerals

5000 Ritter Rd., Suite 205 Mechanicsburg, PA 17055 contact: Sean Marpoe phone: 888-733-3646 fax: 717-506-4646 info@harscominerals.com www.blackbeautyabrasives.com See our display ad, p. 72.

High Pressure Equipment

1222 Linden Avenue Erie, PA 16506 contact: Larry Loper phone: 814-838-2028 fax: 814-838-6075 sales@highpressure.com www.highpressure.com

High Production Inc. PO Box 3349

Sherwood Park, AB T8H 2T3 Canada contact: Todd Kapalka phone: 780-467-3375 fax: 250-756-2295 inquiries@highproduction.ca www.highproduction.ca

High-Jet Technologies

Aertekilen 6 Vissenbjerg DK-5492 Denmark contact: Joergen Borgtoft phone: 45 6447 2106 info@high-jet.com www.high-jet.com

HippWrap Containment, Inc.

4070 Kearny Mesa Rd. San Diego, CA 92111 contact: Kevin Christie phone: 800-362-4477 fax: 858-541-1580 kevin@hippwrap.com www.hippwrap.com

Hi-Tec Spray Ltd.

Heronden Road Maidstone, Kent ME15 9YR UK contact: Elaine Sharpley phone: 44 1622 356590 fax: 44 1622 663555 sales@hitecspray.co.uk www.hitecspray.co.uk

Hogg Blasting & Finishing Equipment

10 Armstrong Road Washington NE37 1PR UK contact: Sean Henry phone: 44 191 415 3030 . fax: 44 191 415 5345 shenry@hoggblasting.com www.sfeg.co.uk

HoldTight Solutions Inc.

PO Box 27907 Houston, TX 77227 contact: Peter Petkas phone: 713-266-9339 fax: 713-266-1022 petkas@holdtight.com www.holdtiaht.com See our display ad, p. 107.

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Honeywell 900 Douglas Pike Smithfield, RI 02917 contact: Michael Bennett phone: 513-943-4629 fax: 888-485-4342 information@sperianprotection.com www.sperianprotection.com

HoverTrowel, Inc. 5048 Spruce Lane

Mohnton, PA 19540 contact: Drew Fagley phone: 610-856-1961 fax: 610-856-1920 sales@hovertrowel.com www.hovertrowel.com

HTC, Inc. 5617 Tazwell Pike Knoxville, TN 37918 contact: Shawn Peck phone: 877-482-8700 fax: 865-689-3991 shawn.peck@htc-america.com www.htc-america.com

HydeTools, Inc. 54 Eastford Road Southbridge, MA 01550 contact: Customer Service phone: 800-872-4933 fax: 508-765-5250 custrelations@hydetools.com www.hydetools.com

Hydraflow

8125 Brentwood Ind. Dr. St. Louis, MO 63144 contact: Andy Taylor phone: 314-644-6677 fax: 314-644-6652 hydraflo@swbell.net www.hydraflowequipment.com

Hydro Pressure Corp.

413 Dawson Drive Camarillo, CA 93012 contact: Jeff Glass phone: 800-934-2399 fax: 805-388-0423 info@hydropressure.com www.hydropressure.com

I.C.T.C. Holdings **HERO Products Group**

720 Eaton Way Delta, BC V3M 6J9 Canada contact: Ileana Torres phone: 604-522-6543 fax: 604-522-8735 ileana@hero.ca www.hero.ca

ICM - International

Climbing Machines 630 Elmira Road Ithaca, NY 14850 contact: Sam Maggio phone: 607-288-4001 fax: 607-288-4004 info@icm.cc www.icm.cc

IDS Blast Finishing

2717 Tobey Dr. Indianapolis, IN 46219 **contact:** John Heinzelman **phone:** 800-800-0665 **fax:** 317-545-0670 johnh@idsblast.com , www.idsblast.com

Imperial Paint Applicators

5 Broad Ave. Ossining, NY 10570 contact: Michael T. Wolf phone: 914-762-8700 fax: 914-762-1202 impptappl@aol.com www.armorflex.net

INDCO, Inc. 4040 Earnings Way New Albany, IN 47150 contact: Tricia Thien phone: 800-942-4383 fax: 800-942-9742 info@indco.com www.indco.com

Indian Valley Industries, Inc. 100 Corliss Ave., PO Box 810 Johnson City, NY 13790 contact: Diane Gartell phone: 800-659-5111 fax: 607-729-5158 dgartell@iviindustries.com www.iviindustries.com See our display ad, p. 56.

Induction Innovations, Inc.

1175 Jansen Farm Court Elgin, IL 60123 contact: Steve Gough phone: 877-688-9633 fax: 847-551-3369 steveg@theinductor.com www.theinductor.com

Industrial Mineral Co. PO Box No. 6

Muthiahpuram Tuticorin Tamilnadu 628005 India contact: Madhavan K. phone: 91 461 2357221 fax: 91 461 2357223 supremegarnet@dataone.in www.supremegarnet.com

Industrial Scientific 1001 Oakdale Rd. Oakdale, PA 15071 contact: Bill Smith phone: 412-788-4353 fax: 412-788-8353 bsmith@indsci.com www.indsci.com

Industrial Vacuum Equipment Corp.

N7959 Birch Road Ixonia, WI 53036 contact: Randy Bourdo phone: 800-331-4832 fax: 920-261-7117 randy@industrialvacuum.com www.industrialvacuum.com See our display ad, p. 99.

Innovatech Products and Equipment 832 80th St. SW Everett, WA 98203 contact: Sales phone: 800-267-6682 fax: 425-402-8547 sales@innovatechproducts.com www.innovatechproducts.com

Innovative Reach

5505 Twin Knolls Dr. Cedar Rapids, IA 52411 contact: Philip Koch phone: 319-294-0077 fax: 319-294-9170 info@innovativereach.com www.innovativereach.com

In-Spec Corporation Pte. Ltd.

No. 10 Tuas Avenue 18A Tuas 638858 Singapore contact: Patrick Tan phone: 65-6-7388446 fax: 65-6-7389479 sales@inspec.com.sg www.inspec.com.sg

Intech Equipment 1921 W. Grant St. Phoenix, AZ 85009 contact: John Toolis phone: 602-257-0738 fax: 602-257-1121

Interstate Supplies & Services 511 Union West Blvd.

Stallings, NC 28104 contact: Josua Joubert phone: 704-893-2878 fax: 704-893-0442 josua@iss-go.com www.iss-go.com

JAD Equipment Co. 1208 Ameritech Blvd.

Youngstown, OH 44509 contact: Joe Hunsbarger phone: 866-746-6100 fax: 330-746-6119 sales@jadcousa.com www.jadcousa.com See our display ad, p. 39.

Jenessco Industries, Inc.

10920 Kinghurst Drive Houston, TX 77099 contact: Felix Essissima phone: 800-346-7717 fax: 281-498-8484 felix@jenessco.com www.jenessco.com

Jenny Products, Inc. 850 North Pleasant Ave.

Somerset, PA 15501 contact: Angela St. Clair phone: 888-425-3669 fax: 888-453-6697 info@jennyproductsinc.com www.jennyproductsinc.com

Jet Edge 12070 43rd St. NE St. Michael, MN 55376 **contact:** Nancy Lauseng **phone:** 763-497-8700 **fax:** 763-497-8701 sales@jetedge.com www.jetedge.com

Jetech, Inc. 555 Industrial Park Drive Battle Creek, MI 49015 contact: Gerard DeSantis phone: 269-965-6311 fax: 269-965-6554 gdesantis@jetech.com www.jetech.com

Jetstream of Houston 5905 Thomas Road

Houston, TX 77041 **contact**: Richard Scruggs **phone**: 832-590-1300 **fax**: 832-590-1304 sales@waterblast.com www.waterblast.com See our display ad, p. 100.

JSR Ultrasonics A Division of Imaginant

3800 Monroe Avenue Pittsford, NY 14534 contact: Jay Luckner phone: 585-264-0480 fax: 585-264-9642 jluckner@imaginant.com www.imaginant.com

JT Systems Inc. 8132 Oswego Road, Rt. 57 Liverpool, NY 13090 contact: Sales phone: 315-622-1980 fax: 315-622-2998 info@jtsystemsinc.com www.itsystemsinc.com

Keizer Technologies, Inc.

10908 S. Pipeline Road Euless, TX 76040 contact: Judd Adcock phone: 817-685-7090 fax: 817-685-9190 ja@rprtech.com www.rprtech.com

Kennametal Inc.

2879 Aero Park Drive Traverse City, MI 49686 contact: Customer Service phone: 800-662-2131 fax: 800-662-2132 traversecity.service@kennametal.com www.kennametal.com

Kleenblast Abrasives & Equipment

30028 Industrial Pkwy. SW Hayward, CA 94544 **contact:** John Herbert phone: 510-471-2100 fax: 510-471-2447 jherbert@kleenblast.com , www.kleenblast.com

KMT Aqua-Dyne 635 W.12th St.

Baxter Springs, KS 66713 contact: Clayton Burleson phone: 620-856-6245 fax: 620-856-5050 sales@aqua-dyne.com www.kmtwaterjet.com

KS International, Inc.

PO Box 8835 Greenville, SC 29604 contact: Nancy Hamilton phone: 864-370-9744 fax: 864-370-4779 cleansafe@dropcloth.com www.dropcloth.com

KTA-Tator, Inc.

115 Technology Drive Pittsburgh, PA 15275 contact: Cathy Farbotnik phone: 412-788-1300 fax: 412-788-0109 cfarbotnik@kta.com www.ktagage.com See our display ad, p. 65.

L.B. Foster Company 415 Holiday Drive Pittsburgh, PA 15220 contact: Gary Foerster phone: 713-466-2743 gfoerster@lbfosterco.com www.lbfoster.com

L.M. Temperature Control Inc. 7060 Pacific Circle

Mississauga, ON L5T 2A7 Canada contact: Basii Elsersawi phone: 905-564-4888 fax: 905-564-4866 info@Imtemperature.com www.lmtemperature.com

Lab Safety Supply PO Box 1368

Janesville, WI 53546 contact: Customer Service phone: 800-356-0783

LaPlace Equipment Co.

167 Jaubert Lane LaPlace, LA 70068 **contact:** Buck Oubre phone: 985-652-5210 fax: 985-652-4252 buck@h2oblast.com www.h2oblast.com

Lapolla Industries Inc.

15402 Vantage Pkwy. E, Ste. 322 Houston, TX 77032 contact: Stephen Hill phone: 706-557-3204 fax: 706-557-0041 shill@lapolla.com www.lapolla.com

Larson Electronics 9419 E US Hwy. 175

Kemp, TX 75143 phone: 800-369-6671 fax: 903-498-3364 sales@magnalight.com www.magnalight.com See our display ad, p. 50.

Layfield

11120 Silversmith Place Richmond, BC V7A 5E4 Canada contact: Michael Corbett phone: 800-840-2884 customerservice@layfieldgroup.com www.layfieldgroup.com

Layher, Inc. 4847 Timber Creek Drive Houston, TX 77017 contact: Darren Kincaid phone: 713-947-1444 fax: 713-947-1441 darren.kincaid@layher.us www.layherusa.com

Lesoon Equipment Pte. Ltd. 81, Tuas South Street 5 Singapore 150002 Singapore contact: K.H. Leow phone: 65-67902900 fax: 65-67902910 kimhock@lesoon.com.sg www.lesoon.com.sg

Lignomat USA Ltd.

14345 N.E. Morris Ct. Portland, OR 97230 contact: Grete Heimerdinger phone: 503-257-8957 fax: 503-256-3844 sales@lignomat.com www.lignomat.com

Lisbon Hoist, Inc.

321 South Beaver St. PO Box 462 Lisbon, OH 44432 contact: Connie Burlingame phone: 330-424-7283 fax: 330-424-7445 connie@lisbonhoist.com www.lisbonhoist.com

Louisville Ladder Group LLC 7765 National Turnpike, Unit 190 Louisville, KY 40214 contact: Customer Service phone: 800-666-2811 fax: 502-635-9304 juan.fernandez@louisvilleladder.com www.louisvilleladder.com

Louisville Solutions

401 Industry Road, Suite 500 Louisville, KY 40223 contact: Warren Neuburger phone: 502-638-4401 fax: 502-638-4363 wneuberger@louisvillesolutions.com www.louisvillesolutions.com

LPI Incorporated 4404 Anderson Drive Eau Claire, WI 54703 contact: Ardy Robertson phone: 800-657-6956 fax: 715-839-8647 sales@lpi-inc.com www.lpi-inc.com

Lynx Chain & Cable Inc. PO Box 1035

Tannersville, NY 12485 contact: Terry McKenna phone: 800-335-5766 fax: 518-589-6291 info@lynxrigging.com www.lynxrigging.com

Magid Glove and Safety Manufacturing Co. LLC 2060 N. Kolmar Ave.

Chicago, IL 60639 contact: Sales phone: 800-444-8030 fax: 773-384-6677 mail@magidglove.com www.magidglove.com

Manus Abrasive Systems, Inc./ Mod-U-Blast Mfg.

1040-78 Avenue Edmonton, AB T6P 1L7 Canada contact: Robin T. MacLean phone: 780-468-2588 fax: 780-465-7317 macleanr@manusabrasive.com www.modublast.com See our display ad, p. 78.

Marco 3425 East Locust Street Davenport, IA 52803 contact: Marco phone: 800-252-7848 fax: 563-324-6258 sales@marco.us www.marco.us

Mattson Spray Equipment 230 W. Coleman St. Rice Lake, WI 54868 contact: Paul Lenzen phone: 800-877-4857 fax: 715-236-7032 mse@mattsonspray.com www.mattsonspray.com

Max Access 6616 Long Dr. Houston, TX 77087 contact: Denny Daemon phone: 713-640-1005 fax: 713-649-0990 dennymaxaccess@aol.com www.max-access.com

Mec Shot Blasting Equipment PVT. Ltd.

E-279 M.I.A. Ilnd Phase, Basni Jodhpur, Rajasthan 342-005 India contact: Vaibhav Modi phone: 91 2912740609 fax: 91 2912742409 mail@mecshot.com www.mecshot.com

Metal Finishing Systems 4575 S. Navajo Englewood, CO 80110 contact: Jerry Ehrich phone: 303-936-2244 fax: 303-936-1635 sales@metalfinishingsystems.com www.metalfinishingsystems.com

Metal Samples

152 Metal Samples Rd. Munford, AL 36268 contact: Brenda Smith phone: 256-358-4202 fax: 256-358-4515 msc@alspi.com www.metalsamples.com

Metallisation Ltd.

Peartree Lane
Dudley, West Midlands DY2 0XH UK
contact: Stuart Milton phone: 44 1384 252464 fax: 44 1384 237196 sales@metallisation.com www.metallisation.com

MHT Access Services Inc. 4127 Hollister St., Ste. A Houston, TX 77080 contact: Howard Wall phone: 713-460-4001 fax: 713-996-7752 howard.wall@mhtgroup.net www.mhtgroup.net

Michigan Power Cleaning 2101 Palmer Avenue Kalamazoo, MI 49001 contact: Bryon Becktold phone: 800-654-0480 fax: 269-349-3658 bbecktold@sbcglobal.net www.michiganpowercleaning.com

Midwest Mobile Waterjet

702 North Prior Ave. Saint Paul, MN 55104 contact: Brian Gleeson phone: 651-755-7089 fax: 651-699-1761 bgleeson@mmwaterjet.com www.mmwateriet.com

Midwest Rake Company LLC PO Box 1674 Warsaw, IN 46581 contact: Jim Engle phone: 800-815-7253 fax: 574-267-8508 jim@midwestrake.com www midwestrake com See our display ad, p. 37.

Midwest Surface Prep, LLC 2530 E Northgate St. Indianapolis, IN 46220 contact: Sales phone: 317-250-4734 fax: 866-543-0696 quote@midwestsurfaceprep.com www.midwestsurfaceprep.com

Minerals Research & Recovery, Inc. 4620 South Coach Dr. Tucson, AZ 85714

contact: Steve Mehlman phone: 520-297-4626 fax: 520-748-9364 smehlman@mrrinc.com www.mrrinc.com

Mi-T-M Corporation

8650 Enterprise Dr. Peosta, IA 52068 contact: Don Holdridge phone: 563-556-7484 fax: 563-556-1235 dholdridge@mitm.com www.mitm.com

Mohawk Garnet Inc.

NODAWK Garnet Inc. 808 Hwy. #17 East Wahnapitae, ON POM 3C0 Canada contact: Bob McMurdy phone: 705-694-5783 fax: 705-694-5575 sales@mohawkgarnet.com www.mohawkgarnet.com

Monarflex Amager Landevej 233 Kastrup 02770 Denmark contact: Kim R. Jensen phone: 45 4488 5550 fax: 45 4488 5599 dkkrj@icopal.com www.monarflex.com

Monarflex by Siplast 1000 E. Rochelle Boulevard Irving, TX 75062 contact: Kim Rowden phone: 214-869-3842 fax: 469-995-2249 uskro@icopal.com www.monarflexusa.com

MONTI Tools, Inc. 10690 Shadow Wood Dr., Ste. 113 Houston, TX 77043 contact: Michael Fischer phone: 201-962-8372 fax: 201-962-8374 info@monti-tools.com www.monti-tools.com

Montipower, Inc. 7677 Coppermine Dr.

Mannassas, VA 20109 contact: Charles Lockard phone: 703-396-8777 fax: 954-337-3889 clockard@mbxit.com www.mbxit.com See our display ad, p. 92.

Mr. LongArm, Inc.

400 Walnut, PO Box 377 Greenwood, MO 60434 contact: Customer Service phone: 800-821-3508 fax: 816-537-6162 info@mrlongarm.com www.mrlongarm.com

Mr. Shrinkwrap Inc.

PO Box 697 Media, PA 19063 contact: Kevin Comerford phone: 610-566-5290 fax: 610-566-5291 davidbaker@mrshrinkwrap.com www.mrshrinkwrap.com

1000 Cranberry Woods Dr. Cranberry Twp., PA 16066 contact: Customer Service phone: 800-672-2222 fax: 800-967-0398 info@msanet.com www.msanet.com

MST, Inc. (Modern Safety Techniques) 11370 Breininger Rd., PO Box 87 Hicksville, OH 43526 phone: 800-542-6646 fax: 419-542-6475

modsafe@bright.net www.modsafe.com See our display ad, p. 68

Munkebo Clemco A/S

Smedeloekken 5-7 Munkebo 5330 Denmark contact: Niels J. Assersen phone: 45 65 97 43 80 fax: 45 65 97 47 45 info@munkebo.com www.munkebo.com

N.T. Ruddock Co.

26123 Broadway Ave. Cleveland, OH 44146 contact: Jim Ruddock phone: 440-439-4976 fax: 440-439-8728 jim@ntruddock.com , www.ntruddock.com

Natrium Products PO Box 5465 Cortland, NY 13045 contact: Tim Herman phone: 800-962-4203 fax: 607-753-0552 herman@natrium.com www.natriumsodablast.com See our display ad, p. 82.

NC Minerals, LLC

3231 Fernbrook Lane North Plymouth, MN 55447 contact: John Seivold phone: 763-509-0511 fax: 763-509-9347 jseivold@gmail.com www.ncm-minerals.com

NDT Systems 5542 Buckingham Dr. Huntington Beach, CA 92649 contact: Greg Smith phone: 877-455-4638 fax: 714-439-2100 sales@ndtsystems.com www.ndtsystems.com

Nelson Industrial Services 6021 Melrose Lane Oklahoma City, OK 73127 contact: Paul Jackson phone: 405-495-9797 fax: 405-495-4994 pjackson@nelsonindustrial.com www.nelsonindustrial.com

Netzsch Premier Technologies, LLC

125 Pickering Way Exton, PA 19341 contact: Stephen Miranda phone: 484-879-2020 www.netzsch.com

New Age Blast Media 4900 South Broad St., Ste. 310 Philadelphia, PA 19112 contact: Stephen Mellon phone: 866-775-6226 fax: 215-551-3073 sales@novetas.net www.newageblastmedia.com See our display ad, p. 79.

Nilfisk-Advance America, Inc. 740 Hemlock Rd.

Morgantown, PA 19543 contact: Sales phone: 800-645-3475 fax: 610-286-7350 questions@nilfisk.com . www.nilfiskindustrialvacuums.com

NLB Corp. 29830 Beck Road Wixom, MI 48393 contact: Jenna Alder phone: 248-624-5555 fax: 248-926-4347 nlbmktg@nlbusa.com www.nlbcorp.com See our display ad, p. 101.

Noopy's Research, Inc. 108 Route 40 Newfield, NJ 08344 contact: Les Morgan phone: 856-358-6001 fax: 856-358-0206 www.noopscoup.com

Nordson EFD

8 Applegate Drive Robbinsville, NJ 08691 contact: Customer Service phone: 800-556-3484 fax: 401-431-7079 info@nordsonefd.com www.nordsonefd.com

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Ville-La-Grand 74100 France
contact: Bettina Begtoft-Vernay
phone: 33 4 50 38 37 36 fax: 33 4 50 92 88 44 norexco.france@norexco.com www.norexco.com

Norton / Saint-Gobain 1 New Bond Street Wooster, MA 01606 contact: Abby Marschke phone: 508-795-2614 fax: 508-795-2171 abby.b.marschke@saint-gobain.com www.saint-gobain.com

Norton Sandblasting Equipment

1006 Executive Blvd. Chesapeake, VA 23320 contact: Jason Eisel phone: 757-548-4842 fax: 757-547-9597 info@nortonsandblasting.com www.nortonsandblasting.com

Novatek Corporation

155 Philips Rd. Exton, PA 19341 contact: Ken Wise phone: 866-563-7800 fax: 610-363-9620 sales@novatekco.com www.novatekco.com

Nu-Wave Manufacturing, LLC

PO Box 793 Danville, IN 46122 contact: Tonia Fillmore phone: 800-428-7200 fax: 877-585-2252 tonianuwave@live.com www.nuwavescaffold.com

Oilind Safety 7825 E 40th Ave. Denver, CO 80207 contact: Rowland Rhodehamel phone: 303-399-3319 fax: 303-399-9733 www.oilind-safety.com

Olimag Sand 725 Caouette Blvd. Thetford-Mines, QC G6G 5T1 Canada contact: Jean-Yves phone: 418-338-3562 fax: 418-338-9100 jy.angers@olimag.com www.olimag.com

Opta Minerals Inc.

407 Parkside Drive, PO Box 260 Waterdown, ON LOR 2H0 Canada **contact:** Joe Decarvalho **phone:** 519-720-9664 **fax:** 519-720-9491 info@optaminerals.com www.optaminerals.com See our display ad, p. 75.

Opta Minerals Inc. 3306 Peterson St. Norfolk, VA 23509 contact: Ben Burns phone: 757-620-1334 fax: 757-857-5631 benburns@optaminerals.com www.optaminerals.com

Overspray RX-Overspray Prevention/Removal

3455 Peachtree Road NE, Ste. 500 Atlanta, GA 30326 USA phone: 800-428-9017 info@oversprayrx.com www.oversprayrx.com

Oxford Instruments America

300 Baker Ave., Suite 150 Concord, MA 01742 contact: Chris Horvath phone: 978-369-9933 fax: 978-369-8287 industrial@oxinst.com www.oxford-instruments.com

Pacific Roller Die Company, Inc. 1321 W. Winton Avenue

Hayward, CA 94545 contact: Michael Kraut phone: 510-782-7242 fax: 510-887-5639 michael@prdcompany.com www.prdcompany.com

Paint Brush Corporation P.O. Box 371 Vermillion, SD 57069 contact: Jill VonEhwegen phone: 800-843-9930 fax: 605-624-6909 jill@paintbrushpartsbrush.com www.paintbrushcorp.com

Palfinger systems GmbH Vogelweiderstrasse 40a

Salzburg 05020 Austria contact: Bernd Huemer phone: 43 662 88 00 33 2760 sales@palfingersystems.com www.palfingersystems.com

Pan Abrasives Group 2 Woodlands Sector 1 #05-20

Woodlands Spectrum I Singapore 738068 Singapore contact: Garry Simmons phone: 65 6861 6988 fax: 65 6861 0919 pagroup@pan-abrasives.com www.pan-abrasives.com

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Fairburn, GA 30213 contact: Greg Bowers phone: 800-638-3000 fax: 404-665-5701 info@pangborn.com www.pangborn.com

Paul N. Gardner Co., Inc. 316 NE 1st St. Pompano Beach, FL 33060 contact: Jim Wick phone: 954-946-9454 fax: 954-946-9309 gardner@gardco.com www.gardco.com See our display ad, p. 65.

PBP Industries

811 W. Pikes Peak Ave. Colorado Springs, CO 80905 contact: Melody Masters phone: 888-768-2358 fax: 888-422-6828 orders@thebeltbucket.com www.thebeltbucket.com

PCWI International Pty. Ltd.

13 Alhambra Ave. Cardiff 2285 NSW Australia contact: L. J. Sullivan phone: 61 2 4954 3900 fax: 61 2 4954 3999 sales@pcwi.com.au www.pcwi.com.au

PearlWeave Safety Netting Corp.

30 Pine St. New Rochelle, NY 10801 contact: Dennis P. Boyle phone: 856-979-8440 fax: 856-546-6911 www.pearlweave.com

Pellets, LLC

63 Industrial Drive North Tonawanda, NY 14120 contact: Mike Deakin phone: 716-693-1750 fax: 716-693-1880 mdeakin@pelletsllc.com www.pelletsllc.com

Persyst Enterprises, Inc. 4695 Melvin Street

Las Vegas, NV 89115 **contact:** Leanne Lawson-Stanley **phone:** 702-362-9432 fax: 702-362-9440 sales.persyst@lvcm.com www.solvent-recycler.com

Pipeline Inspection Company

1919 Antoine Houston, TX 77055 contact: Chris Miller phone: 713-681-5837 fax: 713-681-4838 sales@picltd.com www.picltd.com See our display ad, p. 13.

Pirate Brand

2719 Tobey Dr. Indianapolis, IN 46219 contact: Ron Rougeou phone: 800-692-6223 fax: 317-829-0148 sales@forecastsalesinc.com www.pirate-brand.com See our display ad, p. 82.

PlanSwift 850 S. Boulder Hwy., Ste. 212 Henderson, NV 89015 contact: Sales phone: 888-752-6794 sales@planswift.com www.planswift.com

Plas-Pak Industries Inc.

One Connecticut Ave. Norwich, CT 06360 contact: Peter Kuzyk phone: 860-889-3383 fax: 860-889-2879 p.kuzyk@plaspakinc.com www.plaspakinc.com

Plastic Blast Inc.

1332 Burnett Dr. Xenia, OH 45385 phone: 937-376-2200 fax: 937-376-1936 layser376@aol.com

Polygon (A former Munters company) 79 Monroe Street

Amesbury, MA 01913 contact: Courtney Tyler phone: 800-422-6379 fax: 978-241-1274 courtney.tyler@polygongroup.com www.polygongroup.us See our display ad, p. 49.

Polytuf Brands 4535 State Rd. Cuyahoga Falls, OH 44223 contact: Robb Kalal phone: 888-765-9883 fax: 330-773-0390 sales@polytuf.com www.polytuf.com

Porter Warner Enterprises 2 East 38th Street Chattanooga, TN 37409 contact: Randy Smith phone: 423-266-4735 fax: 423-756-1558 chatt@comcast.net www.porterwarner.com

Powerclad Inc. Stillington Road, Easingwold York Y061 3FA UK contact: Peter Winter phone: 44-1-347825210 fax: 44-1-237825222 peter.winter@itpltd.com . www.itpltd.com

Powertrack International 4625 Cambells Run Road Pittsburgh, PA 15205 contact: Kevin Kilderry phone: 412-787-4444 fax: 412-787-8520 sales@powertrackhose.com www.powertrackhose.com

Precision Iceblast Corporation

N3908 Highway 41 Wallace, MI 49893 contact: Keith Boye phone: 708-205-1141 fax: 906-864-2425 info@precision-iceblast.com www.precision-iceblast.com

Prep Tec PO Box 2407 Orlando, FL 32802 contact: Nathan Dickford phone: 407-327-1234 fax: 407-302-6673 estimate@prep-tec.com www.prep-tec.com

PreTox Products - NexTec, Inc. 4050 Westmark Dr.

Dubuque, IA 52002 contact: Dave Steffen phone: 800-338-8296 fax: 563-589-1237 daves@pretox.com www.pretox.com See our display ad, p. 93.

PROSOCO, Inc.

3741 Greenway Circle Lawrence, KS 66046 contact: Marketing phone: 800-255-4255 fax: 888-434-7086 marketing@prosoco.com www.prosoco.com

Pro-Tect Construction Services, Inc.

18420 68th Ave. S. # 109 Kent, WA 98032 contact: Christy Snider phone: 425-251-3112 fax: 425-251-4995 christy@protectconstruction.com www.pro-tect.net

Pro-Tect Plastic and Supply, Inc.

PO Box 1377 Jacksonville, OR 97530 contact: Sharri Griffin phone: 800-889-9727 fax: 541-774-5508 sales@pro-tect.net www.shrinkwrapcontainments.com See our display ad, p. 53.

Pro-Tect Services, Inc. 12235 Hwy. 105 East Conroe, TX 77306 contact: Steve Scott phone: 713-589-4638 fax: 713-589-5612 sales@pro-tectservices.com www.pro-tectservices.com

Purdy

13201 N. Lombard St. Portland, OR 97203 contact: Mike Beaudoin phone: 503-286-8217 fax: 503-286-5336 info@purdycorp.com www.purdycorp.com

Q-Lab Corporation 800 Canterbury Road Cleveland, OH 44145 contact: Alan Boerke phone: 440-835-8700 fax: 440-835-8738 info@q-lab.com www.q-lab.com

Quali-Tech Manufacturing Inc.

1 World Trade Center, Suite 800 Long Beach, CA 90831 contact: John Moran phone: 310-637-8900 fax: 760-357-8697 sales@quali-techmfg.com www.quali-techmfg.com

Quality Diamond Tools, Inc. 3532 Palais Terrace Wellington, FL 33449 contact: Mike Mills phone: 800-285-0163 fax: 561-471-3043 qdtblades@aol.com www.qualitydiamondtools.com

QualJet

12819 SE 38th Street Bellevue, WA 98006 contact: Matthew Maa phone: 866-782-5538 fax: 425-378-7776 info@qualjet.com www.qualjet.com

Quest Climate Control Equipment, A division of Therma-Stor. LLC 4201 Lien Rd.

Madison, WI 53708 contact: Lee Emerson phone: 866-933-7486 fax: 608-222-1447 lemerson@thermastor.com www.questprotect.com See our display ad, p. 46.

Quikspray, Inc. PO Box 327

Port Clinton, OH 43452 contact: T. Park McRitchie phone: 419-732-2611 fax: 419-734-2628 park@quikspray.com www.guiksprav.com See our display ad, p. 57.

Radians Protective Gear 7580 Bartlett Corp. Drive Bartlett, TN 38133 contact: Bill England phone: 901-266-2528 fax: 901-388-0144 sales@radians.com www.radians.com

Radiodetection 154 Portland Road Bridgton, ME 04009 contact: Zenya Brackett phone: 207-647-9495 fax: 207-647-9496 zenya.brackett@spx.com www.radiodetection.com

Rapid Deployable Systems 503 Belle Hall Pkwy. Mt.Pleasant, SC 29464 contact: Geoff Hawes phone: 843-375-2424 fax: 843-375-2426 geoff@rapiddeployablesystems.com www.rapiddeployablesystems.com

Rapid-Prep, LLC 295 Scituate Ave., Suite E Johnston, RI 02919 contact: Mike Hogue phone: 877-529-2124 fax: 401-714-0877 mikeh@rapidprep.com www.rapidprep.com

RBW Enterprises, Inc. 169 Hillwood Circle Newnan, GA 30263 contact: Robert B. Watkin phone: 770-251-8989 fax: 770-251-8989 watkinbob@aol.com www.rbwe.com See our display ad, p. 87.

Reach Service & Equipment, Inc. 7027 W. Broward Blvd., Ste. 283 Plantation, FL 33317 contact: Ivan Coronel phone: 954-734-0715

Red Devil Equipment

14900 21st Ave. N Plymouth, MN 55447 contact: Bob Brockman phone: 763-533-2969 fax: 763-852-1811 info@reddevilequipment.com www.reddevilequipment.com

Reliable Pumps Consultants

5404 Cedar Crest Houston, TX 77087 contact: Russell Reed phone: 713-640-2718 fax: 713-640-1604 russellreed@reliablepumps.com www.reliablepumps.com

Remote Orbital Installations, LLC

429 Venture Court Verona, WI 53593 contact: Michael Kronz phone: 608-845-0360 fax: 608-848-9899 roi360@roi360.com www.roi360.com

Ring Power Corporation 500 World Commerce Parkway St. Augustine, FL 32092 contact: Micah Hughes phone: 904-494-1285 fax: 904-281-0831 aircompressor@ringpower.com http://compressedair.ringpower.com

Rosler Metal Finishing 1551 Denso Rd.

Battle Creek, MI 49037 contact: Tim Gibson phone: 269-441-3000 fax: 269-441-3001 info@rosler.us www.rosler.us

Ross Cook Brand 6820 North 43rd Street Milwaukee, WI 53209 USA contact: Stephen Schoenberger phone: 414-247-7100 fax: 414-247-7110 pres@vector-vacuums.com . www.vector-vacuums.com

RPB USA Inc. 531 Ajax Drive, Suite 200 Madison Heights, MI 48071 contact: Kurt Ivory phone: 866-494-4599 fax: 866-494-4509 kurt.ivory@rpbsafety.com www.rpbsafety.com

RUSTECO LLC 1465 E Del Amo Blvd. Carson, CA 90746 contact: Michael phone: 800-787-8326 fax: 310-294-9635 rusteco@aol.com www.rusteco.com

Rustibus, Inc. 2901 West Sam Houston Pkwy. N Ste. E325 Houston, TX 77043 contact: Dominic J. Jordan phone: 832-203-7170 fax: 832-203-7171 houston@rustibus.com www.rustibus.com

Rustibus N.V.

Noordersingel 7 Antwerpen 02140 Belgium contact: T. Brathen phone: 32 3227 2096 fax: 32 3227 2097 antwerp@rustibus.com www.rustibus.com

Ryno Tools Division of JonDon 400 Medinah Rd. Roselle, IL 60172 contact: Ryan Donaldson phone: 630-627-7075 fax: 630-627-7910 ryan@rynotools.com www.rynotools.com

SAFE Systems, Inc. 18420 68th Ave. S., #202 Kent, WA 98032 contact: Glenn Seaverns phone: 425-251-8662 fax: 425-251-8683 info@safesys.com www.safesys.com See our display ad, p. 69.

Safespan Platform Systems, Inc.

252 Fillmore Avenue Tonawanda, NY 14150 contact: David Malcolm phone: 800-368-4010 fax: 716-694-1188 dmalcolm@safespan.com www.safespan.com See our display ad, p. 33.

Safety Lamp of Houston 1816 Rotary Drive Humble, TX 77338 contact: Jim Reeves phone: 281-964-1019 fax: 281-964-1040 sales@safetylampofhouston.com www.safetylampofhouston.com

Safway Services, LLC Bridge Division, Scotia-Glenville Industrial Park, Bldg. 406 Scotia, NY 12302 contact: Jerry Dolly phone: 518-381-6000 fax: 518-381-4613 quikdeck@safway.com www.safway.com See our display ad, p. 113.

Samax Enterprises, Inc. 29-75 Riverside Ave. Newark, NJ 07104 contact: Chas Wolfson phone: 973-350-9400 fax: 973-350-9538 www.rockmiracle.com

Sand Master AG Muehlethalstr. 67

Zofingen 4800 Switzerland contact: Rudolf Oberhansli phone: 41 62 7469202 fax: 41 62 7469205 info@sandmaster-technology.com www.sandmaster-technology.com

Sanstorm 5711 Schurmier Rd. Houston, TX 77048 **contact:** Benny LeCompte **phone:** 800-727-5707 **fax:** 713-868-8041 benny@sbsllc.com www.sanstormblasters.com

SASE Company, Inc. 26423 79th Ave. South

Kent, WA 98032 contact: Jay Reardon phone: 800-522-2606 fax: 877-762-0748 jayr@sasecompany.com www.sasecompany.com

Scaffold Resource 4240 Headwaters Lane

Olney, MD 20832 contact: Sales Department phone: 301-924-7223 fax: 301-924-6506 info@scaffoldresource.com www.scaffoldresource.com

Scaffold Service, Inc.

2525 Wabash Ave. St. Paul, MN 55114 contact: Micki Hentges phone: 651-646-4600 fax: 651-649-4399 micki@scafserv.com www.scafserv.com

Scott Safety

4320 Goldmine Rd. Monroe, NC 28110 contact: Candace Pride phone: 704-291-8424 fax: 704-291-8420 cpride@tycoint.com www.scottsafety.com

Sea To Sky Innovations Ltd. 8-91 Golden Drive Coquitlam, BC V3K 6R2 Canada contact: Doug White phone: 604-468-7711 fax: 604-468-7712 info@sea2sky.ca www.sea2skyglobal.com

SEMicro Div., M.E. Taylor Engs. Inc. 15817 Crabbs Branch Way

Rockville, MD 20855 contact: Gene Taylor phone: 301-975-9798 fax: 301-774-6711 genetaylor@mac.com www.adhesiontesting.com

Shave Away, Europe 837 Cornish Dr. San Diego, CA 92107 contact: John Buser phone: 619-223-2154 fax: 619-223-9690 jpbuser@cox.net www.dustmuzzle.com

Shelter Structures, Inc.

2043 Locust St., Suite 2B Philadelphia, PA 19103 contact: Patricia Smail phone: 800-330-9294 fax: 267-590-4143 contact@shelterstructures.com www.shelterstructures.com

SIE Industrial Ltd.

Faraday House, Pattinson South Ind. Est., Washington Tyne & Wear NE38 7LW UK contact: Gareth Bowen phone: 44 191 416 5127 fax: 44 191 415 3876 gareth@sie-industrial.co.uk www.sieindustrial.co.uk

Sil Industrial Minerals, Inc. 7331 18th St. Edminton, AB T6P 1P9 Canada contact: Mark Trela phone: 780-467-2627 fax: 780-467-2752 www.surewaygroup.ca

Singleton Corp. 3280 W. 67th Pl.

Cleveland, OH 44102 contact: Shirley Pastva phone: 888-456-0643 fax: 216-651-4247 info@singletoncorp.com www.singletoncorp.com

SJS Equipment LLC

101 Industrial Park Drive Arma, KS 66712 contact: Sheldon Bicknell phone: 620-347-8860 fax: 620-347-8862 sales@sjsinc.net www.sjsinc.net

Sky Climber LLC 1800 Pittsburgh Dr.

Delaware, OH 43015 **contact:** Todd King **phone:** 740-203-3931 **fax:** 740-203-3901 info@skyclimber.com www.skyclimber.com

SMITH Manufacturing Co., Inc. 1610 S. Dixie Highway Pompano Beach, FL 33060 contact: John Edwards phone: 800-653-9311 fax: 954-545-0348 info@smithmfg.com www.smithmfg.com

SodaBlast Systems LLC

5711 Schurmier Rd. Houston, TX 77048 contact: Benny LeCompte phone: 800-216-7632 fax: 713-868-8041 info@sbsllc.com www.sbsllc.com

Solvent Kleene, Inc.

119 Foster St., Bldg. #6 Peabody, MA 01960 contact: Joe Lerner phone: 978-531-2279 fax: 978-532-9304 sales@solventkleene.com www.solventkleene.con

Solvent Waste Management, Inc.

8103 Spring Cypress Spring, TX 77379 contact: Bill Palamountain phone: 281-379-3666 fax: 281-379-3667 swm@solventwasher.com www.solventwasher.com

SPE GROUP

Honeyholes Lane Dunholme LN2 3SU UK contact: John Hill phone: 44 1673 860 709 fax: 44 1673 861 119 sales@spe-int.com www.surfacepreparationgroup.com

Specialty Products, Inc. (SPI) 2410 104th St., Ct. S., Suite D Lakewood, WA 98449 contact: Cliff Haskins phone: 800-627-0773 fax: 253-588-7196 haskinsc@specialty-products.com www.specialty-products.com

Specialty Vacuum Inc. 4533 Green Park Road St. Louis, MO 63123 contact: Noel Prudent phone: 800-448-2801 fax: 314-487-1200 sales@specialtyvacuum.com www.specialtyvacuum.com

SPE-USA

210 Southwest Ave. Tallmadge, OH 44221 contact: Todd Jordan phone: 330-630-9444 fax: 330-630-4030 todd@jordanpower.com www.spe-usa.com

Spider, a Division of SafeWorks

Spider, a Division of Sa 365 Upland Drive Seattle, WA 98188 contact: Operations Ctr. phone: 877-774-3370 spider@safeworks.com . www.spiderstaging.com See our display ad, p. 32.

SPIR STAR, Ltd. 10002 Sam Houston Center Dr. Houston, TX 77064 contact: Jerry Carter phone: 281-664-7800 fax: 281-664-7850 sales@spirstar.com www.spirstar.com

Sponge-Jet, Inc. 235 Heritage Ave., Ste. 2 Portsmouth, NH 03801 contact: Tony Anni phone: 603-610-7950 fax: 603-431-6043 sjadmin@spongejet.com www.spongejet.com

Spray Equipment & Service Center 311 Pattie St. Witchita, KS 67211 contact: John Goodman phone: 800-666-6072 fax: 316-264-6181 jgoodman@sprayequipment.com www.sprayequipment.com

Spray-Quip, Inc. 1754 Des Jardines Houston, TX 77023 contact: Herb Chilman phone: 713-923-2771 fax: 713-923-7822 sq@sprayquip.com www.sprayquip.com

Spraytech, Inc., Global Spray Solutions 15179 West Hwy. 54

Wichita, KA 67235 contact: Dave Calvin phone: 316-943-3700 fax: 316-946-0618 dcalvin@globalspray.com www.globalspray.com

SSPC: The Society for Protective Coatings

40 24th St., 6th Fl. Pittsburgh, PA 15222 contact: Jeannine Bodack phone: 412-281-2331 fax: 412-281-9992 bodack@sspc.org www.sspc.org See our display ads, pp. 26, 52, and inside back cover.

Star 10 Inc. 575 W. Hume

Muskegon Heights, MI 49444 contact: Phillip E. Pennington phone: 800-726-4319 fax: 231-830-8090 sales@starten.com www.starten.com

Stone Tucker Instruments Inc. 39 College Street Fonthill, ON LOS 1E0 Canada contact: Bob Tucker phone: 905-892-6142 fax: 905-892-7613 info@stone-tucker.com www.stone-tucker.com

Sulzer Metco 1101 Prospect Ave. Westbury, NY 11590 contact: Customer Service phone: 800-638-2699 fax: 516-338-2342 ts-classics@sulzer.com www.sulzermetco.com

Sunbelt Rentals

2341 Deerfield Drive Fort Mill, SC 29715 contact: Steve Heyman **phone:** 704-201-8593 **fax:** 803-578-6545 sheyman@sunbeltrentals.com www.sunbeltrentals.com

Sunnyside Corporation/ **Back To Nature Products**

225 Carpenter Avenue Wheeling, IL 60090 contact: Adam Newman phone: 847-541-5700 fax: 847-541-9043 anewman@sunnysidecorp.com www.sunnysidecorp.com

Super Titan div. of Malyn Industrial Ceramics, Inc.

8640 Roll Road Clarence Center, NY 14032 contact: Christina M. Gossett phone: 716-741-1510 fax: 716-741-8402 sales@malyn.com www.malyn.com

Superior Scaffold Services

520 East Luzerne St. Philadelphia, PA 19124 contact: Customer Service phone: 215-743-2200 fax: 215-423-0128 info@superiorscaffold.com www.superiorscaffold.com

Surface Prep Supply #2 Hwy. 17-92 North Haines City, FL 33844 contact: Customer Service phone: 888-331-7737 fax: 863-419-9674 info@prepsupply.com www.prepsupply.com

Surface Preparation-Texas, LLC

5965 South Loop East Houston, TX 77033 contact: Joni La Violette phone: 800-374-4043 fax: 800-547-5838 in fo@surface preparation.comwww.surfacepreparation.com

Swing-Lo Suspended Scaffold Company

PO Box 128 Covert, MI 49043 contact: George Saleeby phone: 269-764-8989 fax: 269-764-8897 info@swing-lo.com www.swing-lo.com

T Tex Industries LP 8302 Almeda Genoa Houston, TX 77075 contact: Darrell Todd phone: 713-991-7070 fax: 713-991-7090 ttexequipment@gmail.com www.ttexindustries.com See our display ad, p. 63.

Tarps Manufacturing, Inc.

1000 State Hwy. 104 Meredosia, IL 62665 contact: Rich Ott phone: 877-584-1900 fax: 217-584-1905 rich@tarpsmfg.com www.tarpsmfg.com See our display ad, p. 54.

Telpro

7251 S. 42nd Street Grand Forks, ND 58201 contact: Mark Haaland phone: 800-448-0822 fax: 701-775-7220 mhaaland@telproinc.com www.telproinc.com

Tempest Technology

4708 North Blythe Ave. Fresno, CA 93722 contact: Bruce Mahlmann phone: 559-277-7577 fax: 559-277-7579 bmahlmann@tempest-edge.com www.tempest-edge.com

Terex Hydra Platforms

1205 Galleria Blvd. Rock Hill, SC 29710 contact: Christer Bradley phone: 803-366-8195 fax: 803-366-0603 info@hydraplatform.com www.terexrb.com

Terrco Inc.

222 First Ave. NW Watertown, SD 57201 contact: James Vinella phone: 605-882-3888 fax: 605-882-0778 jim@terrco.com www.terrco.com

Testcoat Inc.

1685 Baltimore Pike, Ste. C Gettysburg, PA 17325 contact: Shelley Peterson phone: 800-678-4370 fax: 717-334-0238 sales@testcoat-usa.com www.testcoat-usa.com

Testex

PO Box 867 Newark, DE 19715 contact: Mary Ellen Stachnik phone: 302-731-5693 fax: 302-455-0915 mestachnik@testextape.com www.testextape.com

The Andersons, Inc.

PO Box 119 Maumee, OH 43537 contact: Norm Peiffer phone: 419-891-6611 fax: 419-891-6539 coborders@andersonsinc.com www.gritocobs.com

The D. E. Stearns Company

PO Box 3456 Shreveport, LA 71133 contact: Peggie S. Rose phone: 318-635-5351 fax: 318-636-6969 info@destearns.com www.destearns.com

The Desmond-Stephan Mfg. Company

PO Box 30 Urbana, OH 43078 contact: Karen phone: 800-823-4670 . fax: 937-653-5511 krn_desmond@yahoo.com www.desmond-stephan.com



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The Warehouse Rentals and Supplies

1335 South Main St. Greensburg, PA 15601 contact: John phone: 800-621-2777 fax: 724-836-0808 sales@twrs.com www.twrs.com See our display ad, p. 57.

The Wooster Brush Company 604 Madison Ave., PO Box 6010 Wooster, OH 44691 contact: Anne Horst phone: 800-392-7246 fax: 330-263-0495 customerservice@woosterbrush.com www.woosterbrush.com

Thermion

PO Box 780 Silverdale, WA 98383 contact: Dean Hooks phone: 360-265-3649 fax: 360-447-8314 dhooks@thermioninc.com www.thermioninc.com See our display ad, p. 45.

Tinker & Rasor 791 S. Waterman Ave. San Bernardino, CA 92408 contact: Christine Seal **phone:** 909-890-0700 **fax:** 909-890-0736 christine@tinker-rasor.com www.tinker-rasor.com

Titan Tool 1770 Fernbrook Lane Minneapolis, MN 55447 contact: Steve Machacek phone: 800-526-5362 fax: 800-528-4826 machaceks@titantool.com www.titantool.com

TMS Metalizing Systems, Ltd. 9619 Provost Rd., PO Box 2136 Silverdale, WA 98383 contact: Dave Wixson **phone:** 360-692-6656 **fax:** 360-698-1539 info@tmsmetalizing.com www.tmsmetalizing.com

Total Enclosure Sail System, Inc. 7122 Northaven Dr.

Dallas, TX 75230 contact: Bret Walton phone: 800-724-5710 bret@tessgroup.com www.sailsystem.com

TQC Thermimport Quality Control Nijverheidscentrum 14 Zevenhuizen 2761JP Netherlands contact: George N. Moonen phone: 31 180 631344 fax: 31 180 632917 info@tqc.eu www.tqc.eu See our display ad, p. 64.

Tractel Fallstop Division 11020 Mirabeau

Anjou, QC H1J 2S3 Canada contact: Sales phone: 800-561-3229 fax: 514-493-3342 fallstop@tractel.com www.tractel.com

Tractel Griphoist Inc. 51 Morgan Drive Norwood, MA 02062 contact: Customer Service phone: 800-421-0246 fax: 781-828-7600 griphoist.usa@tractel.com www.tractel.com/us See our display ad, p. 33.

Tramex Ltd./In Care of Black Hawk Sales Inc.

28 Pin Oak Drive Littleton, CO 80127 contact: Dennis Wieszcholek phone: 303-972-7926 fax: 303-972-7106 sales@tramexltd.com www.tramexltd.com

Treibacher Schleifmittel N.A.

9940 Ryers Creek Road Corning, NY 14830 contact: Mark Jacobis phone: 800-394-8872 fax: 716-286-1224 marketing@treibacher-us.com www.treibacher.com

Trelawny Surface Preparation Technology 13 Highdown Road Warwickshire Leamington Spa CV31 1XT UK contact: Rob Chapman phone: 44 1926 883781 fax: 44 1926 450352 sales@trelawny.co.uk www.trelawnyspt.co.uk

Trimaco, LLC 2300 Gateway Centre Blvd., Ste. 200 Morrisville, NC 27560 USA phone: 314-534-5005 fax: 314-531-1723 customerservice@trimaco.com www.trimaco.com

Tri-State Technical Sales Corp. 382 Lancaster Ave. Malvern, PA 19355 contact: Sales phone: 610-647-5700 fax: 610-647-3905 corp@tristatetech.com www.tristatetechnicalsales.com

Tritech Industries, Inc. 610 Rahway Avenue Union, NJ 07083 contact: Dan Hosley phone: 908-378-1080 fax: 908-378-1659 dhosley@tritechindustries.com www.tritechindustries.com

TriVitro Corporation 18420 68th Ave., South, Ste. 101 Kent, WA 98032 contact: Jeff Freas phone: 888-301-0181 fax: 425-251-8301 info@trivitro.com www.trivitro.com

TUCO Industrial Products Inc. 5223 180th St. SW, Bldg. #4A Lynwood, WA 98037 contact: Jeff Cohen phone: 425-743-9533 fax: 425-742-0218 www.tucoheat.com

U.S. Metals, Inc. PO Box 396 Mentone, IN 46539 contact: Jim Green phone: 800-433-6244 fax: 574-353-8158 usmetals@comcast.net www.usmetalsinc.com

U.S. Minerals 2105 North Winds Drive Dver. IN 46311 contact: Jason Vukas phone: 219-864-0909 fax: 219-864-4675 jvukas@us-minerals.com www.us-minerals.com See our display ad, p. 76.

UHP Projects, Inc. 4811 Mercantile Dr. Newport News, VA 23607 contact: Mickey Boyer phone: 757-928-1890 fax: 757-928-1946 m.boyer@uhpprojects.com www.uhpprojects.com

UltraChem/Sharp Performance Products

6700 Dixie Drive Houston, TX 77087 contact: Dan Yarberry phone: 713-641-1444 fax: 713-641-5121 seg@ultrachem.us www.flashshield.us

Under Pressure Systems Inc.

322 North Ave. NE New Philadelphia, OH 44663 contact: Shawn Smith phone: 330-602-4466 fax: 330-602-4455 shawn@underpressuresystems.com www.underpressuresystems.com

UNIBRI International

125 Erick St., Suite A112 Crystal Lake, IL 60014 contact: Chris Hindley phone: 815-788-8660 fax: 815-788-8662 unibri@aol.com www.unibri.com

Unified Technologies 3015 Center Dr. Cleveland, OH 44134 contact: Art Koch phone: 877-547-5308 fax: 309-408-3771 artkoch123@gmail.com $www.ut\text{-}unifie \breve{\text{d}} technologies.com$

Unimin Specialty Minerals Inc.

258 Elm Street New Canaan, CT 06840 contact: Frank Cangelosi phone: 203-442-2500 fax: 203-966-3453 contactus@brilliantadditions.com www.brilliantadditions.com

United Abrasive, Inc. 19100 Industrial Dr., PO Box 98 Vulcan, MI 49892 contact: Bill Paupore phone: 800-228-2925 fax: 906-563-8739 bill4@unitedabrasive.com

Universal Minerals, Inc.

6319 Brookhill Drive Houston, TX 77087 contact: Gary Birdwell phone: 713-797-0054 fax: 713-797-1014 garyb@universalminerals.com www.universalminerals.com

US Shotblast Parts & Service Corp.

207 NW 59th Street Oklahoma City, OK 73118 contact: Jeff Jones phone: 888-745-6766 fax: 405-842-6866 usshotblast@sbcglobal.net www.shotblastparts.com

US Technology Corporation 4200 Munson St. NW Canton, OH 44718 **contact:** John Socotch **phone:** 770-254-9449 **fax:** 770-254-8759 jsocotch@ustechnology.com www.ustechnology.com

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Vacuum Engineering Group 6820 N. 43rd Street

Milwaukee, WI 53209 **contact:** Brent Alexander **phone:** 260-484-7311 **fax:** 414-247-7110 sales@vector-vacuums.com www.vector-vacuums.com

Van Air Systems 2950 Mechanic St. Lake City, PA 16423 contact: Sales phone: 800-840-9906 fax: 814-774-0778 info@vanairsystems.com www.vanairsystems.com See our display ad, p. 28.

Vector Technologies Ltd. 6820 N. 43rd Street Milwaukee, WI 53209 contact: Brent Alexander phone: 800-832-4010 fax: 414-247-7110 sales@vector-vacuums.com www.vector-vacuums.com See our display ad, p. 74.

VIC International Corporation

231 E. Emory Rd. Powell, TN 37849 contact: Shannon Stone phone: 800-396-0324 fax: 800-242-1141 webmaster@vicintl.com www.vicintl.com

Victory Air & Equipment, Inc. PO Box 3584 Victoria, TX 77903 contact: Danny Hanselman phone: 361-573-0819 fax: 361-578-1339 victoryair@sbcglobal.net www.victory-air.net

VLN Advanced Technologies Inc.

1166 Rainbow Street Ottawa, ON K1J 6X7 Canada contact: Willie Bloom phone: 613-747-0107 fax: 613-747-1395 wbloom@vln-tech.com www.vln-tech.com

VR Coatings Pvt. Ltd.

J-138, Bhosari Industrial Area Pune 411026 India phone: 91 20 30781022 fax: 91 20 30781051 vrcoatings@eth.net www.vrcoatings.com

Vulkan Blast Shot Technology 10 Plant Farm Blvd., Unit 2 Brantford, ON N3S 7W3 Canada contact: Customer Service phone: 519-753-2226 fax: 519-759-8472 vulkan@vulkanshot.com www.vulkanshot.com See our display ad, p. 84.

W Abrasives, Inc.

1 Abrasive Avenue Bedford, VA 24523 contact: Michael Cagnoli phone: 800-207-4691 fax: 905-735-9504 michael.cagnoli@waenam.com www.wabrasives.com

Warwick Mills, Inc. 301 Turnpike Rd., PO Box 409

New Ipswich, NH 03071 contact: Ed Twaddell phone: 603-291-1000 fax: 603-878-4306 inquiries@warwickmills.com www.turtleskin.com

Wegener Welding LLC 16W301 S. Frontage Rd.

Burr Ridge, IL 60527 contact: Liz Turner phone: 630-789-0990 fax: 630-789-1380 info@wegenerwelding.com www.wegenerwelding.com

Western States Equipment Company

2233 N. Warm Springs Rd. Salt Lake City, UT 84116 contact: David Costanzo phone: 801-596-2300 fax: 801-596-2382

Western Technology Inc.

3517 Arsenal Way Bremerton, WA 98312 contact: Tammi Finlay phone: 800-654-5483 fax: 360-917-0083 tammi@westerntechnologylights.com www.westerntechnologylights.com See our display ad, p. 51.

WGI Heavy Minerals, Inc. Noten Bogerd 29 Hendrik Ido Ambacht 3343BG Netherlands contact: Hans Klein phone: 317 8682 0672 fax: 317 87862 3945 hans@wgiheavyminerals.com www.wgiheavyminerals.com

WGI Heavy Minerals, Inc. 810 Sherman Ave.

Coeur d'Alene, ID 83814 contact: Liz Rosenthal phone: 208-666-6000 fax: 208-664-2456 sales@wgiheavyminerals.com www.wgiheavyminerals.com

Wheelabrator Group

1219 Corporate Drive Burlington, ON L7L 5V5 Canada contact: Doug LoFranco phone: 800-845-8508 fax: 905-319-7561 info@wheelabratorgroup.com www.wheelabratorgroup.com

Wheelabrator Plus 1606 Executive Drive

LaGrange, GA 30240 contact: Greg Smith phone: 800-544-4144 fax: 706-884-0568 parts@wheelabratorgroup.com www.wheelabratorgroup.com

Whizz Roller System 12595 71st Ct.

Largo, FL 33773 contact: Dave Johnson phone: 727-538-5545 fax: 727-538-4748 djohnson@whizzrollers.com www.whizzrollers.com

WIWA Wilhelm Wagner LP

107 North Main St. Alger, OH 45812 contact: Cherise Salyer phone: 419-549-5180 fax: 419-549-5173 csalyer@wiwalp.com www.wiwa.com See our display ad, p. 41.

Wolf Safety Lamp Co Ltd., The Saxon Road Works Sheffield, South Yorkshire S8 0YA UK contact: Miles Jackson phone: 44 114 255 1051 fax: 44 114 255 7988 info@wolf-safety.co.uk www.wolf-safety.co.uk

WOMA GmbH

Werthauser Strasse 77-79 Duisburg, NRW 47226 Germany contact: WOMA GmbH phone: 49 2065 3040 fax: 49 2065 304200 info@woma.de www.woma.de

WOMA Corporation

95 Newfield Ave., Suite K Edison, NJ 08837 **contact:** Robert Carvajales phone: 732-417-0010 fax: 732-417-0015 b.carvajales@womacorp.com www.womacorp.com

Wuxi Ding Long Co., Ltd. B Suite, 17F Wah Kwong Bldg., No. 333 Zhongshan Rd. Wuxi, Jiangsu 214001 China contact: Raymond Ding phone: 86 510 82755455 fax: 86 510 82762125 sales@sinogarnet.com www.sinogarnet.com

Xiom Corporation 78 Lamar Street West Babylon, NY 11704 contact: Dan phone: 631-643-4400 fax: 631-643-4111 sales@xiom-corp.com www.xiom-corp.com



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