



# **SUPERCAP**<sup>®</sup>

The Next Generation Slab<sup>®</sup>

## **The Legend of Old Betsy**

*The story behind the very first SUPERCAP Truck*

On the job site for Martha Stewart's new headquarters offices, New York City contractor Stephen DeGaray and his Pyramid Floors crew wore themselves out cracking bag after bag of material necessary to level the huge old factory's floors.

"How on earth am I going to be able to keep doing this when I'm 50?" DeGaray groaned to himself.

As is so often the case, exhaustion and a sore back became the Mother of Invention. He rented a generator, put it in his box truck, and made an ad hoc SUPERCAP Truck to blend sand and cement onsite. The results indicated this was an idea clearly worth pursuing.

So he did. DeGaray worked out a formal design and found a builder in Sweden. In 2001, the first 25' x 8' x 8' "box" was mounted on a Mack truck. Old Betsy was born.

Old Betsy, the prototype, was designed to be a double-silo pump truck – a "plant on wheels". Rather than splitting bags and dealing with heavy dust (while suffering uncomfortably in near-hazmat-level suits), production would be totally contained within the truck.

Sensing the enormous benefits possible by blending sand and SUPERCAP floor leveler/grout onsite, DeGaray started selling jobs before the truck even arrived. Old Betsy's first project was a local school in May 2003, and the successful outcome confirmed the whole idea.

Now able to purchase sand locally, DeGaray eliminated the considerable expense of transporting heavy material incurred when large amounts of sand and cement get blended at a distant plant. He found having a SUPERCAP Truck allowed him another competitive advantage – the ability to blend to the exact requirements of each specific job.



Ultimately, Old Betsy has pumped over 330,000,000 pounds of material... at Gotham landmarks like the Empire State Building, flagship stores Macy's and Bloomingdale's, even Calvin Klein's offices and personal mansion. Not fully retired, she no longer works day and night but still goes out a few times a week.

Now she's making way for some new gals in town. A second generation of SUPERCAP Trucks has hit the road, sporting wireless antennas to enable support staff to remotely dial into the trucks, tweak the system per the job and provide real-time technical support.

Still continuing as a flooring contractor, DeGaray formed the company PTI in partnership with LATICRETE to be the exclusive producer of SUPERCAP Trucks for sale to other contractors. Currently, SUPERCAP trucks are stationed in Toronto, Montreal, New York City, Boston, Washington D.C. and Dallas, with further western expansion to come.

Old Betsy made an enormous impact and will leave quite a legacy. She changed the American market by creating a new safer, more cost-effective and significantly faster method for large jobs.

"Old Betsy could do a job in a week that other companies would take a month to do with a lot more people while making a much bigger mess," said a smiling DeGaray.

"Of course I'm still in love with her."

**THE LEGEND OF OLD BETSY**