

# Newsletter

*November 27, 2012*

## **CYBER MONDAY EXTENDED - TRIBOMETER TUESDAY DISCOUNT**

Everything available for sale on the **EXCEL TRIBOMETERS, LLC** website will be 10% off, but only for orders placed before midnight tonight. That includes the XL VIT (both models), CXL Program registration (see below), and all parts and supplies. If you place an online order through the **EXCEL TRIBOMETERS, LLC** website, the 10% discount will be credited to your method of payment. A detailed invoice reflecting the credit will be emailed and included as a hard copy in your shipment.

## **THE XL VIT IN COURT**

A well-informed professional will have no difficulty substantiating the use of the XL VIT as a valid tribometer. However, **EXCEL TRIBOMETERS, LLC** all too often receives calls from testifying professionals or attorneys who ask (usually after an adverse ruling) why the opposition could challenge use of their XL VIT on the basis of ASTM F2508. Our first question to them is do they have the ASTM F2508 standard and have they read it, or have they read any of the **EXCEL TRIBOMETERS, LLC** [Newsletters](#) in the past 2 years, or have they read and did they follow the current XL VIT User Guide when they performed their testing, or have they reviewed the available information on the Excel Tribometers LLC website.

Any person who holds her/himself out as an expert in walkway safety and tribometry who does not have the foundation and knowledge to defend the criticism that their particular XL VIT is not F2508 calibrated is ill prepared. You must actually purchase, read, and understand the standard. You must purchase, read and understand the articles referenced in the standard. You must know all the information available on the **EXCEL TRIBOMETERS, LLC** website.

An additional available tool to confirm the validity of the XL VIT is the list of cases where the XL VIT has been successfully recognized by the court, which has been compiled by Keith Vidal. If you are interested in either acquiring or contributing to his list, please contact Keith directly at 314-205-0088, or [keithvidal@vidaleng.com](mailto:keithvidal@vidaleng.com). Keith is always looking to add trials to his list where an XL VIT was used as a basis for an expert's testimony.

### **USER GUIDE UPDATE**

The current version of the [User Guide](#) is dated July 4, 2012. Please make sure you are up to date; download, review and follow the current version. The XL VIT will produce extraordinarily accurate and repeatable results in the meaningful range of slip resistance values for real-world walkway surfaces, and will properly assess and rank the real-world risk for human slip and fall injury events, if the instrument is properly maintained and used according to the XL VIT User Guide. Being current makes you proficient, all you have to do is read what is given to you and follow the instructions.

### **THE VALUE OF YOUR VALUE:**

**EXCEL TRIBOMETERS, LLC** receives calls almost every day where someone wants an opinion from us about their particular work project. The English XL VIT is a scientific instrument that meters a value. **EXCEL TRIBOMETERS, LLC** will do whatever is necessary to assure your meter produces consistent, accurate, meaningful results. Ultimately, **you** will have to rely on **your** application of the sciences highlighted in the CXL program outline, together with your professional training, experience and **judgment**, to determine the extent to which any of your results are **meaningful** in the context of your analysis, whether you are evaluating a material or product, a specific injury event, or assessing the overall safety of a walking surface. **EXCEL TRIBOMETERS, LLC** cannot interpret your results for you.

### **NEW CERTIFIED XL TRIBOMETRISTS**

The June 2012 CXL Program again received strong support and rave reviews. The new and returning CXL's who are now entitled to use the CXL designation are listed below and on the website (click here for the CXL Registry). Congratulations to all.

Taylor Buckman  
Mu-Hua Cheng  
Dr. Angela Colcombe  
Paul Colman  
Gregory Gould  
Erin Harley  
Genevieve Heckman, Ph.D.  
Charles W. Herr III  
Adam Hjorth  
Geoffrey McLellan

Talas Engineering  
Dial Engineering  
Applied Cognitive Sciences  
Rimkus Consulting Group  
Zurich Services Corp  
Exponent , Inc  
Exponent , Inc  
TimberTech  
Swainston Consulting Group  
Raftery Engineering Investigations, Ltd

Mark G. Nordstrom, P.E.  
Susan Pacciorini  
Mack A. Quan  
Eric Riegel  
Wade Sticht  
Michael Villalba  
Kurtis G. Whitling  
David Zelman

MDE Inc  
Zurich Services Corp  
Quan Smith & Assoc  
Rimkus Consulting Group  
HAAG Engineering  
S.C. Wright Construction, Inc.  
CED Investigative Technologies  
Institute of Risk and Safety Analyses

### **NEXT CXLT PROGRAM: JACKSONVILLE, FL**

The next **CXLT Certification Program** will be conducted by **EXCEL TRIBOMETERS, LLC** on Wednesday, January 30, 2013, in Jacksonville, FL, at the Crowne Plaza Jacksonville Riverfront where a block of rooms has been reserved at a special rate of \$99.00 for the night before the Program. The Crowne Plaza is locally situated to the riverfront and to the hotel where the ASTM F13 meetings are being held on Monday and Tuesday. Space at the hotel and in the Program is limited, so be sure to send in your Program registration and **reserve early** ([Next CXLT Program](#)). Contact the hotel directly for room reservations at 904-396-8870.

The current program is constantly being improved to maximize the value for your investment, with expanded sciences and extensive hands-on instruction with the instrument. First time CXLT program participants, very experienced XL users who wanted a refresher, as well as CXLT's who chose to retake the course and the test to maintain their current status have all touted the program.

To read comments received, check out: [CXLT Program Testimonials](#)

Excel Tribometers LLC will be offering a **CXLT Certified Walkway Auditor™** certificate to those who successfully complete the program and wish to document they completed an ASTM F2948 *Standard Guide to Walkway Auditor Qualifications* compliant program (assuming the standard is published by then).

### **ALL XL VIT OWNERS SHOULD CONSIDER THE CXLT PROGRAM**

Of course, we encourage anyone who owns an XL VIT who has never taken the program to please do so in order to ensure your compliance with both the understanding of the science and principles of walkway safety and slip resistance metering, as well as proper and accurate use of the XL VIT. Please consider the importance of your participation.

Holding the CXLT certification assures your **recognition and** respect as one who is knowledgeable, competent, and proficient in walkway safety, meaningful

tribometry, and in the use of the XL VIT. Anyone who wants to perform a competent risk assessment of a walkway, or evaluate 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 walkways and slipmeters. The certification also shows the CXLT had extensive hands-on instruction in the proper use of the XL VIT and proved his or her proficiency with the most respected slip meter.

Make sure you review the ***updated and expanded*** [CXLT Certification Program](#) 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 REGISTRY: CXLT'S-PLEASE STAY CURRENT!**

The CXLT certification has become such a **recognized, respected** and significant credential in the world of walkway safety and meaningful tribometry **EXCEL TRIBOMETERS, LLC** is regularly contacted by attorneys and other parties to verify whether people representing themselves in court as CXLT's actually are, and to see if they are current and in good standing.

Please check and make sure you are current. We do our best to send out reminders to alert you when the renewal process should be completed, but if your contact information changed, you are on your own to renew. Please make sure you keep us up to date with your contact information.

Unfortunately and regretfully, a few CXLT's are **revoked** every month for not renewing. Hopefully, they no longer need to be a CXLT; otherwise, they have lost a credential that is increasingly more important.

### **F2508 CALIBRATION**

Do you need to have the F2508 Calibration performed on your XL? The best answer is "it depends." If you are in an environment where you need to represent you have an ASTM F2508 Validated walkway tribometer, then "yes" you need to have a current F2508 Calibration, since F2508 Calibration is part of the F2508 Validation process, as defined in the standard practice. The interval for F2508 Calibration is annual, as defined in the standard practice. Click here for a more extensive discussion ([Newsletter Sept. 30, 2011](#)).

**EXCEL TRIBOMETERS, LLC** offers F2508 Calibration for those who request it at the time of purchase of a new instrument for \$750.00. For F2508 Calibration

at any other time for any XL VIT, the fee is \$950.00. Due to the extensive testing required, please call ahead to schedule your F2508 Calibration.

If you desire to conduct the ASTM F2508 Validation and Calibration of your XL VIT, you must purchase the required chemicals yourself. **EXCEL TRIBOMETERS, LLC** does not sell those materials. Then you must follow the instructions contained within the standard to prepare the specific concentrations of each.

### **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. The fee for XL VIT instrument calibration, if you are on time, is \$250. For those of you who are not current and your slipmeter is overdue, we are offering new standard pricing of \$350 plus parts, which encourages overdue XL VIT users to bring their instrument up to date.

Please keep in mind that if you maintain your tribometer by sending it for the XL VIT instrument calibration 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.

Note our **updated mailing address** that provides a more secure facility for receiving your equipment.

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](mailto:pwidas@EXCELTRIBOMETERS.com).

Thank you for your participation in the continuing efforts for advancements in the field of walkway safety and meaningful tribometry.

Peter Widas, BSMSE, CXL, Vice President, Chief Operating Officer

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