

FOUNDATION

Foundation Companies Taking Advantage of Current Events and Trends

— Bids Now More Realistic —

By Larry Kabaner

In a still weak economy, some foundation companies are exploiting recent trends and events to improve their bottom line.

(...)

Pile Dynamics (www.pile.com), and its sister company GRL Engineers in Cleveland, is helping foundation companies increase profits with a product that can cut testing time and give a fuller reading of any flaws, according to Gina Beim, senior consulting engineer – marketing. The *Thermal Integrity Profiler* or TIP, now in post-beta testing in about 25 projects, investigates

the integrity of drilled shafts in a way that's different and more economically advantageous, says Beim. "The traditional, current way of testing drilled shafts to see if they're adequate or not is by doing crosshole sonic logging. Crosshole is a very good test, but it has two disadvantages: One is you have to wait for the concrete to cure in order to perform the test, so you're waiting a week or so. The second is that you don't really see the entire cross-section of the drilled shaft. You can't see everything that is on the outside of the reinforcement cage." TIP remedies this by measuring the heat generated by the curing concrete which gives a more complete picture. "Because the data is taken while the concrete is curing, you're doing the test 24 to 48 hours after construction of the foundation element and getting answers right away so you can move on with the building process much faster... We see a lot potential in this product." (See ad on page 31.)

Economic pressures in 2011 continue to force companies to re-think markets, processes, reasonable fee structures, products and more. With continued uncertainty in global and U.S. economics, success appears to come from an ability to be nimble and adapt businesses to these events and emerging trends. ■