

Newsletter

September 1, 2010

Welcome to Our Upgrades

Welcome to the August Newsletter and in particular we'd like to welcome you to our newly upgraded website. The new site provides you with some important links to great information regarding not only your tribometer, but the industry as well. Please log on to the EXCEL TRIBOMETERS, LLC website to check it out. In addition to easier navigation, the new site facilitates authentication features that will allow a members' only forum for the exchange of information between CXLT's.

We'd also like to say that the June 2010 CXLT program in Los Angeles, California, was a full house, well received by the candidates, and a great success for all. Feedback was rave about the new format with expanded scientific and technical content, and extensive hands-on demonstrations. The new experts who are now entitled to use the CXLT designation are:

Darleen Bajgrowicz, MPH	Accident Research and Biomechanics
Susan M. Bowley, Ph.D.	Bowley Consulting
Kelly Brown	Zurich Insurance Corp
Joseph Cohen	Error Analysis Inc
John C. Fugle	Rimkus Consulting Group
Charles J. Gang	Gang Engineering
Vern Goodwin	MDE Inc
Jeff Harris	CASE Forensics Corp
Raymond Merala	Talas Engineering
Ryan J. Radebach	WEXCO International
Sean Peter Ryan	WEXCO International
Michael Sartor	HAAG Engineering Co
Irving S. Scher	Guidance Engineering and Applied Research
David R. Shields	Opfer Construction and Review Group
Mark Stephen Wiesner	Rimkus Consulting Group

NEXT CXLT CERTIFICATION PROGRAM

The **next CXLT Certification Program** will be conducted by EXCEL TRIBOMETERS, LLC on Tuesday, November 2, 2010, at the Comfort Inn Executive Park associated with the Charlotte, North Carolina, airport. A block of rooms has

been reserved at \$59.99 for November 1 and 2, depending on your travel needs. To get this rate, you must book before October 19 (two weeks prior to the event). The hotel has a free shuttle from the terminals. Space is limited to 22 participants, so reserve early. Go to the EXCEL TRIBOMETERS, LLC website for the fees and applications.

Holding the CXLT certification assures your **recognition and respect** as an expert who is knowledgeable, competent, and proficient in walkway safety and in the use of the XL VIT. Anyone who wants to perform a competent risk assessment of a walkway, or flooring and footwear products, needs to establish a strong foundation in the principles of safety engineering, the sciences of walkway safety, the scientific and mechanical aspects of the available slipmeters, and the effects of reasonably foreseeable variables on the performance of slipmeters. The certification also shows the CXLT had extensive hands-on instruction in the proper use of the XL Variable Incidence Tribometer and proved his or her proficiency with the most respected slip meter.

Make sure you review the **updated and expanded** CXLT Certification Program described on the EXCEL TRIBOMETERS, LLC website. Also please keep in mind on-site programs are available if you are one of the many organizations that have a large staff who are interested in tribometry and walkway safety.

CXLT RENEWALS

Be sure to continue your involvement in the field by maintaining your CXLT Certification. All renewal notices have been mailed out and are being monitored. An invitation to lapsed and other former CXLT's who may now have renewed interest is being extended for a nominal reinstatement fee. To reactivate, former CXLT's should go to the EXCEL TRIBOMETERS, LLC website for the particulars. If you have questions regarding the renewal or reactivation process, please give us a call.

PERFORMANCE ASSURANCE

As a significant stakeholder in the walkway safety community, EXCEL TRIBOMETERS, LLC, is dedicated to the advancement of the state of the art and knowledge of slip resistance metering as related to walkway safety, safety engineering, risk management, loss control, building and facilities design and construction, building ownership, building maintenance, walking surface materials performance and quality control, walkway surface coatings performance and quality control, footwear bottom materials and tread patterns performance and quality control, biomechanics, kinesiology, and other scientific interests.

EXCEL TRIBOMETERS, LLC has performed in-depth investigations and exhaustive research into possible causes for variations in results using the XL VIT.

Make sure your test foot is squarely perpendicular to the hard-backed sandpaper during test foot preparation. Even slight rounding of the edges of the test foot will bias the test results.

More extensive test foot preparation is critical because of the varying properties of the Neolite®. Calibrating the test foot by following the simple, clear, step-by-step procedures in the current XL VIT User Guide before each series of slip resistance metering is essential to achieving more reliable and accurate slip resistance metering results.

Be sure your test foot calibration tile is certified. All calibration tiles are not created equal. Not only are there variations tile to tile, we have clearly seen variations within the same tile. If you suspect your TCNA calibration tile does not calibrate properly, you may send your tile to us and we will provide a certified value for your tile for \$50.00. Otherwise, you may purchase a TCNA tile with a certified value from us for \$80.00.

The condition of your sand paper is critical. Stay alert to the cleanliness of the sandpaper. The presence of sanding dust on the test foot may significantly affect results. The sandpaper should always be sharp and clean. We are recommending a new quarter sheet of 180 grit Silicon Carbide sandpaper for each metering episode. As a general rule, the sandpaper is no longer clean enough if there is any visible Neolite® sanding dust after vigorous brushing with the filings brush provided with your XL VIT. The 3 inch square sanding block provided with the English XL VIT slipmeter should be reserved for limited, select field testing. If the field testing is more than one surface at one location, you should have fresh sandpaper available.

EXCEL TRIBOMETERS, LLC now provides with each new XL VIT slipmeter a 6 inches square coated backing board with an initial supply of five (5) 5 inches diameter self-adhesive 180 grit Silicon Carbide sanding discs for convenient use and easy field replacement. If you would like to order from us separately, we offer the backing board plus ten (10) sanding discs for \$35.00, plus shipping and handling. Additional 10- packs of sanding discs are available from EXCEL TRIBOMETERS, LLC for \$25.00 plus shipping and handling. The shipping and handling charges are waived when combined with other shipments.

When the test foot is prepared off the slip meter, a quarter sheet of fresh, clean 180 grit Silicon Carbide sandpaper, held flat on a hard smooth surface such as a countertop or smooth hard floor, is ideal. The hard, smooth backing for the sandpaper is critical to maintaining a flat test foot surface.

Assuring operator consistency is a must. If you have not yet done so, every XL VIT user is strongly encouraged to please go to the EXCEL TRIBOMETERS, LLC website and download the current XL VIT User Guide, which might explain things more thoroughly than what you have learned so far about operation of the XL VIT. The User Guide is an added tool to assure we are all using the XL VIT consistently and exactly the same way. The CXL T Certification Program has also been expanded to assure you are well trained in proper operating technique. Even if you are an experienced user of the XL VIT, we suggest a thorough review of the current XL VIT User Guide.

We are certain that if proper test foot preparation and operating techniques are followed, the English XL VIT will continue to demonstrate its validity as the superior portable tribometer for measuring slip resistance representative of human ambulation. In addition to improving the operator-controlled aspects of the consistency and accuracy of the XL VIT, EXCEL TRIBOMETERS, LLC has refined manufacturing materials and techniques to tighten tolerances and improve quality and reliability. Significant structural elements have been fortified and are now manufactured using computer measurement controlled methods. Instrument calibration procedures and equipment have also been expanded and upgraded.

INSTRUMENT CALIBRATION IS DIFFERENT THAN TEST FOOT CALIBRATION

As a reminder, if your XL VIT is in sound condition, if the slip meter instrument is properly calibrated, if the test foot is properly calibrated, and if you use your slipmeter according to the XL VIT User Guide, then you will be assured of accurate and reliable testing results with the XL VIT.

Use extra care when you calibrate your test foot. First, make sure your XL VIT is current with its annual instrument calibration and refurbishing. Annual instrument calibration and refurbishing is not the same as test foot calibration. Extensive recent testing and research has shown test foot calibration must be performed before each metering episode, not only for the XL VIT, but for any tribometer that uses Neolite ® as the test foot material.

INSTRUMENT CALIBRATION AND REFURBISHING SERVICE

Your XL VIT is a scientific instrument and requires regular instrument calibration and refurbishing, as with any similar credible metering device. From now until October, 2010, for those of you who are not current and your slipmeter is more than 1 year overdue, we are offering an **amnesty** option of \$300 plus parts. Even if your slipmeter needs major repair, the charges will be limited to a

maximum of the standard rate of \$200 plus the surcharge of \$100 per year overdue, which may save money for our customers who have neglected to have their slipmeter refurbished for an extended period of time.

Please keep in mind that if you maintain your tribometer by sending it for service at the proper intervals, **we will repair anything** within 6 months following service, for shipping costs only, unless there is clear evidence of physical abuse or extraordinarily extensive use. Some machines are shared by many and used constantly. Those slipmeters need servicing more often. Please be careful when packing and shipping your instrument. The most common form of abuse we see is abuse from poor packing techniques. See Instrument Calibration page on the EXCEL TRIBOMETERS, LLC website for the simple methods that are safe.

Please contact us if you require **spare test feet**. Also, if you have a shoe bottom material that you would like to have us mount for you, we can accommodate that as well.

We **value your input** and questions, and look forward to hearing from you. All of your comments and concerns are welcome and will be thoroughly addressed. Your communications are treated with respect, and kept in the strictest of confidence. You may contact Peter directly at 757-897-2853, or by email at pwidas@EXCELTRIBOMETERS.com.

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