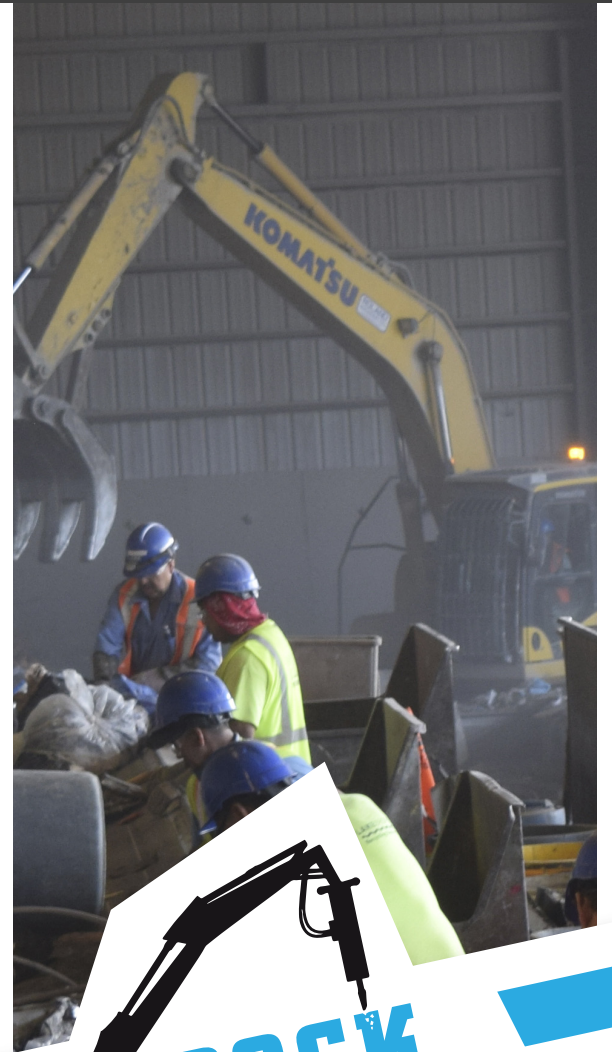


AUGUST 2018

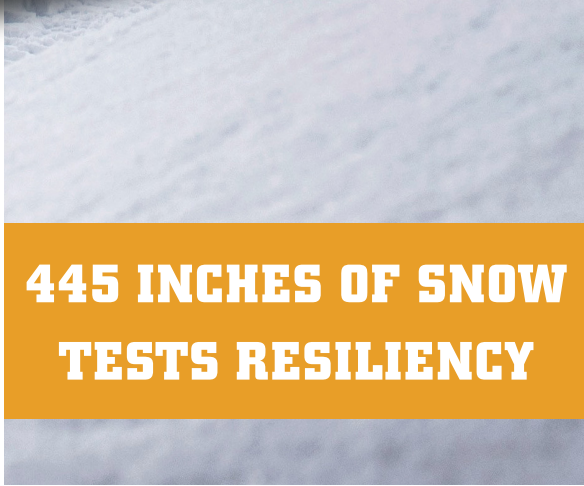
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Bulk handling equipment manufacturer expands operations in UK and Scandinavia

A world leader in bulk material handling solutions has expanded its UK and Scandinavian operations, allowing it to offer wider service, faster equipment delivery and extensive employee training to customers. Martin Engineering's new facility located near Mansfield, Nottinghamshire (UK) includes a new office, training center, production area and warehouse. With its expanded team of knowledgeable industry professionals, the company will partner with UK and Scandinavian customers to offer solutions to common material handling problems, while at the same time improving the work environment with safer equipment and detailed training seminars. The result is a highly responsive unit committed to improving efficiency and compliance, while minimizing customer operating costs.

"The UK and Scandinavia are centers of excellence when it comes to bulk material handling and processing," said Robert Whetstone, Martin

Engineering's European vice president. "It's exactly the kind of market that benefits from the innovations in products and services for which Martin Engineering is known."

Since 1944, Martin Engineering has designed, engineered and manufactured heavy-duty conveyor components and material flow aids with a focus on safety, efficiency and ease of service. The company has had offices and manufacturing in the region for more than 30 years, and has established a reputation for premium quality equipment and expert service throughout Northern Europe in a wide range of industries, including heavy building products, mining, cement, steel production, fertilizer, power generation, recycling, food, railheads, ports and bulk storage industries.

Working from a purpose-built production facility, products including air cannons and belt cleaners will be manufactured at the new location. Also housed there will be factory direct



L - R: Richard Housechild (customer service), Wayne Crossland (service tech), Aaron Bartram (GM) and Dave Harasym (field sales mgr.)

Photos courtesy of Martin Engineering



A technician mills a belt cleaner blade prior to installation.



Belt cleaners are among the products that will be manufactured at the new location.

equipment and spares for Martin Engineering bulk handling solutions to be quickly dispatched to any area in the region to keep customer plants running efficiently and safely, while reducing expensive downtime.

Martin Engineering's ability to deliver operational and safety training that is specific to the region's strict occupational and workplace regulations is an important asset to bulk handlers in the region. Using its Foundations™ reference book, now in its 4th edition, the firm's experts train customer employees on the function, maintenance and safe operation of conveyor systems. In addition, the company's Foundations for Conveyor Safety presents more detailed concepts specifically focused on safety regulations and procedures. The entire program is designed to maximize operators' understanding of current equipment and technologies, help improve system performance, reduce downtime and minimize hazards.

Appointed as general manager to head up the team, Aaron Bartram is a UK native who has been part of Martin Engineering's recent launch of the Mr. Blade® program, a unique service which

ensures clean conveyor belts at all times. Bartram's 30 years of experience running major production operations in the heavy building products sector will be invaluable to the success of the new endeavor.

Also bringing their experience to the team are customer service representative Richard Housechild and service engineer Wayne Crossland. Housechild will

be accommodating the growing sales demand of the UK market and Crossland will be on sites installing and servicing customer equipment.

"The expanded Martin team is already working with a number of customers in the region," said Whetstone. "Now that we've bolstered our staff and opened the new facility, we're geared up to achieve our ambitious growth plans."

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