



STONECO OF MICHIGAN NEWSLETTER

October 2008

Ottawa Lake, Maybee, Newport,
Denniston, Ida, Zeeb Road, Ann Arbor

www.stoneco.net

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Safety First

Winter Safety

The Mine Safety and Health Administration (MSHA) kicked off their annual winter alert campaign for all mining operations in the United States. "We need to get the attention of working miners around the nation and remind them of the hazards associated with winter weather," said Richard Sticker, acting assistant secretary of labor for mine safety and health. Since 2004, 19 miners have lost their lives because of slip and fall incidents on mine sites. The hazards of winter at any Stoneco locations are limited visibility, ice covered haul roads, ice covered walkways, and the freezing and thawing effect on high-walls. Please remind all trucks of these hazards, especially when exiting their trucks and climbing any portion of them. We look forward to everyone having a safe and happy winter season.

New & Exciting

We expect to have the Chloride Sand available after the first snow of the year and throughout the winter at our Zeeb Road Location. However if the winter is as harsh as expected and the salt supplies are short we can only guarantee quantities for orders with a signed purchase order. Please contact a Stoneco sales representative to verify quantities and to arrange an order. The material will be priced at \$30.00 per ton for this year.

Swipe Cards

The use of swipe cards as a check in method for trucks at our operations has been standard at several of our operations for some time now. These swipe cards make the check in and out of an operation flow better, which allow for better load out times, improved customer service, and more accurate billing. The same card can be used at Ottawa Lake, Maybee, Denniston, and at Zeeb Road. The cards are expensive and we ask that you do everything possible to keep track of them. When a new card is issued, drivers need to make sure the scales at each operation they come to for the first time since receiving the new card are aware that they have a new card. This kind of communication will keep the trucks moving and the cards working.

A Better Place

Welcome to Stoneco, a place where quality and high standards of business still matter. As you enter each of our operations, you will notice our standard load-out times posted. Why do we do this? Because we realize that the longer your trucks are waiting, the longer the end user is waiting for the material they ordered, and the longer the truck isn't moving. Those costs both to the truck and end user are important to us, especially during the current economic climate. We want to be the best option for you to do business. By tracking our load out times and keeping them to a minimum we are a better place for you to do business.

Welcome Lee

Lee Miller recently joined our sales team. Please join us in welcoming him. Lee is coming over from the operational side to explore new opportunities for us and assist with making sure that all of our customers' needs are being met. Lee has over 5 years of industry experience and is a welcome addition to our sales team.

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