

# News Release

FOR IMMEDIATE RELEASE:

## A High Impact Solution

### Impact and Abrasion-Resistant Unified® Canoe Liners Help Boost Throughput at Fisher Industries.

Fisher Industries is known throughout the aggregate, mining and processing industry as a company that gets tough jobs done. Ranked as one of the top 25 sand and gravel producing companies in the US, Fisher earned its reputation over 60 years of growth. Starting as a small aggregate operation in North Dakota, Fisher Industries today is composed of eight companies operating in nine western states, with a team of 1,100 people.

Getting the tough jobs done, and done right, requires monitoring every production detail. So, when Fisher managers noticed that the aggregate business was replacing conveyor skirt-boards and flashing, too often, they jumped on the problem. More frequent replacements meant more plant downtime — and the downtime was costing Fisher money.

### Wearing Out Wear Parts

Fisher had been using “skirt-board rubber” (also called “flashing rubber”) for liners and wear parts along the sides of conveyor belts, underneath screens and crushers and in other hard-to-reach places in their screening and crushing plants. The skirt-board rubber was 1/2-inch thick with no backing. Under production conditions, abrasive aggregates would wear a hole in a skirt-board liner, which would then break and require a plant shutdown for replacement. These blowouts happened frequently and took a toll on production output.

Curt Kittelson, A Fisher General Manager, says that the company purchased skirt-board rubber in rolls 5 to 8 inches wide and 50 feet long. Installation involved cutting the rubber to size and punching holes in it for bolt-in positioning or clamp-in with clamping bars.

“The increased time for replacement became unacceptable”, Curt says, “with shutdowns, dismantling of the broken skirt-board rubber and even safety concerns. Sometimes, broken skirt-board rubber had to be replaced, inside a machine, in locations not easy for a person to get to. It was always a difficult repair or change-out. Many times after plant restart”, he says, “the skirt-board rubber would leak material, resulting in more maintenance labor, more often”.



*Curt Kittelson,  
General Manager  
at Fisher Industries*

## Unified's Tougher Solution

After site inspections and discussions with Curt's team, Unified® Service Rep. Dean Klocow recommended that Fisher replace all of the worn skirt-board rubber with Unified Canoe Liners. They're easily adjustable, modular units, made of 65 durometer rubber that's molded to a steel backing plate.



Dean Klocow,  
Unified Service Rep.

"We engineer the Unified **Canoe Liners** and **Impact Pads** for use under crushers, chutes, hoppers, bins or at the feed end and sides of conveyors to absorb the high impact of heavy loads", Dean

explains. "Impact Pads are basically designed and manufactured, just like Canoe Liners, with the same steel backed rubber. We provided Fisher with Impact Pads in *custom* sizes from 12" by 12" up to 24" X 24" and *custom* Canoe Liners for Fisher to stock, measuring 1-Inch thick by 6 and 7 inches high in 6 to 8 foot lengths. Unified

can provide *custom* sizes for Impact Pads or Canoe Liners dependent upon any plant requirement to fit any conveyor, chute, bin or hopper. Our Standard Stock for Canoe Liners is lengths of 1" thick X 7" high X 48", 60", or 72" long".

"We found the Canoe Liners and Impact Pads to be very cost effective in high impact and abrasion applications", Curt Kittelson says. "We discovered that they even outlast plain mild steel and AR steel plate. The liners wear life is substantially better than skirt-board (flashing) rubber and they mostly sealed the material from leaking".

Curt says that installing the Canoe Liner product is easier than wrestling with the skirt-board rubber. "It's still a two-man job, but once setup is done—putting in a metal strip that the liners bolt to— goes very quickly. Adjusting the Canoe Liners takes just a simple tap-down, rather than a re-bolting process. The ease of installation and adjustment, plus the longer wear life, provide an added safety benefit".



Belt Feeder with Canoe Liners on either side shown after 6 months of wear.





## Field Proven

One important element of Fisher Industries' success is their carefully engineered approach to everything. Switching over to Unified Canoe Liners was no exception. Fisher conducted various field tests of the Canoe Liners over an extended time, running all kinds of material from limestone to granite, sand, gravel, quartzite, and more. Most tests were very successful.



*Delmar Meier,  
Shop Supervisor -  
Production Fisher  
Industries*

"In our operations, high impact areas vary all the time," says Delmar Meier, Fisher's Shop Supervisor for production. "We may run sand and then granite on the same portable plant, one after the other. The Unified Canoe Liners do very well in the applications they were designed for: high impact and high abrasion. Running sand, they do about the same as the skirt-board rubber. But an advantage of the Canoe Liners is the slots that make it much easier to adjust the height of the liner just above the conveyor. That gives us some control over any material leakage".

"Overall," Delmar adds, "the Unified Canoe Liners consistently outperform any flashing or skirt-board rubber".

While Fisher conducted its field tests, Unified ran separate field tests among selected Unified customers in Minnesota. The operators ran a variety of aggregate material, from gravel to mid-sized rocks. In one Unified test, skirt-board rubber lasted one year at most (and often less than a year), while the Canoe Liners are still performing well after four years.

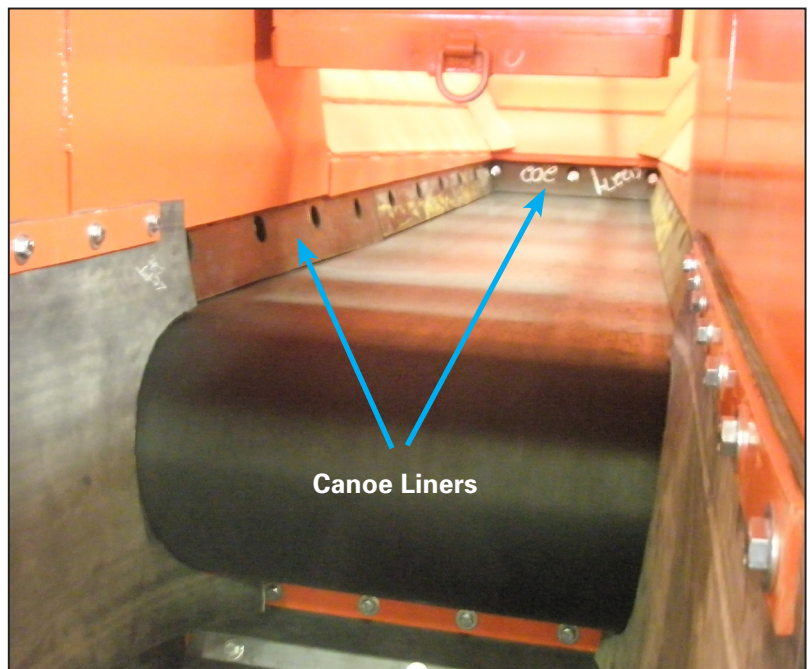
## Savings Over The Long Run

Curt Kittelson says that the initial cost of the Unified Canoe Liners is greater than skirt-board rubber, but "the Canoe Liners are much more cost effective when you consider the savings from less downtime, running without complex adjustments and longer overall wear life".

"We started using Unified Liners and Impact Pads - only, under high impact areas", Curt says. "Those were six square feet but eventually we began using the Canoe Liners throughout entire conveyor runs of 30 feet or longer. We found that the Unified Canoe Liners were cost efficient enough to use beyond the high impact areas alone."

Fisher Industries' field experience with Unified Canoe Liners, plus Unified's own testing, proved the value of Canoe Liners under real production conditions: Easier to install and adjust than skirt-board rubber, plus longer wear life.

"That's why we created the Canoe Liners", says Bob Kleason, Unified's Vice President of Marketing. "They're engineered and built to decrease downtime and increase our customers' throughput. That's Unified's objective for all of our products and our mission for all of our customers".



**Canoe Liners**

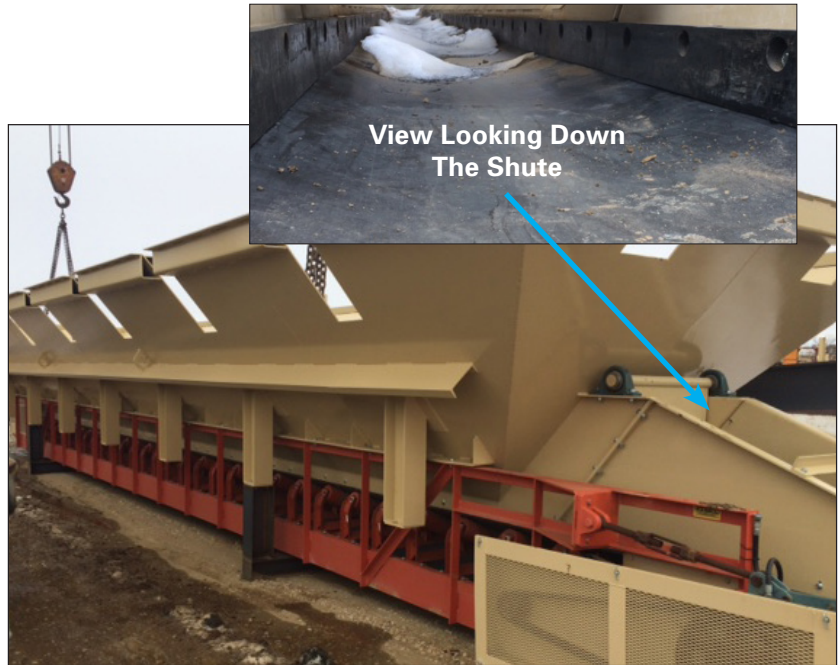
## Building Heavy

Fisher Industries not only mines and processes aggregate materials, they manufacture the equipment that does the work.

What began as Fisher Industries' equipment support team has grown over the years into a full turn-key operation that fabricates innovative, top-quality, aggregate processing equipment for companies worldwide.

The group prides itself on designing and "Building Heavy"; which means they purchase basic crushers and screen boxes and then provide value-add chassis, conveyors, discharge lifts, and electronics. The group's signature piece of equipment is the patented Fisher Air Separator that "dry" processes materials to remove excess fines, promoting a clean and efficient operation.

Unified Screening & Crushing is proud to also supply Fisher with crusher wear parts, screen media and accessories. "**Building Heavy** works for Fisher and it works for Unified. It's how we think, engineer, and manufacture", says Bob Kleason.



For more information, contact: Bob Kleason at Unified Screening & Crushing, 800-328-0225, info@unifiedscreening.com, www.unifiedscreening.com, or, Curt Kittelson at Fisher Industries, (701) 456-9184, cjne@fisherind.com.

###