



Competitive Activity in the Whites Point Target Market

- ❑ The objective of this analysis was to examine the level of operational activity in all US aggregates quarries serving in the 4-County NYC market area for the years 2006 through 2016.
- ❑ To achieve this, SCMA examined public records of employee work hours available from MSHA (see next page for background). Because the quarrying of aggregates is a repetitive process in all of its discreet steps, the level of labor input is a direct and reliable indicator of quarry production. In fact, Tons per Man Hour (“TPMH”) is one of the most closely followed productivity metrics industry-wide. Normally this ratio is quite consistent at established quarries without new capital additions.
- ❑ Furthermore, as producing aggregates for inventory is rare in the industry, and only done for the short term [i.e. < 1 year], recorded annual production volumes are generally equivalent to sales volumes.

- ❑ The **Mine Safety and Health Administration (“MSHA”)** is an agency of the United States Department of Labor which administers the provisions of the Federal Mine Safety and Health Act of 1977 (Mine Act) to enforce compliance with mandatory safety and health standards as a means to eliminate fatal accidents, to reduce the frequency and severity of nonfatal accidents, to minimize health hazards, and to promote improved safety and health conditions in the nation's mines. MSHA carries out the mandates of the Mine Act at all mining and mineral processing operations in the United States, regardless of size, number of employees, commodity mined, or method of extraction.
- ❑ All mines in the United States must report to MSHA, on a quarterly basis, the number of hours worked at the mine. Access to this data is freely available through the MSHA website, using the portal for “Data and Reports” and selecting the sub menu, “Quick Links – Mine Data Retrieval System”. Using the extended search option on this webpage, provides access to records for individual mines and the hours worked, which for aggregate quarries, can be used as a reliable proxy for production levels.