

Global Insights

An interview by *Focus on Aggregates* with Unified



Focus On Mining, Aggregates and Construction, Publisher Editor in Chief Rick Vandekieft poses industry and company related questions to Bob Kleason, Vice President of Unified Screening & Crushing.

FOA: Do you see any of these new "off shore" manufacturers becoming a real factor in crusher replacement parts and screening systems business?

Unified: *Only if they can integrate jobs and produce positive results for customers. They have to be present at a customer's plant location to provide real solutions. Customer relationships and trust play a vital role in our industry. At Unified we need to know the real (on-site) problem, only then can we develop a workable and long standing solution which produces customer trust that we strive to accomplish.*

FOA: When one of the major manufacturers launch a new crusher fitted with all new cones or blow bars, how long will it take Unified to make aftermarket parts available?

Unified: *We have thousands of parts available. If it's a custom or new part, we can draw and make them available within 3 months.*

FOA: A few years ago, there was the hostile take-over attempt by Martin Marietta and Vulcan Materials. There are rumors that another attempt will occur in the next 18 months. If it does occur and is successful, is this good or bad for the industry?

Unified: *We work with both companies, so it really doesn't matter to us. Our goal is to partner with all of our customers and deliver the best product and service on a timely basis.*

FOA: Looking forward, what are the major trends in quarry operations that will effect Unified's product development?

[See the whole story](#)



Endless companies have claimed that they put the customer first. UnifiedÆ Screening & Crushing is one that really does. Although the original company...Minnesota Fence Works, was founded more than 140 years ago, Unified, in its present capacity has more than 66 years of history, sticking to the principle of giving customers...***"What they want and more"***.

Unified Screening & Crushing

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