

# The Globe

EARTH CONTACT PRODUCTS, LLC



## Please Join Us in Las Vegas!

February 3-6, 2009  
Booth #S13419

- See the Exhibits at the World of Concrete!
- See the Shows!
  - Have Fun!
  - Try Your Luck!

### • Attend ECP Contractor/Designer Seminar!

Feb 3rd, 12:30pm

- Certified Installer Class
- New Products
- Socialize
- Meet the ECP Staff
- Official Certificates Will Be Sent to Those Who Attend and Successfully Complete Selected Training Classes
- Engineers Welcome

For details & to REGISTER visit:  
[www.worldofconcrete.com](http://www.worldofconcrete.com)

Use the source code below when registering online and save big on the exhibits-only admission fee!

SOURCE CODE: B9

[earthcontactproducts.com](http://earthcontactproducts.com)



## TWO GIANTS COLLIDE!

Watch out McCarren airport, as football fans are leaving one of the largest convention crowds will be arriving. The Super Bowl and World of Concrete in Vegas at the same time? Yes it is true, the Super Bowl, February 1st, 2009 and the World of Concrete, February 3rd - 6th, 2009 are the same week. Sunday hotel rooms will be at a premium, as well many of you will want to enjoy Super Bowl Sunday with friends and family. To accommodate for this ECP has moved its annual technical seminar to Tuesday afternoon, February 3rd. Like in past years, it will be held in the Rio Hotel Brasalia room. The seminar starts at 12:30 lasting until 5:30 pm; there will be a reception following at 6:30 carrying into a dinner at the Voodoo Lounge & Café. This is an excellent educational opportunity for installers and engineers alike; please RSVP.

**February 3-6, 2009**  
**Booth #S13419**

**Las Vegas Convention Ctr.**  
**Las Vegas, NV**

### Factors Stunting Online Investment

#### What's keeping you from investing more in online initiatives?

(Respondents could select multiple answers)



Source: McKinney & Company study of 410 marketing execs.

*Earth Contact Products will be "The Very Best" manufacturer in our industry by providing quality products and services in a timely manner at a competitive price.*

## Contacts

### Earth Contact Products

15612 South Keeler Terrace  
Olathe, KS 66062  
Phone: 913-393-0007  
Fax: 913-393-0008  
Toll Free: 866-327-0007  
earthcontactproducts.com

General Manager:  
Jeff Tully – Ext: 11  
jtully@earthcontactproducts.com

Sales & Marketing:  
Weston Opat – Ext: 10  
wopat@earthcontactproducts.com

Aaron Grayham – Ext: 13  
akgrayham@earthcontactproducts.com

Production:  
Brett Agnew – Ext: 15  
bagnew@earthcontactproducts.com

Logistics & Production:  
Russell Rima – Ext: 12  
rrima@earthcontactproducts.com

Accounting:  
Jon-Michael Mitchell – Ext: 14  
jmitchell@earthcontactproducts.com

Engineering:  
Donald Clayton  
dclayton@earthcontactproducts.com  
Phone: 972-480-0007  
Fax: 972-480-0009

### ECP's Support Companies:

Big Ape Studios  
Web and Graphic Design  
Jeff Fuson  
816-931-9528  
jeff@bigapestudios.com

Haake Companies  
Insurance • Consulting • Risk Mgmt.  
Scott Dunnum, CPCU, ARM  
913-491-1999  
Scott.dunnum@haakeins.com

Garrow Media  
Yellow Page & Internet Marketing  
Dan Garrow  
800-886-6977  
dan-garrow@accessus.net

## The Value of Uniqueness

*"Cherish forever what makes you unique,  
because you're really a yawn if it goes." - Bette Midler*

Products and services are becoming ever increasingly similar. Oil change services are oil change services, or are they? Jim's Garage offers personal service and local ownership. The local Jiffy Lube offers quick, "while you wait" service. Your local auto dealership offers the reliability and comfort of using OEM products by trained technicians. Which one changes oil in more cars – Jiffy Lube. They all are offering the same service; the end result is the same.

Why is Jiffy Lube successful? Simple, they have an easy name to remember that reminds us why we use them. The focus on what the customer needs and wants – quick oil changes in a convenient location that does not require us to alter our schedule to perform this task.

We all can learn from this lesson. What does your customer want or need? What are they asking for? What can you offer to solve their problem? When the phone rings listen to what the person (prospect) is saying. "Yes my name is Mr. Jones and I have cracks in my foundation that are causing water to come inside. I also have a couple of doors and windows that are sticking. Could you have someone come give me an estimate?"

Mr. Jones is asking some very specific questions. Your whole company needs to understand why people call and what they want. Not what we think they need or what we did last time, what they are asking for – that's it. The homeowner is not an expert he just wants his problems to go away and assumes that you are the person to make that happen... Sounds pretty obvious, does it not?

"So Mr. Jones you have cracks, your doors and windows are sticking. You need someone to give you an estimate when it is convenient for you". Now the ground rules are set and both sides understand the reason for the possible business transaction. "Yes, estimator Bob can be at your home next Thursday at 3:00pm to take a look at your issues and create an estimate for our services". "Thank you for calling and Joe will see you on Thursday the 10th". This is a very simple and straight forward example of only answering the questions asked and presenting your method for a solution.

So what is so unique about this? Simple you have not made the prospect think, you have kept their life simple, and you have the opportunity to WOW them on Thursday. Your company is unique in the fact that you are taking a potentially troubling situation and making the answer as simple as possible. The prospect must feel that your employees are easy to deal with, questions were answered, a solution was presented at a convenient time and now a decision can be made.

Being unique is not difficult, just do what you would want Jiffy Lube to do... except do not ask them if they need new windshield wipers – that's annoying. I just want my oil changed.

### Foundation Industry Upcoming Events:

**World of Concrete '09**  
Las Vegas Convention Ctr.  
Las Vegas, NV  
February 3-6, 2009

**ECP Seminar**  
World of Concrete '09  
Rio Hotel & Casino • Las Vegas, NV  
February 3rd, 2009 • 12:30 pm – 5:30 pm

# CASE HISTORY

## ECP HELICAL TORQUE ANCHORS™



### I-70 Bridge at Manchester Street Supported During Hinge Plate Replacements

**Kansas City, Missouri**

The Missouri Department of Transportation determined the need to replace hinge plates at the expansion joint of Manchester Street bridge as part of a renovation project along Interstate Highway 70 in Kansas City, Missouri.

Clarkson Construction Company located in Kansas City contacted Earth Contact Products for assistance with designing deep foundation piles for falsework supports. The falsework steel framing was required to temporarily support the weight of the bridge during the repair work. The soil at the site for the footings consisted of six feet of clay fill overlaying about 45 to 50

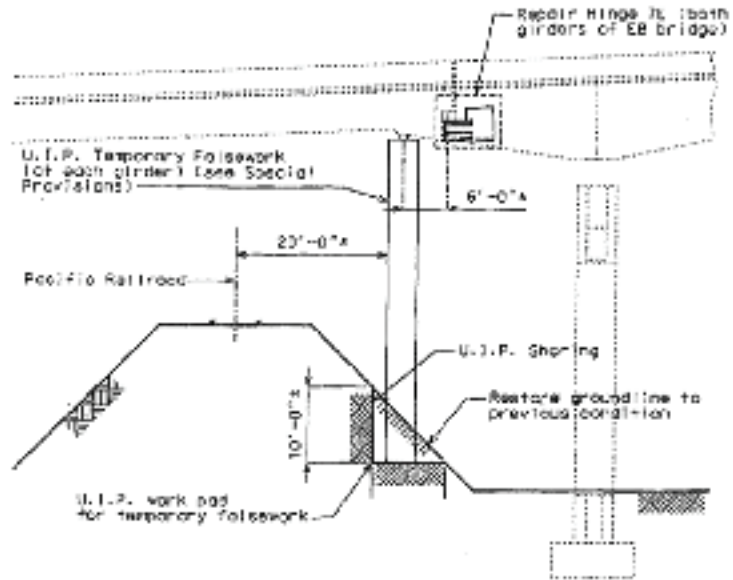


Project Summary	
Project:	Replacing Hinge Plates – I-70 at Manchester Street Bridge
Engineer:	Missouri Department of Transportation
Installing Contractor:	Clarkson Construction, Inc. 4133 Gardner Avenue, Kansas City, MO
Torque Anchor™ Products Installed:	TAF-350-60 10-12 Torque Anchor™ Lead Sections TAE-350-120 & TAE-350-60 Extension Sections TAB-350 N/C 3/4 (8x8) Pile Caps
Number of Placements:	12 – Helical Piles with Pile Caps
Avg. Depth to Bearing:	59 feet
Dead Load: Bridge Each Girder	44 tons
Dead Load: Bridge, Footing & Bracing	70.5 tons
Avg. Pile Ultimate Capacity:	29 tons per pile – 174 tons per footing
Avg. Pile Service Load:	14 tons per pile – 85 tons per footing
Factor of Safety:	2.5 : 1 Ultimate To Dead Load

feet of very soft to medium stiff clay. With groundwater at 16-1/2 feet, helical piles seemed like an economical solution for foundation support for two footings that measured six feet by sixteen feet and two feet thick.

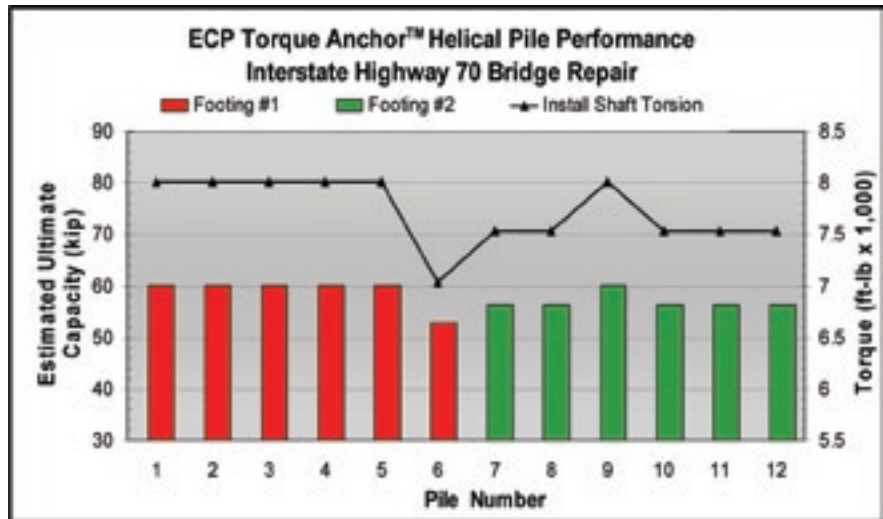


These photographs show the falsework in place under the bridge, the steel beams under the bridge girder and one of the concrete footings.



The foundation underpinning plan called for six helical piles at each of the proposed concrete footings. The piles were installed to a depth from 57 to 60 feet below grade into a stratum of shale.

The 3-1/2 inch diameter tubular pile shafts were configured with two helical plates. The lead of the pile had a ten inch diameter helical plate near the tip of the shaft followed by a twelve inch diameter helical plate located 30 inches higher on the shaft. The lead shaft length was five feet. Five extension sections that measured ten feet long were attached to each lead along with one five foot extension to provide sufficient pile depth to reach the depth of the load bearing shale stratum.



The piles were advanced into the soil using a 12,000 foot-pound hydraulic torque motor that was powered by a mini-excavator. A boulder was encountered during installation of one of the piles, which required a slight modification to the original pile layout plan.

## Crack Monitoring

There are 3 guarantees in the concrete business:

1. It will get hard
2. It will not be stolen once it gets hard
3. It will crack

While there is not a negative in the first two guarantees of concrete, the third often becomes a source of concern and for many contractors, a source of revenue. The evaluation and repair of these cracks is an art and a science. Experience and visual evaluation is the art of crack investigation that guides foundation experts towards a solution to repair. The science of crack evaluation requires proof and documentation to support the art.

Once a foundation crack has been identified to be caused by settlement, heaving, bowing or other force, the next step is to determine whether the crack is getting larger or if it has stopped. The seasons of the year will dictate part of this as will obvious changes in overall moisture content of the surrounding soils. If you are in an extended dry or wet period (over one year) or if an outside influence has changed (water pipe leaking). Determining the progression of the foundation crack is the job of a crack monitor.

Crack monitors are devices that give a recording of movement relative to each side of a visual crack. Crack gauges determine the size of a crack. The evaluation criterion for IBC and IRC is a gap of .064". This means that if the crack is smaller than .064" the crack will not allow water to penetrate and does not cause concern for the overall stability of the structure at the present time. If the crack is larger and/or has ruptured the foundation, a cause for concern is viable and the evaluation and monitoring is necessary. Rupture is defined as a crack that has penetrated both sides of a foundation element. The ECP Crack Monitor evaluates the movement across a crack or rupture over a period of time to determine the nature of structural problems.

The ECP Crack Monitor consists of two overlapping acrylic plates. One plate is marked with a millimeter grid, the other with cross hairs centered over the grid. Once installed, any movement can be easily seen and then recorded on the Crack Progress Chart provided with each monitor. The ECP Crack Monitor can be used to determine whether existing cracks are stable or still experiencing movement with a record of this movement to substantiate methods of repairs. The structures owner can be assured, with proof of movement, before repairs or proof of non-movement after a repair has been completed. The proof of non-movement can be critical to dispel visual or mental suspicions that unfounded.



Call today and order your ECP Crack Monitors @ 1-866-327-0007

## Equipment Rental Program from



With design projects becoming more detailed and much larger, ECP understands the need for contractors to have access to additional equipment without occurring large overhead costs. As a result ECP is now offering a equipment rental program. Now, contractors have the advantage to get the much needed equipment for their projects. Whether it be time constraints, or the need to be in two places at one time, the rental program can help. All the equipment in the program will be OEM equipment. There will be absolutely no compatibility issues in regards to utilizing existing equipment with the rental equipment.

We are offering the following rental packages: resistance pier installation kits, lifting kits, gear motors, and a load test frame for helical projects. Lifting kits will include all the equipment needed for an eleven pier lift install kits will include all equipment needed for resistance pier installation.

Contact Brett Agnew at 913-393-0007 or toll-free: 866-327-0007, extension 15 for more details and pricing.

## Notable Quotes

**D**elay is the death of the sale.

- Gary Halbert

**W**e don't grow unless we take risks. Any successful company is riddled with failures.

- James E. Burke

# Introducing the ECP Micropier Bracket System

## *Go where no underpinning systems have gone before!*

Now you can install a pre-engineered bracket for your next Micro Pile project that multiplies your safety potentials. Developed as a joint venture between leaders in their respective fields, Earth Contact Products and TEI Rock Drills have put their expertise together to design a system to make the installation of micro pile brackets as efficient as other underpinning systems. Together we have adapted a proven ECP-style underpinning bracket to attach to the TEI Hollow Bar Drilling Rig, allowing a uniform drilled and grouted Micropile. How does this work? The new ECP brackets eccentrically transfers the load of the structure to the hollow bar grout column, while maintaining the ability of a continuous Manifold lift. This key element in the design allows for engineers and contractors the convenience of a proven, off the shelf bracket system that can easily adapt to micro pile applications.

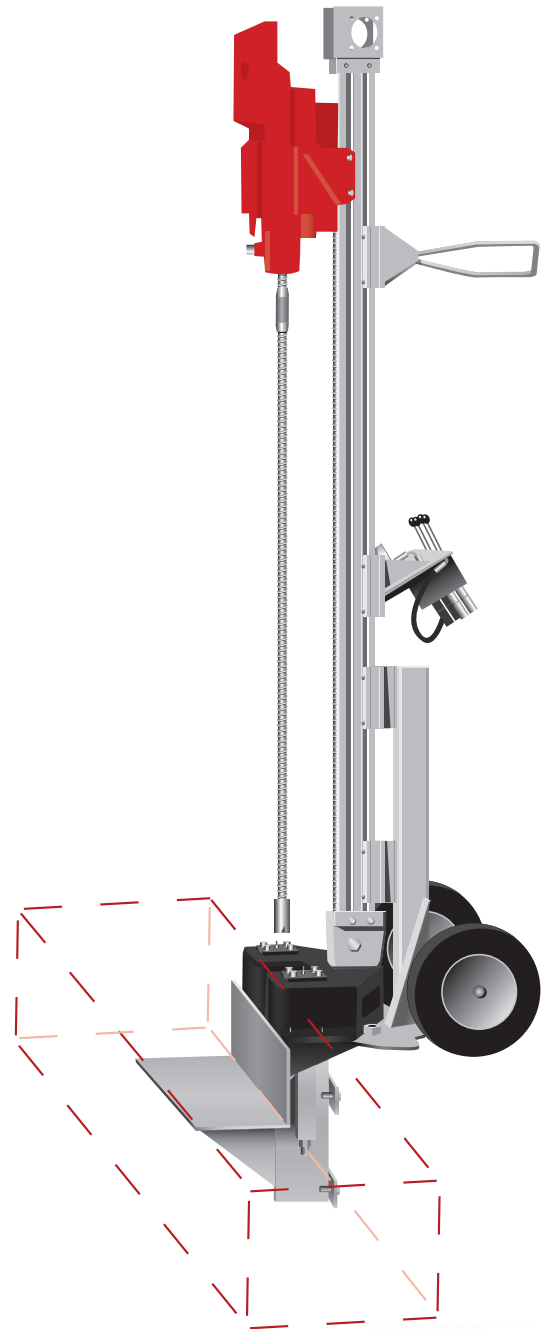
Earth Contact Products MP-350 Micropier Bracket System is easily installed into difficult soil conditions that can contain large cobbles, obstructions and bedrock. The TEI / MP-250 Drill Rig that is used in conjunction with the ECP Micro Pier Bracket System is a lightweight and portable drilling unit and used worldwide in the pier installation industry. With its proven track record, you'll find that the installation and drilling of the Micropile is fast and efficient. With its grouted column, lateral loading in suspect soils is no longer a problem.

The Micropile works on skin friction to achieve maximum capacity, also, the ability to achieve capacity through end bearing the pile into a socket in the bedrock makes the ECP Micropier a great application in many job site conditions. The Micropiers are an engineering feat in themselves. Have your next project design with the ECP MP-350 Micropier and TEI MP-250 Drill rig. The hollow bar micro pier installs simultaneously as the core hole is being drilled, the grout is pumped thru the hollow bar, filling the shaft and displacing the cuttings--ALL in a simultaneous operation! Thus, saving much time and labor costs.

With this addition to the ECP product line, Earth Contact Products is offering contractors and engineers the ability to add value to their businesses by opening up new business opportunities when other underpinning systems may not be able to be installed. That's how Earth Contact Products works for you.

### **Benefits of the Micro Pier System:**

- Bracket is a pre-engineered and pre-tested product
- Capacity ratings of 75,000-99,000 lbs
- Quickly Installs to the TEI Drill Rig MP-250
- Integrated Manifold Lift Design
- Minimal Site Preparation
- Installs in Low Head Room Areas or Limited Access Areas
- System Handles Difficult Ground Conditions
- Easily Load Tested to Verify Capacity
- Designed to Transfer Load to the Full Length of the Pile
- Cost Effective due to ease of operation and design



FOUNDATION PERFORMANCE  
ASSOCIATION

