

AGGRE news

One Company.

One Focus.

Great Results.

GreyStone

November 2004

GreyStone's Aggre-Spec V6™ a hit At NSSGA Automation Conference

Led by John Bennington, vice president and general manager, and Frank Squires, vice president of international sales and dealer relations, GreyStone was a leading exhibitor at the National Stone, Sand and Gravel Association Automation Conference & Expo, Oct. 9-12 in Chicago.

The GreyStone team was on hand to demonstrate the new Aggre-Spec V6™ re-blending system to the attendees at the company's 10' x 10' booth. Included in that demonstration was a 42-inch plasma screen TV to give everyone a good, clear look at how the Aggre-Spec V6 software works for plant operators. The show was well-attended and the Aggre-Spec V6 garnered plenty of close attention, along with other GreyStone equipment.

"The show went very well for us. We had a lot of inquires from customers about GreyStone products that provided good leads," Squires said.



One comment from a current customer – an aggregate producer in California – was particularly gratifying, Squires said. "They installed a twin Aggre-Spec III computer system on a competitor's tank and said the results were great. They had been having a difficult time keeping the sand in spec, and they had to check

the sand all the time. Now, with the Aggre-Spec III, they check the sand just once a day and they find it's in spec all the time."

The NSSGA Automation Conference & Expo is the largest event dedicated solely to automation in the aggregates industry. It is traditionally attended by plant operators, foremen, engineers, systems analysts and supervisors, just the people who are interested in aggregates production and automation technology – making it the ideal place to roll out the new Aggre-Spec V6 and explain how it can increase production, profits and make life easier for operators of GreyStone equipment.



In The Spotlight

WRT Equipment Ltd.

We congratulate WRT Equipment Ltd. of Saskatoon, Saskatchewan, on winning the GreyStone 2003 International Dealer Award. As a GreyStone Canadian distributor, WRT Equipment Ltd. carries the full line of GreyStone equipment in Alberta, Saskatchewan, Manitoba and northwest Ontario.

"WRT has been a GreyStone dealer for nearly six years and they are one of our strongest, representatives because of their commitment to customer service and support to the companies they work with," said Vice President and General Manager John Bennington.

WRT Equipment Ltd. also serves as an OEM in crushing and screening, asphalt plants, compaction equipment and conveying systems. In business since 1974, the company employs approximately 30 people in its 22,000-square-foot plant.

It's this understanding of the needs of the aggregates industry that also helps make WRT Equipment Ltd. a successful rep for GreyStone's products. "We can, for the most part, custom build whatever a customer needs," said Sales Representative Doug Price. "If we don't do that in the plant, they make changes in the field and that can affect how the equipment works."

Added Price: "When we rep firms, we look at the quality of their products and seek out products that have no shortcomings. GreyStone builds a quality product and that's half the battle. I find GreyStone very good to work with. Any time I ask for information, I get everything I need, and that's the other half of the battle."

CONEXPO-CON/AGG 2005

Deadline Extended!

You have till the end of November to place equipment orders that can be shipped in time to be displayed at CONEXPO-CON/AGG 2005, March 15-19, in Las Vegas.

GreyStone's booth will be in an excellent location in the Central Hall, with strong visibility. And the equipment you order will be prominently displayed with your company's name and the name of your customer. That means great exposure for your company. BEST OF ALL, GreyStone will pay the freight. Don't delay!

Order today!



Booth #
C-6629

Sales Tip

New Valves Fit All GreyStone Tanks

Our classifying tanks now come with new urethane valves – the largest standard valves in the industry – that significantly increase open area. With these valves, producers can get up to 25 percent more production from their GreyStone classifying tanks. And there's more good news for you: These valves can be retrofitted to fit other GreyStone classifying tanks.

If you're working with a producer who would like to get more production from his classifying tank, recommend he add these new urethane valves to the first three to four stations.

For more information about these new urethane valves, call Darwin Anderson at 1.800.346.WASH or 402.564.9505.



Help for our Dealers

Logos and photographs always available

If you need logos or photographs of GreyStone equipment for your company's Web site or for support materials, all you need to do is give us a call. We'll make sure you get what you need to help promote your dealership and your GreyStone equipment sales – at no cost to you.

New Aggre-Spec V6™

Sales Sheets Available

A four-color sales sheet for the Aggre-Spec V6 control system is available from GreyStone by calling Margie at 1.800.346.WASH or 402-564.9505. This is a quick, convenient way to explain the greater efficiency and ease of operations of our powerful new re-blending system.



- More computing power and user-friendly visuals. What used to take four to five pages to view, now can be analyzed on just ONE screen.
- Producers can access the system from their laptops for seamless control of production.
- Increases production by up to 15 percent and Re-blends up to 2-spec products simultaneously.
- Holds tight product specs and reduces the possibility of potential mix or mechanical problems.
- Automatically monitors feed material to warn the operator of potential mix or mechanical problems.
- Offers simple product spec changes and multi-tasking capabilities with Windows®-based programs.

Now Available On-Line —

GreyStone product brochures can be downloaded and printed for your own use.

Visit www.greystoneinc.com

Next Issue is December

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