

2008 Dust Management Conference

San Antonio, TX

November 13th, 2008



Vendor/Industry Perspective

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Envirotech Services, Inc.

Barriers To Implementation

- Defining what the customer wants
 - Dust control



Barriers To Implementation

- Defining what the customer wants
 - Dust control
 - Stabilization



Barriers To Implementation

- Defining what the customer wants
 - Dust control
 - Stabilization
 - Wet Road Performance





Barriers To Implementation

- Defining what the customer wants
 - Dust control
 - Stabilization
 - Wet Road Performance
- The key is to understand and agree upon needs and expectations.

Barriers To Implementation

- Extreme variation in road base materials
 - Aggregate Size
 - Aggregate Shape
 - Breakdown of Aggregate to Fines
 - Makeup of the Fines
 - Silt
 - Sand
 - Clay
 - RAP
 - Recycled Concrete
- Varying reactions of different products with each material

Elbert County , Colorado
Passing #30 Sieve
40x Magnification



Barriers To Implementation

- Road Preparation
 - Moisture Content
 - Blading
 - Rolling



Barriers To Implementation

- Road Preparation
 - Moisture Content
 - Blading
 - Rolling
 - Equipment Requirements for New Products

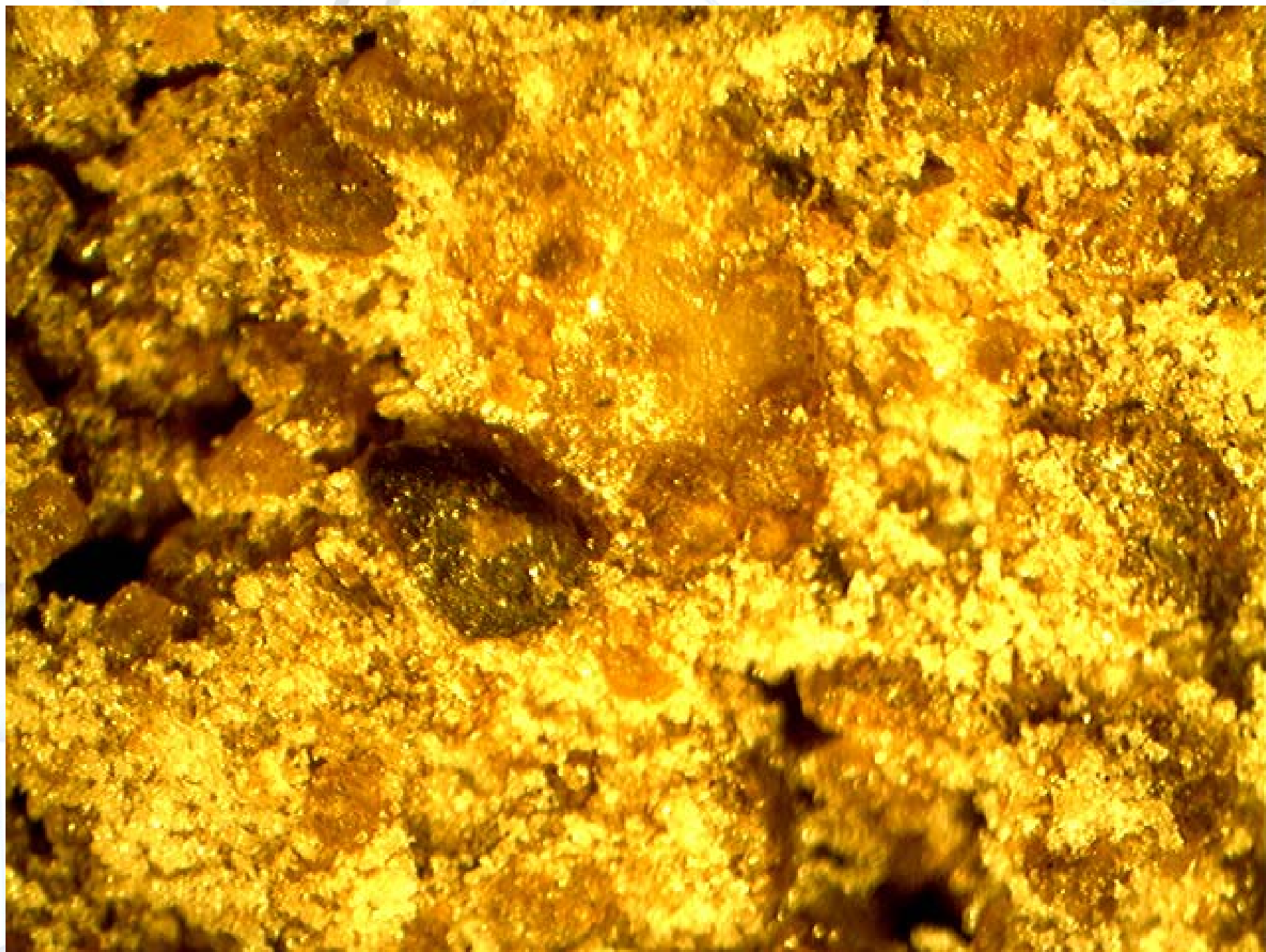


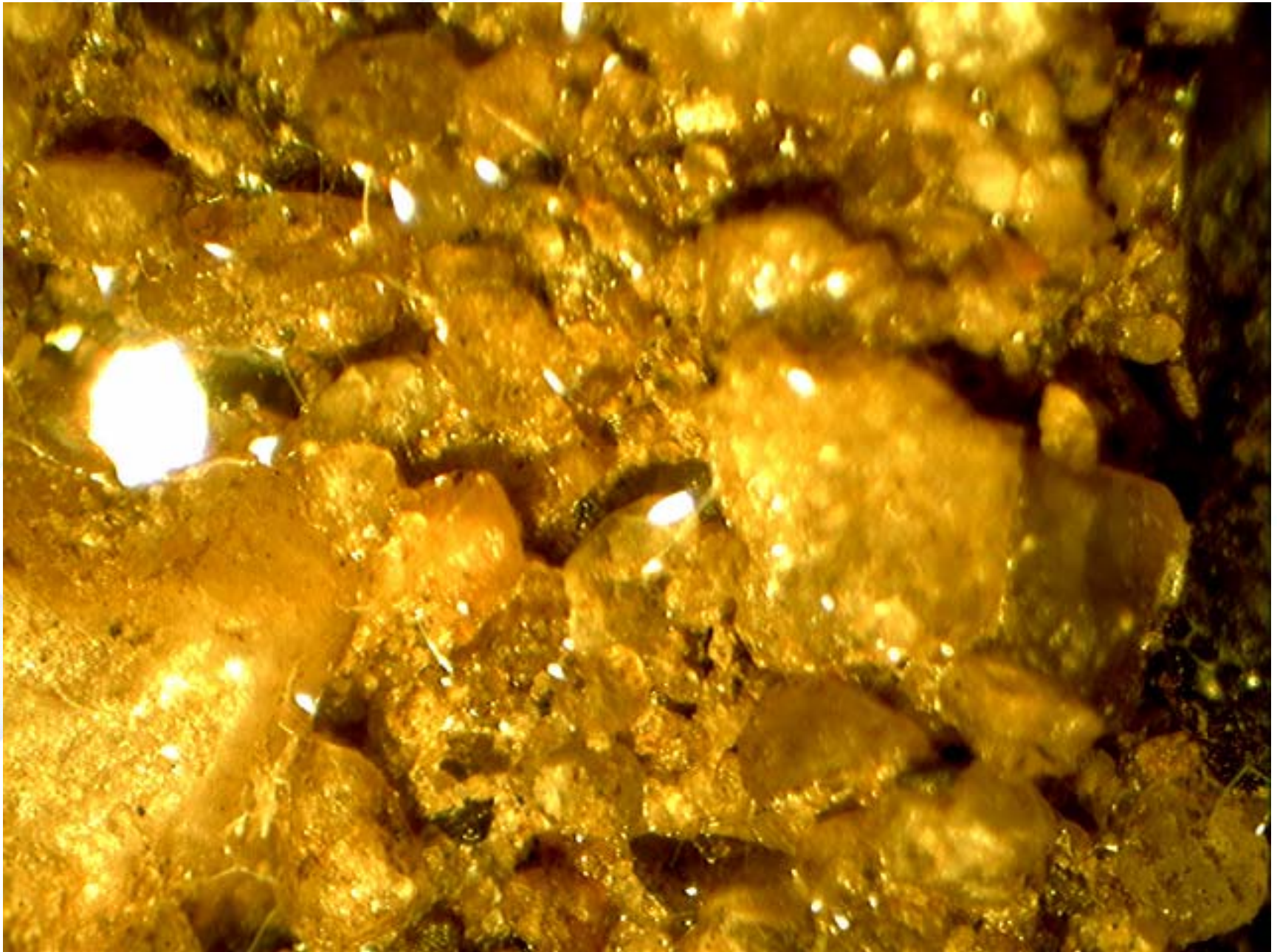
Barriers To Implementation

- Road Preparation
 - Moisture Content
 - Blading
 - Rolling
 - Equipment Requirements for New Products
 - Negative Inertia

Barriers To Implementation

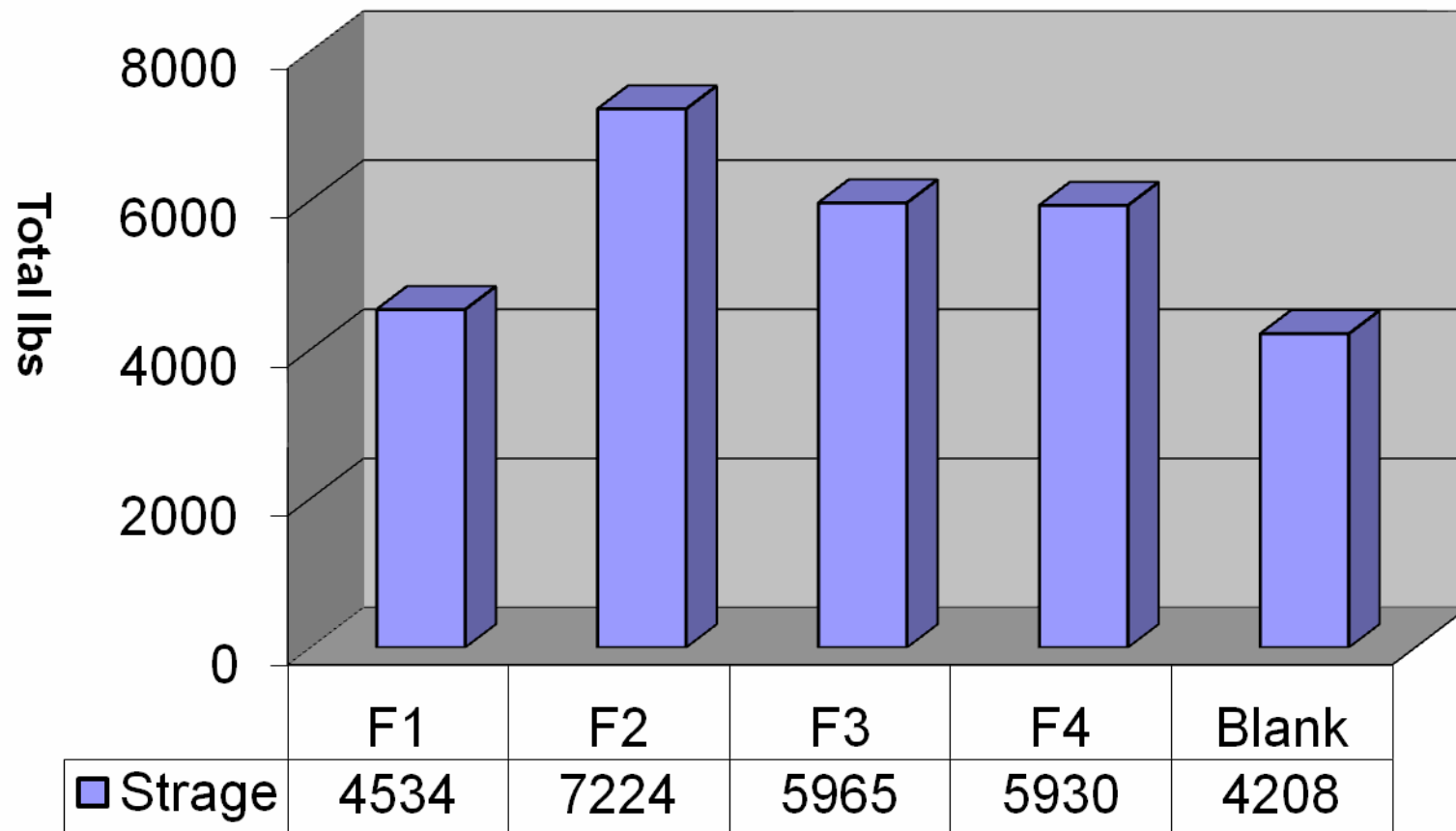
- New Product Research and Development
 - Lab Evaluation
 - No standardized testing protocols
 - No universal guidelines for product approval
 - Product Classification/Categorization
 - Differentiation





One Size Does NOT Fit All

Unconfined Compression



Barriers To Implementation

- New Product Research and Development
 - Lab Evaluation
 - No standardized testing protocols
 - No universal guidelines for product approval
 - Product Classification/Categorization
 - Differentiation
 - Field Testing
 - Overcoming test failures, of your product as well as the failures of others
 - The Environmental Factor

Barriers To Implementation

- New Product Implementation and Selling
 - Competitive Tendering vs Proprietary Products
 - Performance Specifications
 - Product Certification
 - Recognizing Value





The background features a network of light blue spheres of varying sizes connected by thin, translucent blue lines. Some spheres are solid and have a slight gradient, while others are just outlines. The overall composition is abstract and geometric, suggesting a molecular or network structure.

Thank you for
your time