

# NewsBlast

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July 2003

## "People Just Don't Know What Water Can Do"

"People just don't know what water can do. But once they find out, they're sold on it," according to Mike Alloway, owner of Technical Services Mid-Atlantic located in Chester, PA.

Alloway's business offers surface preparation services using high pressure waterjetting. He generally works the entire eastern United States, but also has customers as far west as Guam.

"Mid-Atlantic started in 1992 and was primarily a marine tank cleaning and gas freeing company, with a majority of work on the aircraft carriers John F. Kennedy and Forrestal, as well

as numerous AOE and cargo vessels," says Alloway.

"Now we specialize in the removal of elastomeric membranes, urethane and epoxy from concrete and steel surfaces," says Alloway.



*Using the StoneAge Barracuda to remove an elastomeric membrane from a walkway.*

"We also remove carpet glue and mastic from decks and balconies, as well as offering concrete hydro-demolition and scarification services."

Alloway's additional services include building and garage cleaning, concrete

surface cleaning in lieu of shotblasting for all coating and sealer applications, and control and cove caulk joint removal from garage decks.

"Along with the contractor services, we also provide equipment rental," states Alloway.



*Front step restoration at the Philadelphia Museum of Art*

"We have Flow Husky Pumps at 40,000 psi, Jet Edge Pumps at 36,000 psi, Gardner Denver Pumps at 10,000 psi to 20,000 psi, and NLB Pumps at 15,000 psi and 20,000 psi.

Mid-Atlantic was recently appointed East Coast rental distributor for Gardner-Denver Waterjet Pumps.

"We now offer a complete line of waterjet units, including the high-flow pumps used in the industrial market sector. As contractors, we can offer our expertise to our rental customers. This allows us to discuss the proper equipment requirements, production expectations, efficiency, and manpower requirements.

"I also use several StoneAge tools in my work including the Barracuda, FCSG Deck Blaster, all of the StoneAge spin jets, and the different attachments for hand and tube cleaning."

Recently, Alloway teamed up with Rampart Hydro-services to remove 45,000 square feet of the elastomeric membrane at Yankee stadium.



*Removal of elastomeric coatings and caulk joints at Buffalo Stadium*

"Water" from page 1

"It was a tough job but we finished it right before the stadium opened", says Alloway.

Last year, Alloway used the StoneAge FCSG Deck Blaster to remove the caulk joints and the elastomeric membrane from the parking lots of West Reading Hospital.

"The FCSG really did a professional job", says Alloway. "With the FCSG, I was able to clean in the hard to get corners because it exposed all the cracks—whereas shot blasting would have filled in these cracks.

"Water blasting left a clean finish as well as a better coating. With the FCSG, I was able to do 50,000 square feet a day and I did not have to do any touch ups,"

explains Alloway.

In Ocean City, MD, Technical Services Mid-Atlantic spent much time removing carpet glue and mastic from the balconies of an apartment building.

"The customers loved us because we didn't cause a mess. We set up a mesh containment area around each balcony so the water couldn't get out and the sand didn't blow in. Each balcony took a short amount of time to clean," states Alloway.

"Like I said earlier, people just don't know what water can do but once they find out, they're sold on it. Waterjetting is an efficient and inexpensive way to clean," says Alloway.

## Warthogs Tackle Tough, Dirty Job in Baltimore

We usually show shiny new nozzles in this newsletter, but this is a story of a tough, dirty job tackled by Master Plumber Mark Melroy on the North side of Baltimore, MD.

The problem started twenty-five years ago when a three story apartment building was built near a filled ravine. Eventually problems developed with foundation settling, which were repaired by pumping grout underneath. The foundation was raised

nearly 3 inches in some places. That's when the sewer drains in the building quit draining.

Melroy called Robert Fulton at Television Inspection Equipment, a waterjetting specialist well-known in the area for getting results. The problem sewers had been broken just below the concrete slab foundation when it was raised. Fortunately, no grout had entered the sewers but gravel did and collected at low points, obstructing the drains.

Melroy and Fulton isolated the problem to one length of drain with access through an unoccupied ground-level apartment.

The drain was partially restored using a Warthog WT-3/8 and WS-1/2. But no attempt was made to move the gravel, because of very limited downstream access and the potential of re-plugging elsewhere.

Melroy excavated about 7 ft. to restore the broken sewer and its various branch connections, and Fulton jetted the gravel back into the excavation. Eventually the excavation was filled and the concrete slab patched. Now the sewer drains are draining and the apartment is again available for rent.

Fulton uses his US Jetting 4025 trailer jetter on a wide variety of similar tough jobs in the Baltimore, Washington DC area. He has at least one of every model Warthog nozzle we make, and we appreciate his testing and observations about how to make our tools work even better.



Mineral deposit jetted from 8" line at a different job, water treatment plant, using Warthog WH-1/2.



Warthog WS-1/2 well worn from hard and frequent use.



Robert Fulton of Television Inspection Equipment jetting plugged sewer using Warthog.

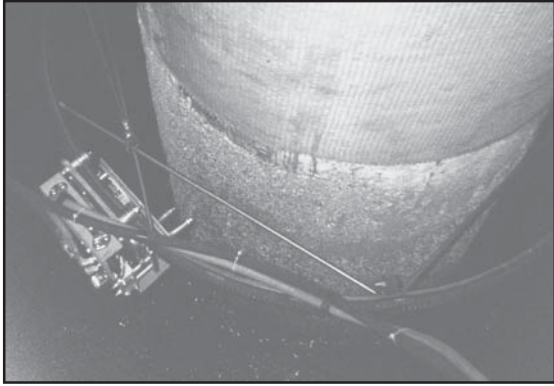
## Pier Restoration at Historic Landmark

Not long ago Underwater Resources was contracted for pier restoration at Fort Mason, a historic landmark located between the Golden Gate Bridge and Alcatraz Island in San Francisco Bay. During WW II and the Korean conflict, troop ships going to war in the Pacific departed from the piers at this base. Today Fort Mason is part of the Golden

Gate National Recreation Area, housing six theaters, five museums, and educational and nonprofit organizations. Equipment supplier Pacific Jetting came to StoneAge to design a system for marine growth removal and surface preparation for 245 pilings that are 4 ft. diameter and 26 ft. long. StoneAge built a circular track that is suspended from the top of each pier. A two-arm rotating jet system travels one way around the pier, then reverses. Since jetting occurs above and below water level, the track is slowly lowered until the job is complete.

Fibrwrap Construction, Inc. will do the final restoration. They install 3 foot long sections of a fiberglass jacket on each pier, laying mat and resin to seal the vertical seam and connect to the jacket below. Then the ever-longer jacket is lowered down the pier, all the way into the mud at the bottom. The bottom jacket section has a rubber bladder into which a diver injects grout to fill the 2 in. annular space between the fiberglass and concrete.

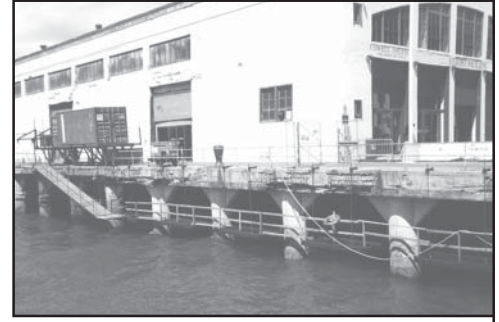
We're proud to play a part in the restoration of this historic military base to a valuable peacetime facility. Thanks to Pacific Jetting and Rick Mohr for this story.



*Two-arm rotating jet system*

Gate National Recreation Area, housing six theaters, five museums, and educational and nonprofit organizations.

Equipment supplier Pacific Jetting came to StoneAge to design a system for marine growth removal and surface preparation for 245 pilings



*Site of pier restoration work at Fort Mason*



*Marine growth on Fort Mason pier*

## StoneAge Tours the United Kingdom

Bill Shires from StoneAge recently attended the Waterjetting Association Conference

[www.waterjetting.org.uk](http://www.waterjetting.org.uk) for further information.)

Bill spoke on "Mechanized Waterblast Equipment" at the conference. Call him at 970-259-2869 if you want to know more.

Bill visited distributors Nortech in Aberdeen, Scotland, Calder in Worcester, England, and Salotech in Oud-Beijerland, Netherlands.

StoneAge has a network of equipment distributors all around the world who offer StoneAge tools with knowledgeable service. We find that plants and factories everywhere have similar waterblast service needs, regardless of location or language. Safe and effective cleaning demands the right tools. And StoneAge has them!



*Nortech in Aberdeen, Scotland*

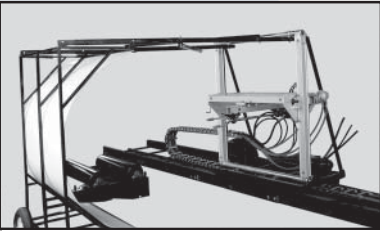
in Leeds, England. This association keeps its member companies up to date on technology and current legislation in the UK. It also provides safety, training, and certification for workers in the industry (see their website:



*Calder in Worcester, England*



## Horizontal Shell Side Tube Bundle Cleaner



Horizontal Shell Side Tube Bundle Cleaner

Gardner-Denver offers a new "Horizontal Shell Side Tube Bundle Cleaner". It is somewhat less expensive (about half the price of a trailer mounted unit) and it is "modular", which makes it portable. It's a good solution

for contractors with large jobs or long-term contracts where they set up for an extended period on a customer's cleaning slab. It's built using StoneAge's strong and reliable BRUD XY Positioner, supplied with rigid lancing systems.

## Cross-Linking Websites Improves Business

At one time all you needed to do was to include key words within your website so it could be easily found by various search engines. Now, many search engines sell top positioning. But did you know that "cross linked" websites achieve similar results?

Currently, two search engines - Google and IxQuick - are becoming predominant. Both scan websites and count the included links to other websites, using the count to position the results of searches.

If you have a website, we would appreciate you adding a link to [www.stoneagetools.com](http://www.stoneagetools.com). Furthermore, we will

be very happy to reciprocate with an appropriate link from our website. We realize that some distributors may be reluctant to lead prospects directly to us. So if that's your concern, then add a link to our site in a very obscure place so none will ever find it. We'll get the same results from the search engines nonetheless!

We would also like to be linked on service contractors' websites. If there's any interest, we can add a page to our website linking contractors' websites. Let us know how we can work together on this by calling (970) 259-2869.

## Welcome Ron Fadell

Welcome to StoneAge's newest employee, whose machining skills are put to good use fabricating parts for StoneAge's waterjet tools.



Ron Fadell

## New Warthog Distributor

StoneAge welcomes new Warthog distributor JB Equipment Sales, located in Belford, NJ. JB's Bill Sterling sells Myers Pumps and Warthogs in New Jersey, eastern New York, and Pennsylvania. Collection systems in this area are among the oldest and most complicated in the country, challenging local municipalities to keep them clear and draining.

In this area we find some of the most powerful combination machines we've seen - with flows over 100 gpm, and 1 1/4" ID hose.



Bill was selling equipment the day we visited, so the above photo features business' owner John Oswald.



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