

Newsletter

May 24, 2013

Wannabe XL VIT's:

Someone in Europe is advertising "The EXL Slip Tester (English XL VIT) is a Variable Incidence Tribometer, built in our UK workshops to William English original design." William English assured **EXCEL TRIBOMETERS, LLC** he *never* authorized anyone else to manufacture the instrument, and he long ago *abandoned* any attempts he formerly made to have an authorized distributor in Europe. Please be certain Excel Tribometers, LLC *does not recognize* any entity, anywhere, as an authorized manufacturer or servicer of the English XL VIT instrument, other than **EXCEL TRIBOMETERS, LLC**. **EXCEL TRIBOMETERS, LLC** only recognizes and services instruments made by William English Inc and **EXCEL TRIBOMETERS, LLC**. The only instrument that is validated by the ASTM F2508 Validation testing performed by **EXCEL TRIBOMETERS, LLC**, is the XL VIT manufactured by William English Inc and **EXCEL TRIBOMETERS, LLC**.

"Know Your Stuff --- The Right Stuff !!"

Snake oil salespersons, confidence persons, and other bias promoters of dubious products prey on the weak, fearful, and uneducated. Why does a floor safety snake oil product sell if it does nothing or, worse, harm? Because the demand for the product is so great it may overwhelm reason. In the case of walkway safety, the demand for something is created by the epidemic of harm; according to the National Safety Council, more than 8 million persons in the USA each year are injured badly enough in falls to go to the hospital. The exposure in injury and social costs is estimated by the NSC as in the hundreds of BILLIONS of dollars each year, in the USA alone.

If you doubt the validity of any scientific method or technique you are using, you have not done your homework. You cannot and will not be taken in by skillful manipulators of the truth, if you are confident in what you know *now*, not 10 or even 5 years ago. You must continuously, independently research, study, and learn to stay current. You could start at the **EXCEL TRIBOMETERS, LLC** website, as well as search credible authoritative sources on the internet. Find papers by USC/Powers, Burnfield and Blanchete, Grunquist, and others.

If you function in an environment where you must make decisions or reach opinions about walkway safety and meaningful tribometry, you *must know* and understand the ASTM F2508 standard and the supporting research, and you must know and understand what an ASTM E691 ILS is and what it means. You must know all the science and understand the physics, mechanics, hydraulics, tribology and chemistry of "hydrodynamic lubrication" and "stiction." You must know that if a slip meter tells you a smooth hard walking surface is *less* slippery when wet with water or otherwise lubricated, it is *not* measuring slip resistance as related to the risk for human slip and fall injury.

EXCEL TRIBOMETERS, LLC promotes educated, independent thinkers. We encourage you to know as much as you can, unlike others who hope you are not up to snuff scientifically.

Remember what you are here for: legitimately assess the risk for human slip and fall injury and death. Save a life, or the quality of lives; make the effort, be educated, be competent, do a good job.

NEXT CXLT PROGRAM: Philadelphia, PA

Seats are still available at the next [CXLT Certification Program](#) conducted by **EXCEL TRIBOMETERS, LLC**, on Sunday, June 2, 2013 in Philadelphia, PA.

The Program will be held at the Sheraton Suites Philadelphia Airport. The Sheraton provides a shuttle from the airport. On-site parking is \$7.00 per day. Space at the hotel and in the Program is limited, so be sure to send in your Program registration and **reserve early**. Contact the hotel directly for room reservations:

Sheraton Suites Philadelphia Airport
4101 Island Avenue
Philadelphia, PA 19153
(215) 220-4652

The Program is constantly being improved to maximize the value for your investment. The Program offers expanded sciences and extensive hands-on instruction with the instrument. First time CXLT program participants, experienced XL users wanting 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 the [CXLT Program Testimonials](#).

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 an expert 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 MAKE SURE YOUR CONTACT INFORMATION IS 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 \$850.00. 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.

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. The XL VIT instrument calibration is **not the same** as the F2508 calibration, which is not the same as the F2508 validation testing and reporting. The extensive testing, on the four (4) reference surfaces, with special cleaning procedures and reagents, and the required calibration reporting, are all much more extensive than the XL VIT calibration and refurbishing.

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

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

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

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