

NEWS THIS MONTH

YOUR SOURCE FOR FOR ALL THINGS ROCK-BREAKING



It seems we get a lot of phone calls and emails from potential customers that have already spoken to our competitors. One of the biggest questions that we get revolves around what deflagrating of “gas” generating cartridges really are. In Canada, storage regulations are looked after by the Ministry of Natural Resources, Explosive Regulatory Division. There is a consistent regulation from Newfoundland right across to British Columbia making the storage of Nxburst simple and easily understood. In the United States the ATF also provides the same simple and consistent storage regulations that are easy to understand. The usage of Nxburst and other deflagrating cartridges does not enjoy this simplicity of regulation. Generally in most US states, a blasting license is required to “blast” rock using explosives. There is an on-going discussion in regards to Nxburst’s classification as an explosive. It does not detonate, has a fundamental difference in how it breaks rock, and generally can be used where conventional class 1 explosives cannot. The

somewhat “mild” effects of Nxburst however can foster complacency and it is easy for a user to forget that they are still a regulated explosive. In Canada the regulations surrounding blasting are varied and can be drastically different from province to province. It can therefore be very easy for a supplier to shy away from the regulations and to intentionally or not, mislead a potential customer to make a sale. If you were to look at marketing ads, social media posts and printed literature, “NON-EXPLOSIVE” is a common theme. As a layman I would understand this to mean I do not need to pay any attention to explosive regulations. There is also a good chance that provided there are no accidents, an unlicensed or mislead user wont have any problems using a deflagrating cartridge. It is disappointing when these potential customers feel the need to search out information when they don’t get a comfortable feeling from a competitor, calling us to validate what they have been told. These calls often don’t yield the curious potential user with the answers they want. We go out of our way at Coogar Sales & Services to ensure our users are compliant with local regulations, making sure we have a good relationship with the regulators themselves and that our training is

accurate and compliant with applicable laws. With more than 50 years of combined drilling and blasting experience in both class 1.1 and class 1.4 low explosives, we are the industry's trusted source for accurate and industry leading resources. We have a great relationship with all of North America's explosive suppliers for a good reason. Please reach out through our social media, email or by phone. We are always happy to help.



LOOKING FOR TRAINING?



Are you interested in getting certified to use Nxburst? We have monthly training courses available pending on minimum enrolment. You can call the office or email us for more information. We will alert you to training sessions as they become available in your area.

training@coogarsales.com

After sales support is everything, the last thing you want is to pick up a case of cartridges and the door hits you on the way out.

PRICE INCREASE - JULY 1st

We have worked very hard over the last 2 years to ensure we remain a reliable source to dimensional stone quarries, civil construction contractors and users all over North America of our Nxburst products and accessories. Effective July 1st there will be a new price list for most of our Nxburst cartridges and accessories. We have done our best to minimize the impact of higher prices and will always work to provide the best value in both product pricing and after-sales support to our customers. As always if you have a large project coming up, we would love to help with designs, quantity measurements and of course, volume pricing. Please give us a call @ 705.444.8892