



NEWS TO USE

To All:

This is the first installment of our Hayes and Stolz *News to Use*. Our plan is to publish a regular edition to help keep our representatives and friends in the industry up to date on the happenings in and around Hayes and Stolz. These items will include new and interesting applications we are working on, orders, and news within the company.

Sales Training – Training went great!! A special thanks to everyone who came down and spent a few days learning about Hayes and Stolz and the equipment. What we appreciated more than anything was the constructive comments made regarding improvements we could make to better serve you and our customers. We had a management meeting immediately following the school to discuss these suggestions and have already implemented several changes. This e-mail is a direct result of comments by our representatives at September's sales training.



Testing – To those of you who don't know and a reminder to the rest, we have a test lab with almost every piece of mixing equipment we build here ready to test your customer's product. More information is available on our website at:

<http://www.hayes-stolz.com/Indpages/IndTestFacility.html> .



installation.

Systems – We made the announcement at our sales school that we will be pursuing more systems work. We are not looking for big turn-key operations for an entire plant, but smaller systems that center around our equipment. We have done similar systems in the past, but have never really told anyone about them or actively pursued them until now. One such system we recently completed was for Precision Packaging in Little Rock, AR involving 2 weigh hoppers, 2 mixers, 2 surge bins, a 3 level deck and numerous pieces of support equipment. H&S designed and built the equipment and mezzanines and the customer hired contractors to complete the

Projects of Interest –

1. Speaking of projects, one of our reps has approached us with a small system turning Macadamian Nuts into activated carbon. We are still in the conceptual stage of the bid at this point. Ultimately, this will involve several screw conveyors, several bucket elevators and a rotary scalper. The rep is providing quotes for a large bin, crusher and a reactor. H&S will do the layout work to help tie all of the pieces together.

2. We just completed a very nice food grade mixer for mixing flour ingredients. This unit is part of a large dough making system and will be implemented in the customer's test lab at their facility. This unit is a 10cf ribbon mixer with a SEW drive, SV quick clean discharge gate, special removable gasket design cover, and micro ingredient hand add station. This mixer has a 150 grit interior polish and a 120 grit exterior polish.



Product Spotlight – High speed Chopper.

Choppers are used to break down agglomerations in mixes. Common uses are colored pigment in mortar mixes and oil addition to flour. Agglomerations are common in batch mixes with liquid addition to a fine powder. The powder tends to coat the liquid droplets and the chopper is used to break down the agglomerations, sometimes called balls or pearls. The high speed choppers can also be retrofitted into a customer's existing mixer. H&S will even supply the mating flange, so all the customer has to do is weld the flange on, cut the hole, mount and wire the chopper, and trim the inner ribbons so they don't hit the chopper blades.



Thank you for your time and if you have any questions or comments about anything contained in this publication please feel free to contact us.

Sincerely,

Hayes & Stolz
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