

EQUIPMENTWORLD[®]

April 1996

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How to
**BEAT YOUR
COMPETITORS**
to new business

FINISHING



Quality Paving Fabric and Sealing used its new Grizzly Cub to place 57,000 square yards of paving fabric at the AT&T Corporate Center.

THE CONCORD CRE 960 SERIES BERMING MACHINE

THE BEST QUALITY, HIGHEST PRODUCTION TAILGATE MOUNTED BERMING MACHINE ON THE MARKET TODAY.



The Concord Berming Machine conveyor is a completely reversible, safe and quick way to do various jobs such as road berming, repairing washouts, asphalt patching, curb building and trench filling. Add the spinner attachment for spreading ice control materials making your machine versatile year round. Use your Concord Berming Machine wherever you need to move material from your dump body to a desired location without spending unnecessary time and labor.

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DEALER INQUIRIES INVITED



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Just one month after going into business, Quality Paving Fabric and Sealing was approached by Dello Pello Contracting of Union, New Jersey, to place fabric on a pavement rehabilitation project. The project, at the AT&T Corporate Center in Bridgewater, New Jersey, involved placing a 2-inch overlay of 6,500 tons of asphalt on top of 57,000 square yards of paving fabric.

Dello Pello's managers were concerned about the critical fabric placement aspect of the project. They knew from past experience that parking lots are the most difficult projects on which to place fabric smoothly and quickly.

Quality Paving Fabric had just purchased a Grizzly Cub telescoping paving fabric installation machine one month before being approached by Dello Pello. "We researched fabric machines for three months prior to purchasing the Grizzly Cub," says Manuel Maragoto, Quality's project manager. "Its smooth, versatile lay-down and fast roll size changes were

FIRST

First job wins first prize for fabric placement contractor

would place fabric wrinkle-free. Our business and reputation were at stake."

The installation was difficult, according to Maragoto, because the parking lot contained many curves, corners, obstacles and odd widths. Rolls had to be cut to different sizes — 3 feet, 6 feet and full widths. The Cub's telescoping arms, brushes and tensioning bars enabled the crew to quickly make these roll width adjustments. No hand placement was necessary due to the machine's ability to place fabric next to curbs, obstacles and other structures. Adjustable dual bar tensioning systems and braking cones made it easy to pull the fabric around curves smoothly with no wrinkles to cut.

"We thought we would need more people based on other installations we had seen," says Maragoto. "After the first day, we cut the size of the crew to the operator and two workers."

From the outset, Quality Paving Fabric's goal was to finish its first project on time and to the satisfaction of the general contractor. The new company did not expect its work to help win an award. But that year Dello Pello Contracting won the New Jersey Asphalt Paving Association's Commercial Project Award for the AT&T project.

Geotextile Apparatus offers two models of telescoping paving fabric installation machines, the heavy-duty Grizzly and medium-duty Grizzly Cub. Both models feature a patented universal mounting bracket that enables them to attach to any tractor or loader. The machines can be clamped to a bucket or attached directly to the loader arms. A special mounting kit is available for installing the machines directly on the back of an oil truck.



The Grizzly Cub features a universal mounting bracket that enables it to attach directly to a tractor's loader arms.

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Designed for faster, smoother asphalt handling, the

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Asphalt Body easily

clears pavers, even at full dump angle. Its unique

design eliminates the asphalt lip to eliminate



hang-up and features a sloped tailgate which can

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