

Wrong bus led to US wide distribution deal

IN 2005, Giberson Plumbing and Excavation's Richard Giberson, caught the wrong bus from his Las Vegas hotel to Conexpo, and ended up at the very back of the triennial exhibition.

But that led him to Italian company MB's first display of its crusher bucket in the New World. Giberson was so impressed he called up his son Larry, asked him to take a break from the hotel's pool, and have a look too. The end result was that the Gibersons bought the MB bucket, and after using it in their New Jersey business, liked what they saw and agreed to distribute it

Larry said, "Within two months I jumped on a plane to Italy and made the deal. We were essentially given the product line and told we could do whatever we wanted by way of distribution. They (MB) started us in New Jersey and when we sold throughout that state, they gave us the whole northeast. After that we just kept going and now we distribute across the whole US and territories from Guam to Puerto Rico."

Veronica Guerra of MB, commented that the company is very pleased with the relationship it has with Giberson Enterprises. "Our product is now very well known in America thanks to the Gibersons. We are really strong with them."

Giberson Enterprises has branded the MB product the Eco-Crusher for the US market and has had tremendous success both selling and using it in its own business. Giberson always uses Kobelco excavators to run its crushers, which are repaired and maintained by its own in-house staff along with its entire fleet.

"We run the crusher on a Kobelco excavator when we do a customer demo. That means customers usually end up running a Kobelco too. In turn that has helped Kobelco dealers rent and sell more machines," Larry said.

That has since gone further, with Kobelco painting stars and stripes on three new excavators Giberson needed, to rework material using MB BF120s, for the largest privatised housing project in the country for the government.

The project is for the US Air Force, and a big new housing project at Fort Dix, Marlton, New Jersey, so the stars and stripes go down a treat there. Giberson is excavating trenches for all water pipes going to the building sites and all stormwater and sewerage piping leaving the sites. As well, the company is doing the earthmoving required to establish level house sites, plus roads and curbing.

In that process, any old concrete they come across, they crush on site with Eco Crushers, and use it as road base. □

More information, visit www.mbcruiser.com

A BF 120.4 at work which is similar to those sold by Gibersons



Topsoil screener enables green recycling

EZ-Screen's 1200XL enables contractors to recycle topsoil on the jobsite, eliminating energy consumption used in disposing of old soil and trucking in new.

ARGUS INDUSTRIAL CO owner Al Skoropa, said the company's 1200 XL topsoil screener makes recycling fast and easy, saving contractors time, energy, and money. "These days, conserving energy and resources is just as important as saving money."

As green business practices become popular, it is natural that the movement would

take hold with contractors, whose work is often the foundation for landscaped greenery.

"Topsoil that gets dug up, screened, and reused can provide all the landscaping materials a contractor needs," Skoropa said. "In addition to saving money on purchasing and transporting new materials, this also saves fuel and makes better use of the existing soil."

He says it is a heavy duty topsoil screener that can double production of other topsoil screeners. It separates wood and gravel from the soil, providing the contractor with soil for planing, rock for base material, and even wood to be run through a chipper and used for mulch. As a result, the need to bring in additional materials may be greatly reduced or even eliminated.

Loading the machine is the only manual task in the process, as the chore of moving the fines is performed by the machine's 60cm wide conveyor. □

More information: www.ez-screen.com.