



# The Globe

**EARTH CONTACT PRODUCTS, LLC**



## Earth Contact Products Makes an Addition

Industry veteran and expert Brett Agnew, formerly with Atlas Systems, Inc., a division of Hubbell, has joined Earth Contact Products as our Inside Sales and Production Manager. His chief responsibilities will be to team directly with each of our customers to answer product questions, solve installation problems and to coordinate production so as to guarantee timely delivery of orders. Brett says, "In my new position, I have daily responsibilities managing the inventory and talking to contractors about their job schedules. If we need to do it faster or differently, I want to know about it. Hopefully, what I do will make a difference for all of us." Obviously, Brett with 15 years of general construction industry experience as well as his specific helical and resistance pier knowledge brings a lot of expertise to ECP and will be a real problem solver for our customers and their businesses.

Jeff Tully, ECP General Manger, emphasizes that the company is taking this action to ensure that ECP's already strong customer services and direct relationships with contractors will continue to be capable of handling what is a continuously growing market share for ECP.

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

## "Spanning the Globe"

### Workshops for ECP Contractors' Business & Field Personnel

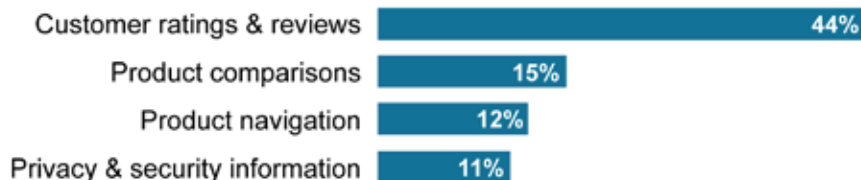
Mark your calendars! Earth Contact Products will be having our first Business Workshop September 15-17th, 2008. Participants will learn different aspects about running a successful company including business, service and field operations in these open forum classroom settings. The workshop will be hosted at The Great Wolf Lodge, a Kansas City hotel and resort. Each course will be instructed by an industry professional that is versed in the subject matter. The goal of this workshop is to share knowledge and train all participants in varying aspects of daily operating issues that can be immediately introduced to your company. All participants will leave the workshop armed with new knowledge and resources that if implemented will increase productivity, revenue, and profits that will benefit everyone.

**September 15-17, 2008**  
**Kansas City, Kansas**



## WEB SITE FEATURES THAT WORK

### What web site features most influence your decision to buy?



Source: Sales News Update Survey, 475 respondents

*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

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### 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

## Increase Your Compliance with Federal Immigration Laws

The Immigration and Customs Enforcement (ICE) is serious about enforcing the immigration laws in this country. In 2007, 863 arrests on criminal charges and 4,077 administrative arrests for immigration violations were accomplished. And you should know also that the ICE law has the opportunity to fine businesses much more severely if it can be proven that business owners are offering housing or transportation to undocumented workers.

This liability is not limited to **who** is on **your** payroll. Contractors are responsible for all workers including workers under the employ of sub-contractors working on the site as well. Employers should reserve and demand audit rights so as to confirm that the subcontractor also complies with the law or otherwise you can be opening yourself up to a violation and fine. While immigration compliance is important obviously, employers should strike a balance between being proactive and crossing the line and violating anti-discrimination provisions. By taking affirmative steps to identify and examine the complex issues that arise with immigrants in relation to employment, immigration laws and health and safety issues, construction owners will be able to capitalize on this major source of workers legally.

When establishing an I-9 training program, employers should review the M-274 handbook available at [www.uscis.gov](http://www.uscis.gov). The training should be two fold. First, it should focus on proper completion of the I-9 paperwork, and then, training should concentrate on how to detect fraudulent documents. All I-9's should be reviewed for completeness, corrected as required and if any changes are required make the changes in "red" ink and dated appropriately so that a paper trail is documented. Updated I-9's should be always attached to the old versions and marked clearly at the top "UPDATED" for the same reason. The Department of Homeland Security uses the receipt of no-match letters as proof of knowledge that employers knowingly hiring unauthorized workers. Determine the number of no-match letters received and resolve issues accordingly.

### Foundation Industry Upcoming Events:

**NAWSRC; "Archway to Waterproofing & Structural Repair Opportunities" 2008 Convention**

St. Louis, MO • August 26-29 2008

**World of Concrete '09**

Las Vegas Convention Ctr.  
Las Vegas, NV • February 3-6, 2009

**ECP Seminar World of Concrete '09**

Las Vegas, NV • February 3rd, 2009

### Notable Quotes

**M**y mind is my biggest asset. I expect to win every tournament I play.  
- Tiger Woods

**T**o speak and to speak well are two things. A fool may talk, but a wise man speaks.  
- Eric Hoffer

# CASE HISTORY

## ECP STEEL PIERS™ ECP TORQUE ANCHORS™

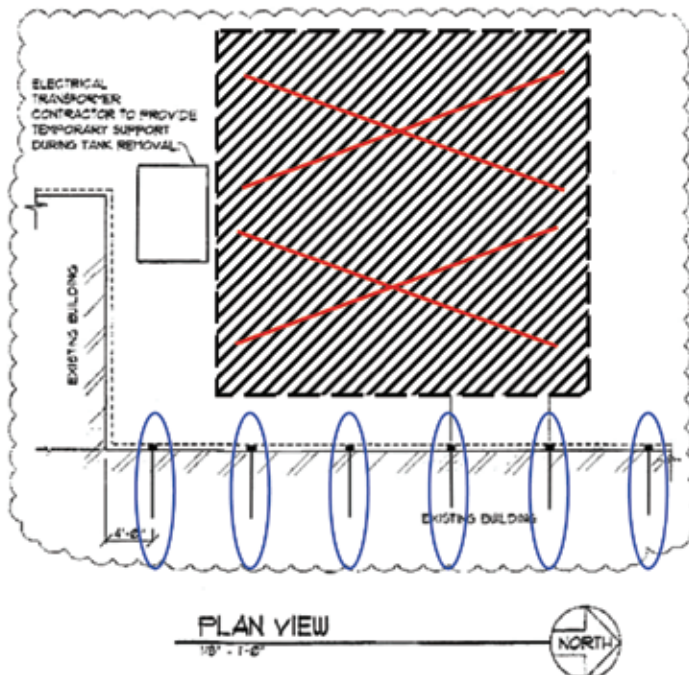


### Removal of Fuel Tanks near an Existing Structure Brooklyn Center, MN

Earth Contact Products' Steel Piers™ with integral Torque Anchor™ tiebacks were selected to support this existing municipal bus facility while nearby fuel tanks were removed. The engineer determined that a loss of soil support from under the building's footings was possible and he wanted to provide supplemental lateral and vertical support during excavation operations.

ECP Model 350 Steel Piers™ were recommended for the vertical supplemental support along with Torque Anchor™ tieback anchors to lateral stabilization of the footing.

The plan below shows the engineer's sketch of the two storage tanks and the pr structure. One can easily see from this scale drawing that soil could drift from under the footing of the building during the excavation and removal of the tanks. The engineer called for ECP Steel Piers tiebacks to be installed at locations circled at the bottom of the plan.



Each pier was advanced through the soil until the pier encountered firm load bearing. Once firm bearing was reached, each ECP Steel Pier™ was field load tested to a proof load or test force averaging 33,467 pounds. This method of individually testing each pier after reaching end resistance provided verification that the bearing stratum was suitable for support of the perimeter beam. The test results confirmed, on average, a factor of safety of 1.5 between the field load test and the steel pier working loads.

During installation of the ECP Steel Piers™ end bearing was encountered at a shallower depth than anticipated. The engineer decided to reduce the design loading of the steel piers by increasing the number of pier placements to nine thus reducing the working loads on each pier. These additional pier placements did not require tiebacks because the original tieback design loading was achieved with six Torque Anchors™.

## Project Summary

<b>Project:</b>	Fuel Tank Removal
<b>Installing Contractor:</b>	Lipe Brothers Construction, Inc Duluth, MN
<b>Design Engineer:</b>	Structural Design Associates, Inc Champlin, MN
<b>Tieback Installed:</b>	TAF-150 8-10 Torque Anchor™
Number of Placements:	6 Tiebacks
Average Install Length:	10.3 ft
Average Install Torsion:	2,400 ft-lb
Average Working Load:	12,000 lb
<b>Steel Pier Installed:</b>	ECP Model 350 Steel Pier™
Number of Placements:	9 Piers
Average Pier Depth:	15 ft
Ultimate Capacity Rating:	99,000 lb
Average Pier Test Load:	33,467 lb
Avg. Pier Working Load:	22,333 lb
Factor of Safety:	1.5 : 1 Test Load to Working Load
	4.4 : 1 Ultimate Rating To Working Load



The photo at upper right shows a hydraulic motor installed on a backhoe being used to advance a Torque Anchor™ tieback under the structure. Once accomplished, technicians installed the pier driving equipment against the wall. Notice that the footing has been carefully notched to place the pier bracket under the structural wall. The final configuration of ECP Steel Pier™ and Torque Anchor™ tieback is shown left.

Once the supplemental supports were in place, excavation and removal of the fuel tanks began. The progress is shown below. The photograph at lower left shows the tops of the two fuel tanks. The pier placement locations along the wall are also visible. The photograph at lower right demonstrates the size of the fuel tanks and why the engineer chose ECP products to stabilize the building during tank removal operations.



# "Spanning The Globe" ECP Workshop Schedule

Monday September 15, 2008

6:00 pm – 10:00 pm - *Reception at the Great Wolf Lodge*

## Tuesday September 16, 2008

### Business Personnel Workshops Room: Northwest Territory

8:00 am – 9:30 am

#### **Maximizing Your Home Show Return on Investment**

More than ever, your homeshow marketing program must generate sales and profits. This session reveals the essential aspects of a successful homeshow program.

Presented by Skyline Displays.

9:30 am – 10:00 am

**Product Brochures** - Working with RR Donnelley printing company, participants will be able to build and design custom brochures from an on-line template. Presented by RR Donnelley.

10:00 am – 11:45 am

#### **Lead Tracking and Management**

An in-depth look at understanding the importance of tracking leads and how to manage those leads in an effort to maximize your return on investment. Presented by Jesse Waltz, JES Construction.

11:45 am – 12:30 pm **Lunch** (provided by ECP)

12:45 pm – 2:15 pm **Zipline**

How to use the "Zipline" to diagnose and measure structures. Presented by Bill Thomas, Master Trainer for Zipline.

2:30 pm – 4:00 pm

#### **Project Profit or Loss, You Decide**

This session will provide insight on how to determine profit or loss on an individual project basis. Presented by Dr. David Kraft, Ph.D., P.E.

### Field Personnel Workshops Room: Fallen Timber

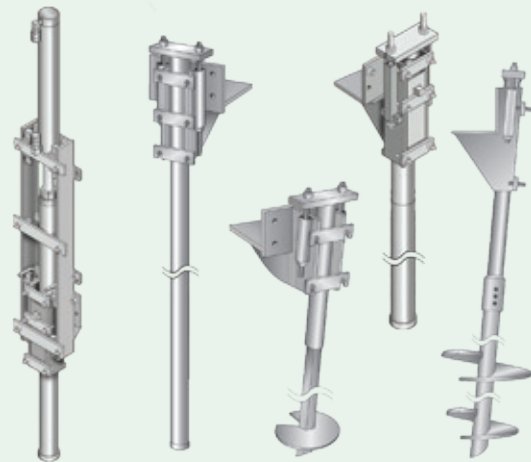
8:00 am – 4:00 pm

#### **Hydraulic Pump Troubleshooting & Repair**

This is a hands-on 6 hour course intended to educate your field personnel on troubleshooting hydraulic pump problems that may be encountered while in the field.

Dress: field and/or maintenance attire.

Presented by Enerpac.



## Wednesday September 17, 2008

8:00 am – 10:00 am

#### **Structural Symptoms**

Increase your estimators' and sales personnel's knowledge of how to diagnosis structural problems. Presented by Don Carter.

10:15 am – 11:30 am

#### **Commercial Work**

This session will provide knowledge on estimating and the execution of commercial projects.

Presented by Greg Norris, Veit & Company, Inc.

11:30 am – 12:30 pm **Lunch** (provided by ECP)

12:45 pm – 2:10 pm

**Lead Generation** Presented by ECP.

2:15 pm – 3:30 pm

#### **Rock Drill 101**

Operation of a rock drill in association with drilled piers. Presented by Frank Moore, TEI Rock Drills.

4:30 pm – 10:30 pm

#### **KC Royals Baseball**

The evening will begin with a bus ride to the stadium, there you will enjoy a tailgate hosted by Earth Contact Products. The game starts at 7:10 pm; tickets for the game will be furnished by Earth Contact Products.

8:00 am – 11:30 am

#### **Hydraulic Cylinder Field Troubleshooting & Repair**

This is a hands-on 3-1/2 hour course intended to educate your field personnel on troubleshooting cylinder and other hydraulic component problems while in the field.

Dress: field and/or maintenance attire.

Presented by Enerpac.

11:30 am – 12:30 pm **Lunch** (provided by ECP)

12:45 pm – 3:00 pm

#### **Gear Motor Use & Maintenance**

This is a "how to" on properly operating and maintaining a gear motor. This a 2 hour hands-on course.

Dress: field and/or maintenance attire.

Presented by Pro-Dig.

# Resistance Slab Pier

The method of leveling concrete slabs has been limited to what resistance pier installers could fabricate for their projects, until now. Earth Contact Product's looked upon this as an opportunity to provide contractors an engineered solution to this problem. No longer would they have to go to the expense and time to make designs of their own to solve a customer's problem. This new product is helping save contractor's time and money along with solving residential and industrial problems.

What's unique about our new resistance slab pier design is that, if you are already installing resistance push piers, you'll have most of the equipment necessary to install this pier except for a new stand designed specifically for this application.

This slab pier works like any resistance, end-bearing pier in that it does not rely on skin friction to produce support. And like with any structure installation, the entire slab acts as the reaction force. The resistance slab piers are installed using a grid pattern with spacing no greater than five foot apart. After all the piers are installed, the slab load is transferred across the piers uniformly and evenly by activating the hydraulic rams simultaneously.

So, when do you use our new resistance slab pier? It's the solution anytime you have a slab of four or more inches in thickness to stabilize and lift due to failing soil conditions that were too weak to support the slab. Installation is accomplished inside the structure through an eight inch, core drilled access hole. Contractors who have used the slab piers report that the piers install quickly due to their minimal setup time making our new resistive slab pier a low cost and time efficient solution for your next slab leveling project.

Take a look at the following summary for more details about our new resistance slab pier. And for more detailed information, please contact Earth Contact Products.

**Capacity:** 28,000 lb Max.

**Standard Lift:** 4" Fully Adjustable

**Greater Lift:** Use Optional Long Bracket Rods

**Install Location:** Inside Structure

**Equipment:** Portable Hydraulic Equipment

**Access:** Core Drilled, 7" to 8" Hole In Slab

**Vibration:** Little or No Vibration

**Friction:** Reduction Collar on Lead Pier Section

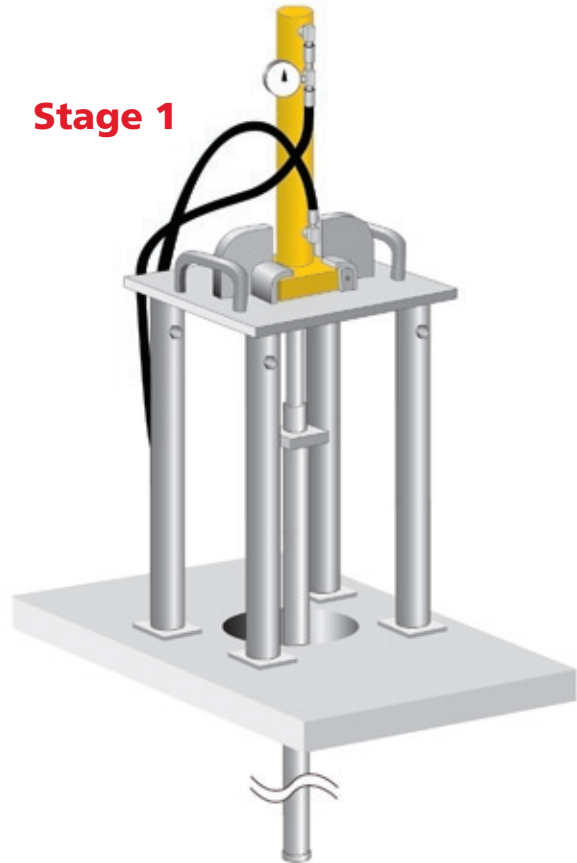
**Stratum:** Installs to Rock or Verified End Bearing Stratum

**Testing:** 100% Field Tested to Verify Capacity

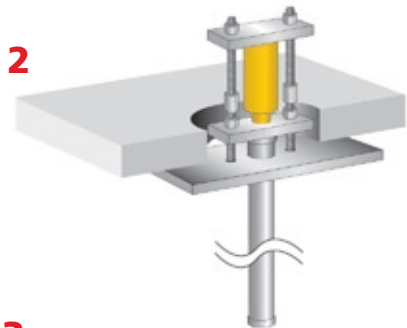
**Lift Type:** Manifold Lift

**Warranty:** Warranted by ECP

**Stage 1**



**Stage 2**



**Stage 3**

