



NEVADA CEMENT COMPANY

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From: Joe Sells

Subject: Wear-Con

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I have had the pleasure of doing business with Wear-Con for over six years. I was first introduced to them when I was a maintenance manager for a 1 million+ ton cement producer located in the Midwestern U.S. At the time, I was exploring solutions to severe wear problems in a raw mill separator. The air separator served as a dryer/classifier and was fed two-inch minus material. Wear induced mechanical problems were so severe that the separator often became the bottleneck in our process. Though I was sourcing wear plate (chrome carbide and tungsten carbide) at the time, I was immediately taken by Wear-Con's enthusiasm and personal commitment to solving my specific maintenance and operational problems. I found they weren't satisfied with merely supplying wear plate and components. They wanted to understand the complete process and specific wear issues. This required plant visits and first-hand machinery and operational assessments. Only after this was completed did they offer a practical, complete-package engineering solution. By intimately understanding our specific issues and by working one-on-one with plant personnel, the solutions they provided far exceeded our expectations.

My relationship and experiences with Wear-Con have strengthened since that time, and they continue to be a solid source of solutions for me. From raw material handling to finished product processing, Wear-Con has developed innovative, cost-saving solutions. Wear-Con has been a significant asset to my maintenance programs in countless applications such as crusher hammers, chute liners, pneumatic conveying lines, fans and fan housings, screw conveyors, vertical mill liners and rolls, and corrosion protection. I have found that they will not only provide solutions, but they will "get in there" and execute them as well. Their maintenance and installation crews are proficient and professional, and they have been willing to help with any aspect of a maintenance shutdown (even if it has nothing to do with wear related issues).

What continues to distinguish Wear-Con is their genuine, personal commitment to practical, cost-effective problem solving. Their willingness and ability to integrate themselves into a plant maintenance program and their desire to contribute to the plant's success has ensured a place for them here at Nevada Cement.

Thank You,

Joseph P. Sells  
Plant Manager  
Nevada Cement Company