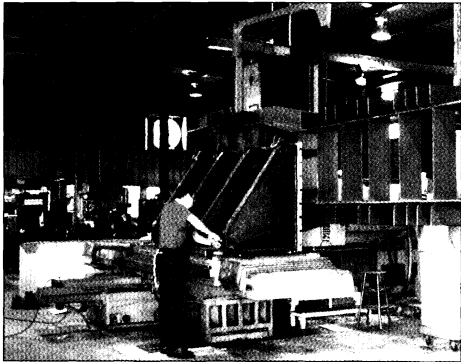


Hagler Expanding to Meet Market Demands



An employee works on a pump base at the CNC mill in Hagler's new job shop.

By Kira Djolic, Hagler Systems
Special for
International Dredging Review

Hagler Systems has added a job shop for machining, fabrication, welding, sandblasting and painting, in support of their operation to supply pumps and pump bases to the dredging and mining industries. The company is the North American representative for GIW Industries dredge pumps, and is run by brothers and owners Bob, David and Ben Hagler.

Besides pumps, the Haglers provide other equipment and technical services to the North American dredge market, specializing in standard dredges, cutters and dredging components, dredge pumps, slurry transport systems, complete booster stations, customized control systems and drive components, as well as customized automation and monitoring systems.

A visit to their North Augusta, South Carolina facility reveals that Hagler Systems provides full service on all of the products they sell, enhanced by the new shop.

"Having our own job shop allows us to effectively complete our engineering vision in regards to base design (the supporting structure under the pump, gearbox and motor) and assembly, as well as to cater to local Augusta industries such as chemical plants (DSM Chemicals, Procter & Gamble, and PCS Nitrogen among others) for their custom-machined parts needs," Ben Hagler says. He explains that between base assemblies and other dredge-related jobs, the fabricators stay busy outside the dredging industry. For example, railcar maker TTX has ongoing projects with Hagler.

Ben Hagler also points out that while they provide pumps, pipes and other dredge and slurry components, Hagler Systems is now able to offer existing pump customers, such as the local sand plant operation of Rinker Materials, fabrication services that include cleanouts and custom-machined parts such as shafts. Hagler Systems is constructing a 15-foot ladder extension for Rinker, a project involving re-working trunion pins, installing a new cutter shaft, replacing the existing suction line, and replacing pipe hangers and hanger assemblies.

The addition of the job shop and the growth of dredge and mining sales also meant a necessary addition of human resources. David Johnson joined Hagler Systems in July 2003 as shop foreman. With 23 years of design and supervisory experience in the textiles market, as well as previous ownership of a successful job shop, Johnson was a natural candidate to oversee the growth of Hagler Systems machining and fabricating services. Besides supervising 20 shop employees and acting as the sales representative for the local job shop market, he works closely with the engineering department during the design and drawing stages of dredge and mining projects, including sub-base assemblies and cleanouts.

"Being right next door to the engineers has been critical in regards to design and time efficiency during the fabrication and assembly process. The shop has been able to communicate and coordinate with the engineering department to troubleshoot and make improvements on the fly," said Johnson.

Automation engineer for the firm is Gary Schneider. His role in Hagler Systems is lead developer and project manager of shipboard control and survey equipment for the dredging industry. Before joining Hagler Systems in March, 2002, Schneider worked with a dredging contractor designing and overseeing construction of two control systems on a newly-built booster barge. His work history also includes experience as the System Analyst Manager for Walt Disney World in Orlando, Florida. At Walt Disney, Gary was responsible for the design and management of multiple large-scale control systems in an industrial filtration environment using pumps, actuators, level, temperature and many other types of sensors. He also redesigned electrical controls, removed the old Bristol Babcock control system, and rewired the new system using Opto 22 equipment for The Living Seas, the world's largest aquarium. This experience has benefited Hagler Systems where his projects include integrating dredge controls with HYPACK's DredgePAK positioning program.

As the Hagler brothers concentrate on



Vince Stutts, Maintenance & Reliability Engineer for E.I. du Pont de Nemours with the underwater dredge pump that does not require stuffing box packing or seal water.

dredge and mining market sales, professional engineer Raymond Boudreaux, brings 37 years of machinery design experience to the team, including 31 years design and project experience in marine winches, windlasses, capstans, and other deck machinery for dredges, tugboats, off-shore supply boats, and vessels for the U.S. Coast Guard, U.S. Navy, and Army Corps of Engineers. One of Boudreaux's projects is a 1250 horsepower hydraulic fluid power system for a test facility. He is also working with McElroy/Catchot, designing a towing winch with 36-metric-ton line pull and 112-metric-ton brake capacity, as well as a bow anchor winch for two Voith 30-meter tractor tugs.

David Hagler mentions an ongoing \$1 million pumping system redesign project for PCS Phosphate, a mining company in Aurora, North Carolina. In addition to providing system analysis and engineering for this project, Hagler Systems is designing and fabricating the turning gear, the 24-inch cleanout, and adapter plates for existing pump bases. As on many other projects, the engineering department collaborates on design with GIW and Hagler Systems fabricators to meet customer specifications.



From left, brothers Ben, David and Bob Hagler. Adding a job shop has enabled them to expand their services from their new location in North Augusta, South Carolina.

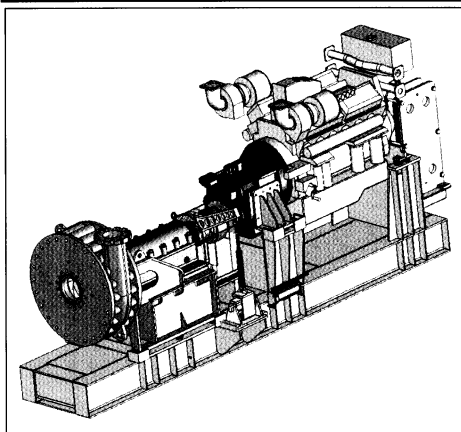
PCS's pipelines consist of from 26,000 to 28,000 feet of 34-inch HDPE pipe, depending on discharge point.

"The OEM (original equipment manufacturer) for two of the pumps used in their Clay-Blend Pumping System had gone out of business, and PCS was having difficulty finding parts," David explains. "The parts they were getting were not meeting their needs. When the pumps could not pump any farther, PCS was faced with the decision to either invest in a booster station or to convert to a more efficient design. Hagler Systems is now working with PCS to replace their existing Clay-Blend pumps with GIW pumps..." he says.

These standard pumps have stocked parts, and their increased efficiency allows for decreased operating costs due to power savings.

Production engineer Jeremy Pierce with PCS Phosphate agrees.

"This project will replace the two existing 24"x27"x 83.5 pumps with 24"x 24" GIW LSA



Drawing of the jet booster assembly for Manson Construction Company's new hopper dredge. Hagler Systems will design and fabricate the bases for three jet pumps and three dredge pumps from GIW.

62 pumps on the blend pumping system. The replacement will increase total system capacity to 28,500 gpm @ 1.2 SG slurry and will provide the capability to pump blend to all future reclamation areas within the NCPC tract. This can be achieved without an additional pumping station or changes to the pipe specifications. PCS will also realize annual power savings of \$190,000 by using GIW pumps, which will reduce power consumption and increase wear life," said Pierce.

Another customer of Hagler Systems, E. I. du Pont de Nemours and Company, Starke Florida, realized savings through the collaborative design efforts of Hagler Systems and GIW. The engineering department customized an underwater pump application that did not require stuffing box packing or seal water. Project managers estimate that the application could result in an annual savings of \$250,000 to

\$350,000.

Seattle-based Manson Construction Company has also turned to Hagler Systems to provide components for their new 12,000-cubic-yard hopper dredge. Bob Hagler is working with GIW to provide three dredge pumps (LHD 38 x 38 x 58.10), and three jet pumps (LSA 8 x 10 x 32.5). The bases (supporting structure under the pump, gearbox and motor) will be designed and fabricated by Hagler Systems. Hagler will also manage installation of a bow discharge system, hopper nozzles and dragheads supplied by VOSTA LMG.

While Hagler Systems has expanded their operations and their customer base, the Hagler brothers, descendants of former major shareholders of GIW Industries, remain true to their roots. As Bob Hagler puts it, "We're not selling pumps, pipe or other products - we're providing solutions."

EVENTS, ETC

March 15 - 18, 2005. CONEXPO/CON-AGG. Construction Exposition and Concrete and Aggregate Producers Convention, Las Vegas, Nevada. Contact the National Stone, Sand and Gravel Association (NSSGA), 2101 Wilson Blvd., Suite 100, Arlington, VA 22201. Phone: 800-342-1415; 703-525-8788; fax: 703-525-7782; email: info@nssga.org, www.nssga.org

March 29-31, 2005. U.S. Hydro 2005, Manchester Grand Hyatt Hotel, San Diego, California. Technical conference, workshops and exhibition sponsored by the Hydrographic Society of America. Contact Andy Armstrong at andy.armstrong@unh.edu; http://www.thsoa.org

April 20 - 22. Inland Rivers, Ports and Terminals Annual conference, New Orleans. For information, phone 504-585-0715; email admin@irpt.net. Watch www.irpt.net for updates.

April 27 - 29. WEDA Midwest Chapter meeting, Embassy Suites Hotel, Kansas City, Missouri. Contact Don Siebert, president, 812-867-7220; email: dsiebert@southwind.com.

April 26 - 28. Dredged Material Assessment and Management Seminar. No registration fee. Westin Copley Place, Boston, Massachusetts. Contact Ms. Billie Skinner, EM-D, ERDC, WES, 3909 Halls Ferry Rd, Vicksburg, MS 39180; phone 601-634-3701; fax: 601-634-3528; email: billie.h.skinner@erdc.army.mil; http://el.erd.c.usace.army.mil/dots/training.html

May 8 - 12, 2005. Solutions to Coastal Disasters, Doubletree Guest Suites, Charleston, South Carolina. Conference sponsored by American Society of Civil Engineers. Contact ASCE at 1801 Alexander Bell drive, Reston, VA 20191; 703-295-6030; fax: 703-295-6144; conf@asce.org; www.asce.org/conferences

June 19 - 23. WEDA XXV, Western Dredging Association annual meeting and technical conference, Astor Crowne Plaza Hotel, New Orleans, Louisiana. Contact: Larry Patella, Executive Director, PO Box 5797, Vancouver, WA 98668; phone: 360-750-0209; fax: 360-750-1445; email weda@comcast.net; www.westerndredging.org


September 13 - 16, 2005. The 3rd European Federation of Explosives Engineers (EFEE) World Conference on Explosives and Blasting, Hilton Brighton Metropole, Brighton, England. Sponsored by the EFEE, Holroyd House, 637 Barnsley Road, Wakefield WF2 6QE, England. Phone: +44 1509 631 530; email: efee@tylerevents.co.uk; website: www.efee-web.org.

October 7. New Developments in Dredging Equipment and Planning, Eastern Dredging Association seminar and exhibition, at Bandra Kurla Complex, Mumbai, India, in conjunction with INMEX 2005. Contact: Capt. David Padman, Secretary General, Eastern Dredging Association, Mail Bag Service 202, Jalan Pelabuhan, 42005 Port Klang, Malaysia. Email: david@pka.gov.my; fax: +60 3-31670211. For exhibits, contact: PDA Trade Fairs, phone: +91 80 2554 7434; fax: +91 80 2554 2258; email: pdaexpo@vsnl.com

November 3-4. CEDA Dredging Days, in conjunction with Europort Maritime Exhibition, at Ahoy Rotterdam. Theme: Dredging: the Extremes. Contact: Dr. Anna Csiti, CEDA Secretariat; phone: +31 15 268 2575; fax: +31 15 268 2576; email: ceda@dredging.org. The website is www.dredging.org.

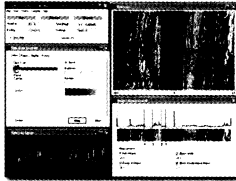
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March 14 -16, 2006. World of Asphalt Show and Conference, Orange County Convention Center, Orlando, Florida. Contact World of Asphalt, 8737 Colesville Rd., Ste L-203, Silver Spring, MD 20910; phone: 301-562-5384; fax: 301-587-3182; email: jeldredge@worldofasphalt.com. The website is www.worldofasphalt.com



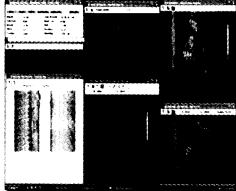
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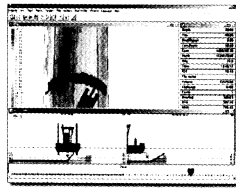
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