

STANSTEEL® UPGRADES AND NEW TECHNOLOGIES

HELPS CANADIAN CONTRACTOR THRIVE

It has undoubtedly been a long and prosperous family affair for asphalt producer Murray Group, that started with an old gravel crusher in the 1920s and is today a facility employing 100 people and extending over miles in Ontario, Canada.

A Brief Company History

Steve Murray, 51, current president of The Murray Group, remembers his grandfather, John, who lived to be 104. In 1925, Steve's grandfather fixed and operated an old gravel crusher that would make the few county and township roads that existed at the time in that area. Gradually, a few more trucks were added to his fleet.

Steve's father, Jim, who is now 76, came into the family business when he turned 16, eventually steering the company into the production of ready mix in the 1960s. Moving with the times, the family offered full asphalt services in the late 1970s.

And Steve has a great outlook on the future of Murray Group – his sons, Shayne, 26, and Brandon, 30, share his passion for the industry and are next in line to take the helm. The family tradition doesn't stop here. There are more generations to come – Brandon has three young boys who will grow up watching the family trade.

Operation Scope

The Murray Group's largest business volume is concentrated on asphalt. The company has two asphalt plants and a series of paving operations. Their scope of work is broad – from street patching, residential driveways and parking lots to county and major interstate work. Aside from their main asphalt production, the Murray Group continues to be involved in gravel

crushing and supplies aggregate materials to various contractors. Over the last 25 years, their operation has grown in a very systematic and well executed manner as they acquired additional facilities and operations to more vertically integrate their company.

The Longstanding Stansteel® Relationship

Approximately 20 years ago, Stansteel®, a global new and used asphalt plant supplier based in Louisville, Ky., worked to upgrade The Murray Group to an improved used plant. “We, of course being the number one supplier of used asphalt equipment in North America, found several options,” Stansteel® CEO Lennie Loesch explains. “After reviewing a number of these options, we settled on a couple of units that were in particularly good shape and had many superior features to what is found on the run of the mill used batch plants. “

Stansteel® personnel helped Murray get the used plant taken down and consequently, Murray set up items like an improved air pollution control baghouse and a plant and dryer that had been well maintained and operated. “The Murray Group purchased this plant from us and it was operated in a good and dependable manner for many years,” Loesch said. “It provided the foundation for Murray’s growth in the hotmix asphalt portion of their business.”

About two years after the set up of this plant, a serious fire burned the liquid A.C. handling system including pumps, hot oil heater and A.C. tanks. Loesch says Stansteel® came to the rescue immediately and supplied all new tanks and equipment in a record time to help Murray get installed and get business going again rapidly.

Murray’s Newest Stansteel® Project

Approximately five years ago, Murray Group decided they wanted to upgrade their operations some more. Given their positive experiences with Stansteel® in the past, they turned to this supplier for help.

However, it was not until after some shopping around, says Steve Murray. Over a period of four years, The Murray Group looked for the best place to purchase their new plant, evaluating suppliers. They looked at some used batch plants, and Astec new plants. So why Stansteel®?

Steve Murray explains, “They have a good product, excellent product support. Their manufacturing is quality. Their plants are rugged and well built. We did not see that with other plants.”

Steve Murray also visited the Stansteel® offices several times during the ordering and manufacturing process. The company saw great value in visiting in person, making sure everything was done right, and changing things as the construction went along. “I worked extensively with Robin Henry and Tom McCune at Stansteel®. They’re all 100 percent. It doesn’t matter if it is maintenance guys or guys on electrical jobs, or engineering, sales; everybody did everything they can do to help.”

The decision to upgrade was based on what Steve Murray calls a necessity to stay competitive. As their business grew, the Murray Group found that they needed more production than the batch plant could provide as well as more silo storage and the ability to handle recycled materials.

The Murray Group’s Equipment Conversion Project includes upgrading from a batch plant that they used for a number of years. The beauty is that The Murray Group had several excellent components that they could reuse from an existing plant. This included the material handling cold feed bins and belt conveyors and several transfer components. The liquid asphalt tanks and Stansteel’s hot oil heater had been added to the batch plant approximately 15 years ago and were still in excellent condition. The custom engineering and fit of the equipment was also done so as to not disrupt the existing plant operation as The Murray Group started to construct their new hotmix facility. The new, used and reconditioned components included:

- A heavy duty 450 TPH counterflow dryer feeding into a new rotary recycle mixing unit. This was equipped with the latest technology Engineered Efficiency Flighting for the ultimate in low fuel consumption.
- A new Hauck Eco-Star II burner with silencer and special engineered hydrocarbon combustion and incineration design.

- A used heavy duty 450 TPH slat conveyor that was found by Stansteel's Used Equipment Department with certain upgrades provided by Stansteel and installed at The Murray Group site.
- Two (2) new 240 ton Stansteel Maximum Thermal Retention Silos
- A used 75,000 ACFM air pollution control package including Primary Collector and Baghouse that was factory reconditioned at Stansteel's facilities in Louisville, KY.
- In the custom engineering and fit up, a number of items had to be accomplished including providing the 575 volt motors that are used in this region of Canada, as well as reconditioning or rewinding of existing used equipment that had a more standard U.S. 460 volt.
- Certain other extremely valuable accessories were added such as the automatic calibration liquid A.C. handling system that permits The Murray Group to very quickly check and calibrate their Stansteel asphalt metering system to assure the ultimate quality for provincial and private work.
- Material handling diverting calibration chutes were custom engineered and provided throughout the system.
- One unique dust return surge pod for controlling -200 dust and assure that all end result specifications are met.

The Canadian asphalt producer kept some of its old equipment on site. The cold feed bins remained active while adding new ones to the lineup. They kept their asphalt tanks in place as they set up the new Stansteel® product. The set up started with the pouring of concrete in June of 2008 and ended with the first run of asphalt in September of the same year.

Steve Murray praised the Stansteel® staff for the quick response to troubleshooting set up problems. "You didn't have to wait two or three days to get an answer. You got one in 5 to 10 minutes. The help at Stansteel®, to me, is second to none."

The new Murray plant has capacities of approximately 440 Tons/Hour, allowing the company to run bigger jobs compared to their old batch plant, which ran on a best-case scenario at 200 Tons/Hour. The production on the batch plant also dropped during rainy weather. "With our

new plant, it doesn't matter, wet or dry, we can produce 400 (metric) Tons/Hour if we want," Steve Murray said. "It's a way different concept than a batch plant. It is night and day."

Adding two 240-ton storage silos was another great improvement because of the flexibility to run different mixes, and less cost. Steve Murray also spoke highly of choosing to install Stansteel®'s counterflow dryer and Rotary Recycle Mixer™. Some of the benefits he has been noticing are the mixing time, maintenance costs, excellent mix quality and quiet operation. Steve said that he researched other units, including an Astec model which proved to be problematic on maintenance and high wear items.

The consistent and superior quality of the mix Murray now produces – showing all aggregate well coated with liquid asphalt – has gotten the company positive comments from the company's customers and sub-contractors everywhere. "People wonder what kind of plant we have," says Steve Murray, adding that those who use their mix compare it with many other area plants and notice the visible difference.

When asked if the family run business will continue to work with those at Stansteel® in the future, Steve says there is no doubt about it. You could say, Stansteel® is a part of the big Murray family.

Please contact Stansteel® Asphalt Plant Products, Louisville, KY, 1-800-826-0223 for questions or evaluations of existing plant processes, or visit the company's web site at www.stansteel.com

