

DISASTER CLEANUP & RECOVERY

AUGUST 2024

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Joe's Septic started with nothing but a shovel. Now they have a fleet of assets ready to serve whenever and wherever they are called.

By Giles Lambertson

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Generations of commitment to excellent service has led to expansion and market growth for Chad Boudreaux and his company, Joe's Septic Contractors. (Photo by Matthew Hinton)



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DISASTER CLEANUP & RECOVERY



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Tim Dobbins
EDITOR

Rising Above

As flooding events escalate across the country, adapting our road and bridge repair is mandatory

recently came across an article discussing what can be done to make roads and bridges more resilient to failure from flooding. It highlighted how severe storms are becoming more abundant and having a greater impact on the transportation infrastructure we rely on.

Not only is the frequency increasing, but so is the cost of repairs. The article stated that it is too common of a practice to build, repair and restore roads and bridges exactly the same way as we've always done, and in these times of change, that's not cutting it.

WHAT WE KNOW

Flooding and its adverse effects are occurring more frequently for a number of reasons. This is largely because the average number of extreme rain events are increasing across the U.S., along with growing intensity and duration. Pair that with consistent urban development creating more impermeable surfaces and damaging soil structure, and the results are higher flows of water in areas we aren't used to seeing.

A recent report from the U.S. Department of Transportation's Federal Highway Administration announced it will be paying \$729 million to repair roads and bridges damaged by natural disasters and extreme weather events that have occurred over the past few years. Since January 2022, the administration has distributed over \$1.3 billion in Emergency Relief dollars to states for transportation infrastructure repair.

WHAT WE CAN DO

How often do we hear, "That's just the way we've always done it!" when proposing change? And although that saying often proves to follow the adage that if it's not broke, don't fix it, there are times when we need to change before something does indeed break.

Floods are increasing, we are repairing roads and bridges more often, and we are building more

infrastructure. But along with those developments, we have access to more resources and better technology. If we don't learn to utilize them to better ourselves and our work, we aren't doing the best job we can.

Roads and bridges can be built higher off the ground, rerouted to places less likely to experience heavy flooding, increase the use and size of culvert and drainage routes and use permeable materials when building. And yes, I understand these things aren't always up to you as contractors.

What we can do is educate and prepare. Voice concerns and ideas to better infrastructure to local and state officials and administration. Along with bringing issues and solutions forward, you can lay the groundwork for success in the field by keeping your team up to date on the latest techniques and equipment that can help them provide long-term restoration solutions over quick fixes.

EXAMPLES

Though not directly related to specific road or bridge work, there are two companies highlighted in this month's issue and both provide an exemplary illustration of adapting to changes to remain successful.

This issue's profile story features Joe's Septic Contractors, a company formed in 1963 with humble beginnings and providing limited services. As time went on, dedication to their trade led to expansion, and now 60 years later the company's range of service and offerings is quite impressive. You'll also read about how Moffitt Services, a company established in 1949 that found its way into disaster recovery work in the 1980s and since then expanded even more.

Neither of these successful businesses would be where they are today if their leaders weren't willing to think long term and adjust.

As always, thank you for reading this month's issue of *DCR!* **D**

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» SCAN ME



NET SURFING Sharing The Best Disaster Related Content

We're always on the lookout for relevant and interesting disaster recovery content. In our e-newsletters, we regularly share and highlight news stories and social media posts that we are reading and watching, **like this coverage of cleanup efforts following two tornadoes that touched down in Maryland.**

W *The pipe had heavily deteriorated. It was safe enough to put workers inside it, but it was near the end of its service life."*

– From: Sliplining a Brick Stormwater Tunnel
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GRASPING THE GRAPPLE Getting a handle on debris

Perhaps one of the only consistent things about storms is the aftermath debris. Grapple trucks are built to make cleanup easier, but only if operators are using them efficiently and safely.

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SOUND SAFETY Accident reports can provide safety solutions

Studying the root cause of past accidents is a great way to predict potential hazard-prone areas and correct them before something happens. Check out these tips on the best way to utilize accident reports.

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PORTABLE PROSPERITY

JOE'S SEPTIC STARTED WITH NOTHING BUT A SHOVEL. NOW THEY HAVE A FLEET OF ASSETS READY TO SERVE WHENEVER AND WHEREVER THEY ARE CALLED.

By Giles Lambertson | Photos by Matthew Hinton

Had Boudreaux's first real introduction to disaster recovery work was a doozy. The year was 2005 and the disaster was named Katrina. The Category 5 hurricane devastated the Gulf, perhaps especially New Orleans, and Boudreaux retains vivid memories of scenes across the region.

"We got hit pretty hard," he says of his home and business in Cut Off, Louisiana, southwest of New Orleans. "But we went to St. Bernard parish and it was like a bomb had hit the place. Houses were sitting on the highway. A vehicle was sticking out of the roof of a

two-story house. It was like a movie. I thought, 'How are we even going to go to work?' It was one of my first disasters and — wow."

He and his crew did go to work, however. It was a pretty intense, months-long recovery effort that involved pumping sewage after lift stations failed and supplying portable toilets for encampments of storm survivors, plus a variety of other emergency responses. Then, five years later, a British Petroleum offshore oil drilling rig dubbed Deepwater Horizon exploded, sank and precipitated a historically disastrous spill of crude oil into the sea. Joe's Septic had portable units



◀ Jeremy Wa

▲ Good business happens with a good team, something Chad and Trixie Boudreaux (center) understand completely. Luckily for them, Joe's Septic has a great team.

and pumpers working on the beach with cleanup crews for over a year.

SERVICE OFFERINGS

Today, his company, Joe's Septic Contractors, still serves the region — both in emergencies after storms and human-made disasters, and routinely in support of community events and gatherings. Boudreaux was asked if the two types of public service feel the same. The basic difference, he says, is urgency. "It gets chaotic in disasters. Basically, it's ... 'How many portable toilet units can you get to me and how fast can you get them here?' You're constantly getting bombarded."

In disastrous times, emotions overflow too. Consequently, someone

in Boudreaux's position must deal with public officials, community leaders and business executives, all of whom are trying to cope with disruption and, sometimes, with tragedy. How does he stay calm amid such disarray?

"What I have learned is not to overpromise," he says. "When you're younger, you'll say yes to anything. I've learned you need to give whoever calls you an honest service schedule. Someone wants 200 toilets in one spot, you need to be honest with them about how long it will take to do that. We strive to provide excellent service, but I am not going to overpromise because you absolutely have to live up to whatever you say. I've learned to be totally honest. It goes a long way to keeping your sanity."

WE STRIVE TO PROVIDE EXCELLENT SERVICE, BUT I AM NOT GOING TO OVERPROMISE BECAUSE YOU ABSOLUTELY HAVE TO LIVE UP TO WHATEVER YOU SAY. I'VE LEARNED TO BE TOTALLY HONEST. IT GOES A LONG WAY TO KEEPING YOUR SANITY."

— Chad Boudreaux



JOE'S SEPTIC CONTRACTORS

Cut Off, Louisiana

OWNER:
Chad Boudreaux

YEAR FOUNDED:
1963

SERVICES:
Portable restrooms, hand-washing stations, restroom trailers, shower trailers, temporary fencing, holding tanks, pumping

WEBSITE:
www.joesseptic.com



📌 The business of disaster recovery and portable service supplier isn't without hours in the office. Boudreaux spends plenty of time at his desk making sure the business runs smoothly and is prepared when disaster strikes.

📌 Crew members discussing a job before rolling out with one of the company's many pump trucks.



BACK IN THE DAY

The backstory to Joe's Septic Contractors says something about the enterprising Boudreaux family. It began when Joe Boudreaux, Chad's father, found a shovel and wheelbarrow in a junk pile, refurbished both and started a business of digging cesspools, the underground reservoirs for sewage commonly found in rural areas. (A historical oddity is that his first day on the job was the same day in November 1963 when John F. Kennedy was assassinated in Dallas, Texas.) When business ramped up, Joe's wife Eula Mae was the entire office staff, answering phones when he was out digging.

Not until 10 years later did Joe Boudreaux trade in the shovel for a 1954 Ford backhoe. He also acquired a Chevy flatbed truck and a Ford with a tank and pump, then got two sons to come work with him. When oil field work sparked a little building boom in South Louisiana in the late 1990s, the focus of the company's work shifted to meeting the needs of oil field customers.

"But I started seeing the need for portable toilets," says Boudreaux, who had dropped out of college in 1993 to come home and help his father after the senior Boudreaux suffered a heart attack. "The portable units were kind of a sideline for us. Installing sewage treatment facilities and cesspools were the main jobs. Now it's totally reversed."

After Boudreaux noticed other companies' portable toilets in the area, his father agreed to buy a couple of portable restrooms. Little by little, the sideline venture began to dominate the company's bottom line.

BASIS OF BUSINESS

Today, Joe's Septic Contractors has 2,000 portable toilets rented on any given day and another 2,000 in inventory. They all are the standard 35-40-gallon capacity. While the service mostly has grown organically, says Boudreaux, he also purchased two smaller competitors along the way to capture segments of the market.

"The portable toilet part of the business has snowballed. The more

porta-rent units you put out with your name on it, the more business that comes back to you.”

A segment of the market that Joe’s Septic practically owns is portable toilets for offshore oil work. The company has 300 of the special units. They are an all-aluminum design and sit within a custom-fabricated lifting frame for handling by crane or forklift.

Boudreaux patented the design after talking to Shell and Chevron and other oil companies operating from Louisiana’s shore. “I said, ‘Look, you need the toilet units and the cage for handling them from ship to ship. They all gave me input — easy accessibility, a checkered plate at the front so nobody would slip, slings that are certified for strength — and I built a prototype that they all loved. Now I’m their one-stop shop for offshore units.”

Consequently, Joe’s Septic has 90% of the offshore toilet business in the Gulf. If one of the companies needs 20 of the toilets on its drilling platform, it orders 40 from Joe’s and rotates

the empty and full ones, with Joe’s handling the waste onshore.

DISASTER-SPECIFIC

Other portable sanitation units that Joe’s Septic markets for both disasters and outdoor gatherings include shower trailers, with six-shower/lavatory units in 20-foot-long trailers and 10 shower stall units in 30-foot trailers. Also available from Joe’s are restroom trailers ranging from one to 18 toilets, portable eye-washing stations and luxury air-conditioned restroom trailers — some of which include a TV and fireplace. While the company has used several brands of trailers, it relies heavily on Lang Specialty Trailers.

Boudreaux observes that emergency situations are not all of the magnitude of a hurricane. They come in many sizes. “You would be surprised how many times we have delivered portable units to office buildings where the water has quit running or there’s a plumbing issue and they need a unit now.”

W **WITHIN A WEEK WE SENT OUT EVERY PIECE OF EQUIPMENT WE HAD ON INVENTORY AND HAD TO SUB OUT EQUIPMENT FOR OUT-OF-STATE COMPANIES TO HELP MEET THE TREMENDOUS DEMAND. WE ARE STILL NOT BACK TO 100% ALMOST THREE YEARS LATER.”**

– Chad Boudreaux

General manager Garrett Garza (right) and Bret Badeaux loading fencing on one of the company’s Ironbull trailers to haul to a job site.





Truck operator, Joey Boudreaux setting up the pump truck for routine pumping of the company's portable restrooms.

MORE INFO

KeeVac Industries
866-789-9440
www.keevac.com

Lang Specialty Trailers
724-972-6590
www.langrestroomtrailers.com

Link-Belt Construction
Equipment Co.
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www.linkbelt.com

PolyJohn
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www.polyjohn.com

Progress Tank
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www.progresstank.com

Satellite Industries
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Takeuchi Mfg.
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The company's service area for disaster response is not the same as its day-to-day service. For disaster recovery, the company will respond to anywhere in the country. After a category 4 storm, Hurricane Harvey pounded Houston, Texas, in 2017, Joe's had five toilet and washroom trailers positioned at the Astrodome.

Hurricane Laura, another Category 4 storm, swamped Lake Charles, Louisiana, in 2020 and for several months Joe's had in position throughout the community temporary fencing, shower trailers, wash trailers, holding tanks and, of course, toilets. Hurricane Ian, still another Category 4 storm, hit Fort Myers, Florida, in 2022, and Joe's had seven trucks there pumping sewage day and night in lieu of pump stations.

Who are Joe's biggest clients after a storm or human-made hazard? "Bulk orders usually come from state or parish officials and also from power line companies like Entergy," says Boudreaux. "But we still get a good, fair share of commercial and residential property owners."

Hurricane Ida was personal. In 2021, it hit Cut Off with 228 mph winds, punching hard at the company itself. "We suffered damages and lost about 300 of our portable toilets," Boudreaux recalls. "Within a week, we sent out every piece of equipment we had on inventory and had to sub out equipment for out-of-state companies to help meet the tremendous demand. We are still not back to 100% almost three years later."

On the other hand, the service area for nondisaster events — annual public gatherings of many different kinds — is limited to Louisiana, Texas, New Mexico and Mississippi, where an office just opened. Other company offices are in the Louisiana towns of Cut Off, Fourchon, Thibodaux, Abbeville and Reserve. An office in Odessa, Texas, serves West Texas and New Mexico.

EQUIPMENT MATTERS

From his father's shovel and wheelbarrow, Boudreaux built a company that has an equipment yard filled with Takeuchi and Link-

Belt hydraulic excavators, Fassi knuckleboom cranes and a fleet of 35 trucks ranging from pickups to big diesel tractor units that mostly are Peterbilt. Its pumper and tank units vary from 300-gallon trailers to 18-wheelers with a 5,200-gallon capacity, with most of the tanks being either of KeeVac or Progress manufacture.

And, of course, he has thousands of portable sanitation stations of one kind or another. Favored toilet manufacturers include PolyJohn and Satellite.

Soon, there will be freshwater tankers, too. "We're in the process of starting our freshwater division — potable water tanker trucks, that is — for both festivals and disasters. In West Texas, they're asking for water all the time," the owner says. "We feel like it's a good move, pretty easy pickings, really. It goes hand in hand with what we already offer."

THE TEAM

Among his staff of 50 full-time and standby personnel, Boudreaux can count two employees who have been with the company for 20 years, a couple more who have been there for a dozen years apiece.

His son, Mason, is the company's chief executive officer after coming to work six years ago upon his graduation from college with a business degree. Mason, of course, represents a third generation of the Boudreaux family in the business. Another member of that generation, Mason's 17-year-old brother, Colt, plans on joining the company, too, after high school.

"You get to a point in a business where you can't do it by yourself," Boudreaux says, with a special nod to his wife Trixie, whom he calls his rock. "The company would not be where it is without these people. I thank God for them. He has blessed us." He recalls how he left college to help his father

with the intention of returning to school shortly, "but the business side of it got me hooked. I decided to put everything into this business." He became owner of it in 2005.

Disasters by definition are unplanned, yet companies like Joe's Septic Contractors have to plan for them. Boudreaux was asked how exactly he planned for a disaster?

"First thing, you have to have an inventory of, in our case, portable toilets and washrooms. You can't rent out what you don't have. You've got to keep up with the inventory. And we stay locked and loaded. When we need extra people, we can go to a third-party company who in a single phone call can provide us with, say, 20 people. We keep our own people on call 24/7. We stay locked and loaded." **D**



Along with a fleet of portable restrooms, Joe's has an array of portable shower trailers that deploy for recovery workers and anyone in need following a disaster.

THE VALUE OF DIFFERENT

The business of providing for collection and treatment of waste products has not changed a lot through the years. The portable restroom remains a small one-person enclosed stall that can receive and hold 35 to 40 gallons of waste.

But there are variations, says Chad Boudreaux, owner of Joe's Septic Contractors, a Louisiana company that has been around for about 60 years. For example, portable toilets that are accessible for people with disabilities for some reason have a waste capacity of 50-60 gallons. The toilets used in offshore oil facilities have a framework that lets them be crane-lifted from shore to ship to oil rig.

And then there are the restroom trailers that became popular 15 years ago. "Those are getting better and better. Some you can get now

have TVs and fireplaces. Every year you go to the pumper show, you see something. Stuff can get real expensive," Boudreaux says.

And competition to provide the portable units to clients can get pretty intense. Joe's Septic Contractors doesn't have many competitors in and around Cut Off, Louisiana, its headquarters. "But when I get into the New Orleans area, I have lots of competition."

So, how does Boudreaux keep his company's name in the forefront of public consciousness? Besides a regular spot on a local TV station, Joe's Septic doesn't do much advertising. "We do a lot of community events where we donate time and money and facilities. I feel like when you do that, it goes further than spending money on advertising. Favorable word of mouth is better even than a sticker on a toilet."

Baltimore Bridge Cleanup Highlights Trends in Transportation Disaster Recovery

A glimpse of what professionals are seeing in travel infrastructure restoration

By James Careless | Photos from USACE website



Key Bridge Response 2024 Unified Command salvors prepare to move a large piece of supporting steel from the collapsed Francis Scott Key Bridge in Baltimore, Maryland, April 22, 2024.

The U.S. Army Corps of Engineers has led a massive transportation cleanup effort after a container ship caused the collapse of Baltimore's Francis Scott Key Bridge. Many of the USACE's actions illustrate trends that are driving the transportation disaster recovery sector, which encompasses bridges, roadways, railways, ships and aviation.

When it comes to addressing transportation disasters, the most immediate concern is to secure the site and rescue any survivors followed by mitigating the impact of the event. In the case of the Baltimore Bridge collapse, this means reopening access to the Port of Baltimore as soon, and as much, as possible by using massive floating cranes to remove wreckage from the site.

The USACE's progress in this regard has been impressive if unavoidably limited. Less than a month after the bridge collapse, on April 20, 2024, "A third temporary channel for boats to enter and depart the Port of Baltimore has opened, expanding further shipping access as collapsed sections of the Francis Scott Key Bridge are salvaged before the span can ultimately be rebuilt," reports the *Associated Press*. "With the new channel open, about 15% of pre-collapse commercial activity will resume.

"Officials hope to open a channel by the end of the month to allow most maritime traffic back into one of the East Coast's busiest maritime transit hubs," says the AP report. Concurrent with this, the USACE is working on removing debris from the MV

Dali and refloating it prior to removing more debris from the channel floor so that full ship traffic can be restored.

These actions mirror trends such as effective site management, speedy restoration to service and safe removal of debris that are being pursued by the transportation disaster recovery sector as a whole.

FOUR MORE TRENDS IN TRANSPORTATION DISASTER RECOVERY

Trend #1: The advent of ruggedized computer technology and networking are changing the very nature of the transportation disaster cleanup sector.

Although heavy-duty machines will always be needed to remove debris and clear sites, smart technologies like remote sensing tools, artificial intelligence, drones and satellite imagery can be valuable assets for remote assessment of damages. A report titled *Transport Sector Recovery: Opportunities to Build Resilience*, which is part of the Disaster Recovery Guidance Series issued by the Global Facility for Disaster Reduction and Recovery says, “These tools help speed up assessments, provide real-time accuracy and reduce the safety risks associated with having personnel on the ground. For example, when telecommunications are operational, RoadLab Pro, a free smartphone app, can be used to evaluate road conditions, map road networks, detect ma-

ior road bumps, and report safety hazards.” It is available at Apple’s App Store and the Google Play store.


Trend #2: Technology is improving the cleanup response to railway derailments and, in some cases, preventing them entirely.

A U.S. Department of Transportation report stated that under the safety mandate for wayside detection technology, the Federal Railroad Administration has contributed to the development and deployment of technologies under its wayside detection research program. The full report titled *Effectiveness of Wayside Detector Technologies on Train Operation Safety* can be found at railroads.dot.gov.

To compile this report, the FRA analyzed the Association of American Railroads’ Integrated Railway Remote Information Service database to determine derailment trends, associated causes and costs. “The reported analysis shows a strong correlation between the growth in installation of Wheel Impact Load, Truck Performance Detectors and Truck Hunting Detectors, and the reduction in the number of derailments,” the report says. “The trends show that the railroads have improved operational safety through proactive wayside monitoring and detection of vehicle performance. The analysis shows that the major derailment causes that still require detection technology innovation are broken wheel rim and transverse/

**OFFICIALS
HOPE TO OPEN
A CHANNEL BY
THE END OF
THE MONTH TO
ALLOW MOST
MARITIME
TRAFFIC BACK
INTO ONE
OF THE EAST
COAST’S BUSIEST
MARITIME
TRANSIT HUBS**



 Chief of Engineers
Lt. Gen. Scott Spellmon
views damage of the
fallen Francis Scott
Key Bridge.





➤ All hands are on deck as contractors work to remove salvage so new infrastructure can be built.

NANOENHANCED BIOREMEDIATION IS EFFECTIVE ON A VARIETY OF OIL COMPOSITIONS AND IS MINIMALLY IMPACTED BY WEATHER AND OFFERS A SUSTAINABLE REMEDIATION ALTERNATIVE



compound fissure of rail.” This is highly useful information for transportation disaster recovery companies, and more evidence of technology in general serving as a transformative trend in this sector.

Trend #3: Using naturally occurring microorganisms to break down and degrade oil spills — a process known as bioremediation — is nothing new. But the latest version of this cleanup approach is certainly a trendsetter.

Known as nano-enhanced bioremediation, “the introduction of nanoparticles to areas contaminated by oil has emerged as a potential method to enhance the efficacy of oil degradation by marine microorganisms,” according to an article in ACS ES&T Engineering titled *Nano-enhanced Bioremediation for Oil Spills: A Review* and written by Amber J. Pete, Bhuvnesh Bharti and Michael G. Benton.

The authors state that nanoparticles have been primarily utilized as magnetic sorbents, but their use can go beyond that: They can also be used as emulsifiers. What that does is increase the bioavailability of the oil by giving microbes a surface to which they can attach and facilitate proliferation. That means more oil can be naturally degraded by microorganisms. Nanoenhanced

bioremediation is effective on a variety of oil compositions and is minimally impacted by weather and offers a sustainable remediation alternative.

Trend #4: Advanced transportation disaster cleanups are being managed to mitigate their impact on employees and local residents.

“For example, in 2012 the National Response Team published an emergency responder health monitoring and surveillance guidance in recognition that workers are getting sick,” says Dr. Riki Ott, Director of The ALERT (A Locally Empowered Response Team) Project. “California and the RRT 9 are implementing Public Health Assessment Units into Area Contingency Plans. The EPA’s revised rules governing dispersant use require increased involvement of Area Committees, including state, local, and regional government officials, in disaster preparation and planning.”

THE BOTTOM LINE

Whether on site at the Francis Scott Key Bridge or working on other transportation-related disasters, the cleanup companies in this sector are being shaped by trends that emphasize prioritization, safety and efficient mitigation of disastrous impacts. **D**

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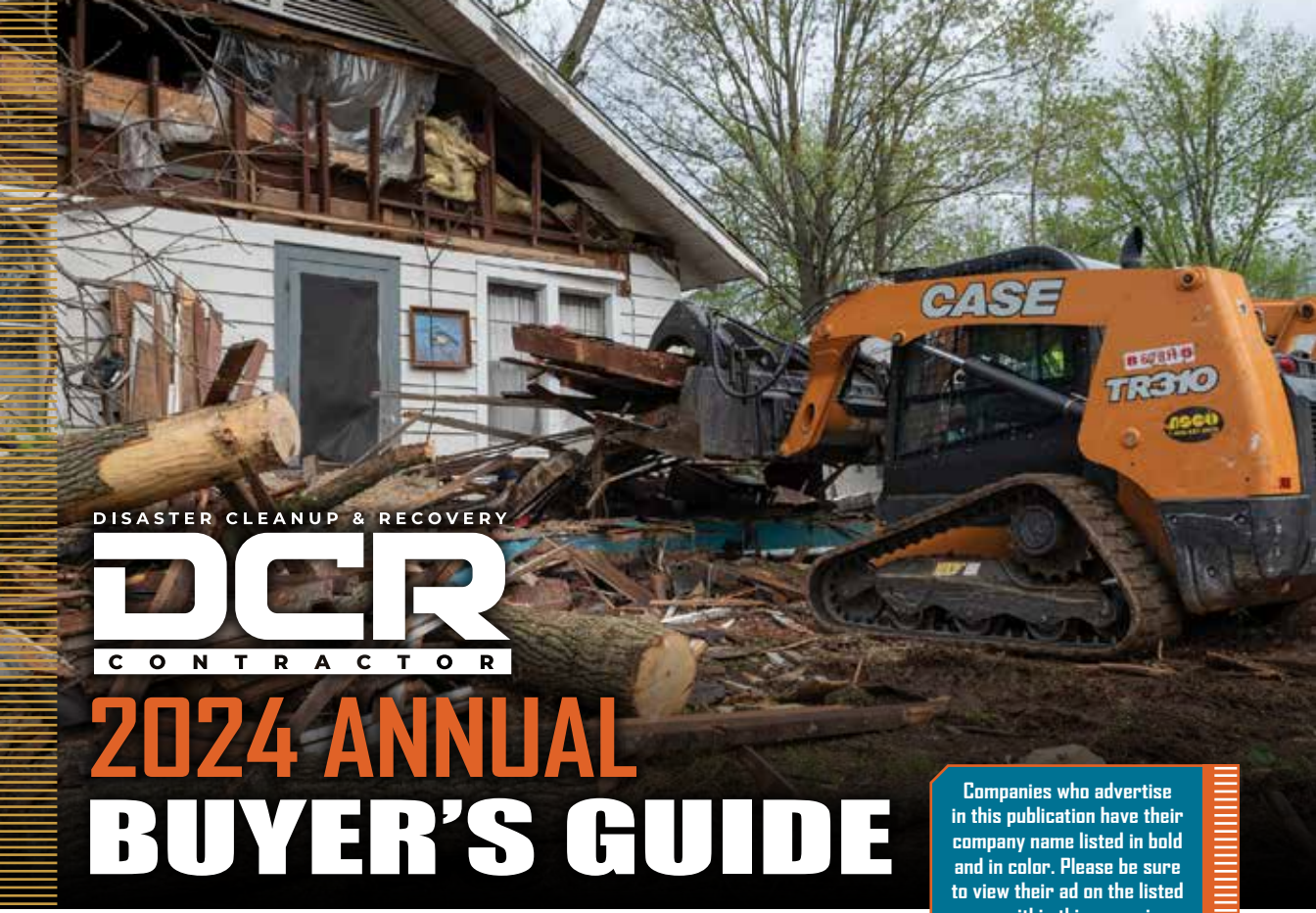
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SPOTLIGHT

by Craig Mandli

HIGH-VISIBILITY JACKET KEEPS EMERGENCY WORKERS WARM AND SAFE

High-visibility workwear is important for emergency workers because it helps them stay safe and reduces the risk of accidents. The clothing helps drivers see workers more easily at night, especially on dark or poorly lit roads. It also makes workers more visible to drivers during the day, especially in bad weather.


RefrigiWear, a supplier of insulated work apparel for the cold chain and outdoor construction industries, recently added high-visibility colors for one of its most popular lightweight work jacket lines. The HiVis Diamond Quilted Jacket is now available and ready to ship in both high-visibility lime and high-visibility orange colors.

“This lightweight jacket is a recent addition to our popular EnduraQuilt Collection and is preferred by people working outdoors in the milder conditions of spring and fall,” says Mitch Harden, vice president of sales for RefrigiWear’s B2B Outdoor division.

The wind-tight, water-repellent finish on the HiVis Diamond Quilted Jacket seals out cold whether you’re working outside in temps creeping down to freezing or inside an industrial cooler. Thanks to a strong outer shell quilted over 180g industrial-strength insulation, this high-visibility work jacket is thin and

tough to handle the jobs in extreme conditions. It has a 100% polyester pongee outer shell with a water-repellent, wind-tight finish. It includes two zippered hand-warmer pockets, inset cuffs, a stand-up, fleece-lined collar and highly visible 2-inch reflective tape.

“We originally designed this jacket in high-visibility orange for people working in rail transportation,” says Harden. “But requests for the same jacket in high-visibility lime came pouring in from people working in other areas where lime is the preferred safety color, as well as from people working in other sectors such as residential construction and state DOT organizations.”

Both the high-visibility orange and lime versions of the jacket are designed to meet ANSI/ISEA 107-2020 — Type R, Class 3 and CSA Z96 — Class 2, Level 2 standards with double rows of silver reflective tape around the waist and arms, as well as an X pattern on the back. According to Harden, it’s ideal for protecting people working in the unpredictable weather of late spring, especially across the northern U.S. and in higher elevations. The jacket is also lightly insulated and comfort-rated for temperatures as low as 30 degrees F, delivering comfortable protection from the springtime chill for those working during the overnight hours. **800-645-3744; pro.refrigiwear.com** 



By Stormy Shafer

Doing Business With FEMA

Four steps to becoming a registered disaster recovery vendor

FEMA HAS ESTABLISHED A FOUR-STEP PROCESS YOUR COMPANY OR ORGANIZATION CAN FOLLOW TO DO BUSINESS WITH THEM.

The Federal Emergency Management Agency is perhaps the most visible of potential customers for disaster recovery and cleanup services, but how do you get your company on their radar for the next inevitable event?

Fortunately, their website has some very specific instructions for disaster recovery contractors who want to work with them. We'll give an overview of highlights here.

According to its website, whenever FEMA responds to a disaster, its goal is to contract with local businesses in the affected area, whenever practical and feasible. These procurements are all conducted under the Robert T. Stafford Act of 1988, which defines official types of disasters and constitutes the statutory authority for most Federal disaster response activities, especially as they pertain to FEMA and FEMA programs.

The agency has established a four-step process your company or organization can follow to do business with them.

1. CONTACT YOUR LOCAL ASSOCIATION OF PROCUREMENT TECHNICAL ASSISTANCE CENTER

Government contracting can be complex, especially for small businesses getting involved for the first time. Fortunately, there are offices ready to help you: Procurement Technical Assistance Centers. There are PTAC counselors in more than 300 locations, who will work with you to understand the steps to getting a government contract. The APTAC also provides business guidance and tips for registering

with sam.gov, the government's online system through which you can register your business as a potential emergency recovery and cleanup services vendor.

2. REGISTER AS A SERVICE PROVIDER IN THE SYSTEM FOR AWARD MANAGEMENT

Once you grasp the process explained by the PTAC counselor, you must register to do business with the federal government through the System for Award Management. Registration is free.

You'll need a Unique Entity ID and your Tax Identification Number (which you may request by visiting www.irs.gov) if your principal business is located in the United States or U.S. territories.

The UEI is a 12-character, alphanumeric ID assigned to an entity by sam.gov. Those who have used the system before should note that this new type of ID replaces the Dun & Bradstreet "DUNS" ID previously used for new sam.gov registrations.

During the registration process, you'll need to indicate your desire to participate in the Disaster Response Registry. This allows contracting officers to quickly and easily locate your company through a digital Disaster Response Registry search.

3. UNDERSTAND FEMA'S MISSION AND GOALS

FEMA's mission is to help people before, during and after disasters, making this the top focus of everyone working for or with FEMA in the field. Once a president officially declares a major disaster or emer-

gency, FEMA coordinates and collaborates with federal, state, local and tribal agencies to get assistance to survivors as quickly, safely and effectively as possible.

If your company offers goods or services useful in the following situations, you'll want to proceed to the next step.

- **EMERGENCY SUPPORT FUNCTIONS** – ESFs may be selectively activated for both Stafford Act and non-Stafford Act incidents. Resources coordinated through ESFs are assigned where needed within the response structure. Regardless of where ESFs may be assigned, they coordinate closely with one another to accomplish their missions.
- **MISSION ASSIGNMENTS** – Federal agencies may provide disaster assistance under their own authorities or through mission assignments from FEMA. FEMA issues mission assignments in anticipation of, or in response to, a presidential declaration of an emergency or major disaster. Mission assignments allow for deployment, employment and assistance from the full range of federal resources to support disaster needs.
- **STATE EMERGENCY MANAGEMENT AGENCIES** – During emergencies, each state coordinates the activation and use of resources needed to support

their local governments in responding to and recovering from emergencies and disasters.

- **NATIONAL RESPONSE FRAMEWORK** – This framework guides how the nation responds to all types of disasters and emergencies.

4. MONITOR CONTRACTING OPPORTUNITY SITES

Contract opportunities are available for people who make, receive and manage federal awards. This is where organizations within the federal government publish notices on proposed contract actions, valued at more than \$25,000.

For those who may have used the system before, FedBid is now called Unison Marketplace, a fully managed online marketplace connecting sellers to federal and commercial opportunities.

The Department of Homeland Security Acquisition Planning Forecast System is a portal for small business vendors to view anticipated contract actions above \$250,000.

These are the basic steps to getting started as a FEMA vendor. It takes some administrative effort up front, but a small amount compared to the revenue you stand to generate on an ongoing basis – a pretty good return on investment from any angle. **D**

GOVERNMENT CONTRACTING CAN BE COMPLEX, ESPECIALLY FOR SMALL BUSINESSES GETTING INVOLVED FOR THE FIRST TIME. FORTUNATELY, THERE ARE OFFICES READY TO HELP YOU: PROCUREMENT TECHNICAL ASSISTANCE CENTERS.



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Fueling Harvey Recovery

Moffitt Services expands from primarily fuel delivery to a broad range of recovery services

By Stormy Shafer | Photos provided by Moffitt Services

▲ Moffitt Services' HEMTT truck that got crews where they needed to be during the high waters brought in by Hurricane Harvey.

In post-WWII America, industry was robust, with ration-starved manufacturing roaring back to provide Americans with the abundance and prosperity they'd fought hard for. That growth set the stage for the debut of Moffitt Services to establish itself as a bulk fuel distributor, to power all the vehicles and generators and other equipment it took to make the prosperity happen.

Over the years, Moffitt expanded into adjacent verticals including bulk lubricant storage and delivery, roll-off containers and other temporary site services. It was a slow and deliberate, but effective growth strategy for the company, whose headquarters are in Cypress, Texas, with satellite locations in George West, Midland and Dallas.

At the time of this writing, Moffitt had teams deployed to recent tornado damage paths in Oklahoma. But it was a

spontaneous "necessity is the mother of invention" type of moment that gave birth to Moffitt's Disaster Response Services division.

WHERE IT BEGAN

1983's Hurricane Alicia was the company's first experience delivering fuel specifically for disaster relief needs.

"Alicia hitting our local market increased demand for our services, and highlighted a need for disaster-specific fueling," says the company's owner, Rusty Moffitt. "Earlier iterations of the Moffitt fueling companies responded to various disasters" on an ad hoc basis, he says. "Chief among them was responding to hurricanes Katrina, Rita and later Ike, in Houston. Our experience in these disasters shaped our practices for storms to come."

And good thing, because they would be needed again, and soon.

HARVEY HITS

Hurricane Harvey, a devastating Category 4 hurricane, struck the Gulf Coast of Texas in mid-August 2017. One of the most powerful hurricanes to hit the United States in decades, Harvey's most catastrophic impact was unprecedented rainfall, making it the wettest storm system on record.

Harvey lingered over Texas for days, causing record-breaking flooding in Houston, where some areas reported nearly 50 inches of rain. This extensive flooding displaced thousands of people and damaged or destroyed homes, businesses and infrastructure across the city, and for more than 100 miles surrounding.

OPPORTUNITY

Moffitt wasted no time in stepping up to the challenge.

"We initially responded to Corpus Christi, Rockport and Aransas Pass, while the storm was raging over Houston," Moffitt says. "Hurricane Harvey flooded our Cypress fuel yard. We evacuated all our assets elsewhere; some to school parking lots, some to leased spaces. Some of our employees had to be picked up in our larger vehicles, to get them to work. Several employees' homes were affected."

Moffitt sent teams to those employee's homes to salvage property and muck out their inundated homes, in preparation for restoration work. Management had been

watching ominous weather forecasts for weeks and anticipated potential need by staging vehicles and employees in areas less prone to flooding. This way, they'd be ready to work, if needed. They were.

PLUNGING IN


Before the rain even stopped falling, the company had activated several crews, consisting of more than 200 people from all their locations and subcontractors, and deployed them to various parts of the affected area under the auspices of insurance restoration contractors and property management firms.

They delivered fuel for backup generators providing power to hospitals, commercial spaces, police stations, courthouses, jails and housing units. While on standby for these deliveries, their office was receiving calls from friends, neighbors, acquaintances and customers to assist in various types of rescues. They eventually plucked more than 100 people from homes surrounded by floodwaters, delivering them to safety.

Moffitt was also called upon to help deliver supplies to local hospitals at the request of their customers. Just before Harvey hit, Moffitt had been in the market for a vehicle that could operate in a high-water environment as he has a passion for difficult projects and high-intensity work such as that following disasters.

"HURRICANE HARVEY FLOODED OUR CYPRESS FUEL YARD. WE EVACUATED ALL OUR ASSETS ELSEWHERE; SOME TO SCHOOL PARKING LOTS, SOME TO LEASED SPACES. SOME OF OUR EMPLOYEES HAD TO BE PICKED UP IN OUR LARGER VEHICLES, TO GET THEM TO WORK. SEVERAL EMPLOYEES' HOMES WERE AFFECTED."

— RUSTY MOFFITT

 Fueling up a Multiquip WhisperWatt generator during Harvey recovery efforts, keeping power running for cleanup crews and critical infrastructure.





One of the company's many fuel trucks taking another load through downtown Houston.

The company had located a retired military Heavy Expanded Mobility Tactical Truck (Oshkosh Corporation) — an eight-wheel-drive, diesel-powered, 10-short-ton tactical vehicle — at a local resale dealer. “We knew we wanted a unit capable of operating in disaster environments,” says Moffitt. “Harvey looked like a project that was going to need it.”

They were able, with the dealer’s assistance, to close on the purchase in 24 hours, and immediately it was rolling. The HEMTT has the ability to operate in up to six feet of water, its frame designed with a modular rear section that could accommodate a variety of equipment configurations. During the Harvey event it was used as purchased, with a simple bed attached. Moffitt’s outfitters have since created their own rear modules, one for personnel transport, the other as a fuel delivery system.

Originally appearing in the 2017 Hollywood production of *War for the Planet of the Apes*, the HEMTT has huge tires and enough weight to allow it to plow through heavily flooded areas while keeping its engine dry enough to keep working and its passengers

dry. Moffitt now uses it for high-water fuel delivery and scouting places suspected of being flooded or otherwise inaccessible, before sending tankers or other vehicles into the area.

BRINGING THINGS BACK

After Harvey, Moffitt performed a muck-out and water/debris extraction beneath the Wortham Theater Center, a performing arts facility in downtown Houston. They performed similar services for Houston’s Kingwood Country Club, an upscale golf course and facility. Moffitt’s largest water extraction job during that event was Hewlett-Packard headquarters, in which they vacuumed up and carted off in excess of 40 million gallons of stormwater from the computer and technology company’s main campus.

During the whole ordeal, Moffitt Services was providing fuel to backup generators at NASA’s Houston Space Center. “We were approached by their general contractors to provide fueling services to their key facilities to maintain operations throughout Harvey,” Moffitt says.

The company's debrief following the extended deployment turned up some nuggets of operations gold that allowed Moffitt to venture further into what appears to be a growth of business in disaster response and recovery.

DRIVING FUTURE DEVELOPMENT

The consensus was that the biggest challenge of getting their work done was gaining access to locations requiring their services. "Due to the extreme flooding many who needed our services were unreachable by conventional methods," Moffitt says. "This drove further procurement of boats and military vehicles to deliver our services."

Given the increase in natural disasters, the company has learned to stay poised to respond to emergencies. "We have become very adept at anticipating potential disasters and having resources ready."

From start to finish, Moffitt's work on the Hurricane Harvey recovery took 18 months. When all was said and done, total damages from Harvey are estimated at \$155 billion, making it one of the costliest natural disasters in U.S. history. Moffitt Services is proud of its role in helping to bring back metro Houston from arguably its worst natural disaster to date. ▣

» Prepared and Poised for Action

Since Houston's Moffitt Services responded to its first natural disaster more than 40 years ago, the company has refined the art of staying poised for emergencies, according to owner Rusty Moffitt. Through each successive event, the teams learn more about how to stay prepared and marshal their resources during normal times, so they can be ready when things get crazy.

"Much of our disaster work is hurricane-related, so we keep watch on the weather and can usually tell if an event is going to require our services. We maintain communication with our vendors and customers leading up to an event, so we can mobilize in a timely manner. Then, we stage near the event we are responding to, but outside the expected disaster area," to maintain unbroken communications and rapid mobility.

Moffitt dispatches teams to top off fuel in generators, vehicles and equipment, so customers don't lose power during and immediately after the storm. Once the event has passed, they move into the actual work areas and set up base camp, consisting of campers to house workers, mobile shower stations and a satellite internet point. Then they set to work finding accommodations for more resources, if needed, setting up dispatch systems and organizing product supply.

"We have a core storm group who have done this style of work for the last 10 to 15 years," Moffitt explains. "They make up the core contingent of our response personnel: dispatchers, project managers and selected fuel drivers. We also have reserve assets and personnel we employ just for disasters. The disaster

personnel are often used in nondriving capacity in the offseason. They make up our driver managers and trainers, so that their temporary mobilization to disaster response doesn't interfere with daily operations."

Perhaps most important, Moffitt strategically allocates its resources, with room to expand. They run day-to-day operations at below-max capacity, so when they pull units from core markets, they can increase productivity to maintain that portion of the business. They also have a network of partners who can provide additional resources. These include additional fuel trucks and drivers, equipment operators, and service technicians. Such mutual aid is common among strategic service providers in regions commonly hit by devastating storms.

TRANSPORTATION RESTORATION

By Craig Mandli

EQUIPMENT ATTACHMENTS



■ DIGGA ATTACHMENTS GRAPPLE RAKE

The **Grapple Rake** from **Digga Attachments** has an aggressive tine design that allows for gripping and moving material with security and ease. Being 42 inches wide and having a 36-inch grapple opening, this attachment is efficient in moving anything from logs to concrete. It is best suited for mini stand-on loaders and micro skid-steer loaders. With a bolt-on mount, one has the capability to conveniently utilize the attachment on various machines. Quickly and easily tie down the attachment using a

number of dedicated cutouts on the side of the grapple. Two pulling points allow you to shackle chains to the front of the grapple to pull out posts and stumps. Additionally, it is equipped with 1-inch greasable pivot pins and cylinders. It has powerful 2-by-6-inch grapple cylinders. **563-875-7915; www.diggausa.com**



■ DITCH WITCH MT164

Built to help contractors easily create a clean, narrow trench in one pass, the **Ditch Witch MT164** microtrencher attachment offers maximum compact cable installation performance. Equipped with a standard hydraulic plunge and option to offset the frame, the MT164 provides variable depth control and allows contractors to cut right up next to a curb. It can trench up to 2 inches wide by 16 inches deep to cut deep enough to get through a standard-sized curb. It can also be set up for a push or pull

application depending on the job site. The microtrencher's compact footprint provides increased flexibility with minimal disruption to surrounding infrastructure in urban areas. **580-336-4402; www.ditchwitch.com**



■ FAE USA RPL/SSL

Milling machines are key tools for road restoration. While many milling machines are large and unwieldy, some are designed for smaller, more precise jobs. These cold planers can be used in conjunction with skid-steers and excavators to allow for quick and maneuverable road restoration work. One such attachment is the **RPL/SSL** cold planer from **FAE USA**. The fixed-tooth cold planer attachment is for skid-steers up to 135 hp. It is capable of milling up to 7 inches deep and is available in cutting widths of 7, 9, and 12 inches. Primarily used for road preparation before adding a new layer of

asphalt or concrete, it makes use of self-leveling skids, a mechanical floating tilt system, and a hydraulic side-shifting system to ensure operational precision. The water spray system provides dust control, prevents overheating, and reduces wear on cutting picks. **770-407-2014; www.fae-group.com**



■ MAZIO ATTACHMENTS T8 SERIES

The **T8 Series** mulcher head attachment from **Mazio Attachments** is suitable for cutting and shredding grass, shrubs and branches up to 6 inches. It includes an identical mechanically adjustable front inlet and rear outlet for better and faster operation in both directions. A reinforced double-case frame helps prevent deformations due to extreme loads. It has height-adjustable skids, a belt drive, standard flow and a pressure regulation valve. **561-766-0899; www.mazio.us**

EXCAVATING EQUIPMENT

■ HYDRA-FLEX MACHETE

The **Machete** from **Hydra-Flex** is ideal for disaster relief hydroexcavation thanks to its safety features and adaptability to various environments. Its constant 15-degree oscillating wedge of water flow helps the user quickly locate underground utilities and minimize the risk of further damaging already compromised areas. The movement of the stream reduces the risk of undermining while cutting and provides added operational benefits — better ergonomics and less wear and tear on the operator over time. It was built to take the most versatile range of ground including caliche, rock, hard soils and compact soils. It's built with premium materials for incredible durability and increased operational hours. The nozzle has a proven longevity cycle and is designed to be repairable to extend its life even further. **952-808-3640; www.hydraflexinc.com**



■ MATTRACKS

Mattracks rubber track conversion systems are ideal when there is a need for mobility in disastrous situations from winter storms to wildfires and other natural disasters. A wide range of tracks are available to fit tens of thousands of vehicles from ATVs and UTVs to SUVs and pickup trucks to heavy-duty trucks, industrial and specialized vehicles. A hub-mounted design makes it easy to convert tires-to-tracks in less than one hour. The 400 Series is ideal for commercial vehicles weighing up to 40,000 pounds. The 400M1A1 model in the photo features a 20-inch front track and a 30-inch rear track. Designed to support heavy loads, the tracks feature a rubber torsion anti-torque system, steering assist and rocker suspension. As a result, operators benefit dependability and durability as well as a smoother ride. **218-683-9800; www.mattracks.com**



■ RNV HYDROVAC2

The **RNV Hydrovac2** can be placed on an RNV-approved 6-cubic-foot steel construction-grade wheelbarrow to create a portable hydrovac. It can vacuum down vertically to 12 feet to convey effluent sludge, sand and small aggregate. It can be combined with a pressure washer or air spade for another excavation solution. The unit weighs 42 pounds, requires a 120-volt AC, 15-amp power outlet and will run on a 2,200-watt generator or inverter. **607-786-2139; www.rnvac.com**



EXCAVATORS

■ CASE CONSTRUCTION EQUIPMENT E-SERIES

With the ability to travel up to 25 mph, **E Series** wheeled excavators from **CASE Construction Equipment** give contractors the ability to self-deploy from job site to job site while minimizing the time and expense involved with transporting by trailer. Offering the same powerful hydraulic performance and attachment flexibility as their steel-track counterparts, these fully featured rubber-tired excavators also offer significantly lower total cost of ownership than machines with a steel track and undercarriage, allowing utilities contractors to improve their bottom line. **866-542-2736; www.casece.com**



■ JOHN DEERE 470 P-TIER EXCAVATOR

John Deere's 470 P-Tier Excavator offers both standard and long arm options to suit different operational needs. It boasts enhanced adaptability across various applications. Its grade-control technology capabilities include factory-installed 2D or 3D Grade Guidance, or SmartGrade options. These grade control features ensure precise excavation, enabling accurate completion of tasks on the first try, which is crucial for high-precision projects and timesaving. It includes a reinforced bucket-to-arm pivot joint and a sturdy mainframe, ensuring reliability in demanding conditions. Additionally, this excavator provides various track shoe width options, which are essential for improved flotation in soft or marshy terrains, helping to boost stability and mobility. The combination of arm versatility, precision-grade control capabilities and adaptable track shoe options makes it an efficient, multifaceted tool for diverse and challenging excavation tasks and job sites. **800-503-3373; www.johndeere.com**





■ TAKEUCHI TB290

Takeuchi's **TB290** compact excavator has a spacious cabin that features a large color monitor that informs the operator of critical machine functions. A deluxe, adjustable, high-back suspension seat and an automatic climate control system keep operators comfortable in all weather conditions. A closed-center, load-sensing hydraulic system provides multifunction capabilities. It is also equipped with a high-flow primary auxiliary circuit that delivers up to 31 gpm, a second auxiliary circuit that's suitable for installing a thumb, and a dedicated third auxiliary circuit for installing a hydraulic pin grabber coupler. Flow rates are easy to adjust from the comfort of the cab, and the color monitor allows for multiple attachment presets for a wide array of hydraulically driven attachments. Key hydraulic components, including the

control valve, hydraulic tank and sight gauge, fuel tank and side-by-side cooling module, are all mounted outboard for easier inspection and maintenance. **706-693-3600; www.takeuchi-us.com**

GROUND COVER MATS



■ BAM! BAD ASS MATS SAFETY MATS

Avoid costly damage to your job sites with **BAM! Bad Ass Mats**. The mats are made from four-season, durable high-vis green HMWPE material with a built-in UV protector to guard against fading and cracking. Three-eighths inches thick and rated at 160,000 pounds with pressure ratings of 373 psi, and 53,700 pounds per square foot, they have a temperature rating of minus 103 degrees F to 258 degrees F. The 4-by-8-foot sheets weigh 56 pounds and come with eight large hand holes for easy handling, even with gloves. A dual-sided tread pattern provides safe traction for both equipment and pedestrians. Mats don't absorb moisture and chemicals and can be simply hosed off. **262-877-4700; www.bamgroundpro.com**

LOADER



■ MECALAC NORTH AMERICA AX1000

The **AX1000** articulated loader from **Mecalac North America** combines heavy-duty performance with self-stabilizing maneuverability and a sleek design. Its monoboom provides greater boom rigidity and strength, resisting the twisting that can occur with the traditional two-arm setup. Combining large, tinted windows with the unique monoboom design, it eliminates the two loader arms obstructing the operator's view and allows clear visibility to the left and right in addition to straight ahead. Along with

enhanced safety, this visibility boosts productivity. It also offers greater stability because the machine's pivot joint is offset at a positive angle. As the machine articulates, the center of gravity is transferred to the rear so it can re-level itself, greatly reducing the risk of the machine toppling over. It has a standard bucket volume of 1.3 cubic yards plus a 75 hp engine. It has a lift capacity of 9,038 pounds and maintains lifting power from the ground to its highest point. **508-921-3076; www.mecalac.com**

TREE CARE



■ DIAMOND MOWERS MILLER STUMP GRINDER

An indispensable tool for individuals involved in disaster cleanup and prevention, a stump grinder is essential for removing stumps after trees have been broken, burnt or carried away by strong winds, fire or flooding. **Diamond Mowers' Miller Stump Grinder** allows operators to cut stumps up to 36 inches in diameter without ever moving the carrier. The 26-inch, six-way grinding wheel features swing, lift and telescoping functions that allow users to process a stump while the loader is parked in one position, reducing the risk of soil or turf damage. It also features 30 dual-direction carbide teeth that slice through the toughest material. An ideal solution for arborists or where aesthetics are a significant consideration, this option also features a chain guard that helps protect the grinder and operator from flying debris, along with a push blade that fills in holes created while clearing stumps below ground level. **605-977-3300; www.diamondmowers.com**

■ IGNITE ATTACHMENTS ROOT GRAPPLE SERIES

Designed with optimal weight in mind, the 62-inch root grapple from **Ignite Attachments** allows operators to use more of their loader's rated operating capacity for lifting and transporting, giving better productivity with roots, rock, brush, logs and other debris cleanup. The independent dual grapple can grasp uneven loads, while heavy-duty cylinders provide extra clamping force and dependability in difficult working conditions. The root grapples come standard with faster flat-faced, connect-under-pressure hydraulic couplers, cylinder shield and nylon-sleeved hoses. Their overall weight is 800 pounds with a grapple opening of 31.5 inches, and they are manufactured with laser cut, robot-welded, grade-50 steel. Additional sizes include 68-, 74- and 82-inch widths. **888-232-1988; www.igniteattachments.com**



TRUCKS - BUCKET/BOOM/CRANE/EQUIPMENT

■ VERSATRAN RETRIEVER 6T

With its 20-foot-long by 102-inch-wide bed and up to 12,000 pound rating for single rear-axle trucks (depending on options), the **Retriever 6T** from **Versatran** is a solution for anyone needing to transport small-to-medium-sized equipment. Available to fit a variety of popular truck chassis, the three-position, single-stage ramp is air-operated, eliminating hydraulic systems and the potential oil leaks that can result. Its "No-Idle Operating System" allows the operator to save fuel costs as the truck does not need to run while loading and unloading equipment. Any capable operator can drive it, as no CDL is required. A convenient wireless remote control, 15,000-pound electric winch, plenty of storage spaces and a full array of safety features — including LED lights and a back-up camera system — enhance the user's ability to operate safely and efficiently. **920-262-1800; www.versatran.com**



INDUSTRY NEWS

■ 911 RESTORATION SHOWING RAPID FRANCHISE GROWTH

911 Restoration announced significant early 2024 growth, with new locations set to open in 10 new territories by the end of the second quarter. After onboarding its new executive director of franchise development, Ken Sussex, the restoration brand has seen rising interest in its recently launched Claims Integrity Program, which promotes an ethical standard of practice, preventing overbilling and compliance issues. New franchise agreements have been signed in California, Georgia, New Jersey, New York, Oregon, Texas and Tennessee, and plans are in place for further expansion across the East Coast and Midwest.

■ HYPERTHERM ASSOCIATES PARTNERS WITH ROPYUTA ROBOTICS

Hypertherm Associates, a U.S.-based manufacturer of industrial cutting systems and software, has partnered with Ropyuta Robotics, a provider of autonomous mobile robot solutions, to become the company's first customer in the United States to implement the pick-assist autonomous mobile robots in its warehousing operation. The pick-assist AMRs allow Hypertherm Associates to automate warehousing and empower its associates in a sustainable manner.

■ TERRAMAC EXPANDING GLOBALLY

Established 13 years ago, Terramac, part of the CK Power Family of companies, is setting its sights on international expansion, starting in Europe, the Middle East, Africa and Latin America. Strategic partnerships have been forged to support global expansion. Netherlands-based Royal Eijkelkamp, a longtime business connection, has been appointed as the distributor of Terramac products in Europe, the Middle East and Africa. And IPESA will represent Terramac in Peru. Trailers and jetties, GapVax can now offer its customers a comprehensive sewer cleaning and inspection solution. **■**

