

# TRIED AND TRUE

## COMPANY PICKS KAWASAKI

**T**he Sarjeant Company is a familiar name to generations of Canadians living in the Lake Simcoe area of Ontario, just north of Toronto. For well over 100 years, Sarjeant has supplied residents of Simcoe County with one form or another of heating, building, and farm supplies as well as dry goods, ice, aggregates, and asphalt.

Although Sarjeant no longer sells some of those product lines, it still specializes in concrete, asphalt, aggregates, and heating and cooling systems, as well as fuel and lubricant delivery to both homes and businesses. Headquartered in Barrie, it also operates three 24-hour commercial cardlock fuel depots, and is developing two residential subdivisions. Its sister company, Custom Concrete (Northern), is a major supplier to northern Ontario of aggregates, concrete block, and ready-mix concrete — including portable concrete lab services and crushing operations. One of the northern company's

most exciting jobs is at the new Detour Lake Project — a gold mine (see sidebar).

### COMMITTED TO THE COMMUNITY

Besides longevity and breadth of services offered, there are other reasons for the Sarjeant name to be well-known: they are contributors to many worthy area causes, such as the Royal Victoria Hospital and the MacLaren Art Centre. Recently the company hosted an art contest through the local schools, asking children to come up with themes for their cement-truck drums. The lucky winners had their designs recreated on Sarjeant concrete trucks for all to enjoy.

Giving so generously to the community, however, does require a healthy and prosperous business. Scott Elliott, President and CEO of Sarjeant and Custom Concrete

(Northern), has made it a point to invest in employees, the fleet, and the latest technologies, resulting in unprecedented company growth.

### DIGGING IN

Like so many crushing operations, Sarjeant relies heavily on its wheel loaders. So when it came time to purchase a new loader, Doug Kelly, Operations Manager, and Scott explored their options. "We've had a great relationship with McDowell Equipment for quite some time now," explains Scott. "As they are the local Kawasaki dealer, we certainly were aware of the brand. We were also familiar with Kawasaki as some other local companies were using them, and we'd heard good reports. The brand was also touted as having lower operating costs. And we like that they used Cummins engines — that was good for us."

"We've used Cat® and Komatsu," says Doug. "We decided to try Kawasaki because we felt it would lower our operating costs. As it turns out, they actually dig hard. There is no jockeying when they go into the bank. And it fills the bucket without a problem. Our operators like them."

Pit Number 3 is now home to two Kawasaki 95ZV-2s. One has a general bucket, the other a spade-nose bucket. Sarjeant also chose to equip them with the ride control and autolube.

### IN THE PIT

On the job since Spring 2011, the wheel loaders have been under the watchful eye of Adam Toffan, Pit Number 3's Operations Superintendent. "Production is key," says Adam, "and they have unbelievable power. I can't believe the power they have. And they are versatile. They've got more power and torque than any other loader I've driven. And

the speed of the hydraulics is much better than the others."

Seventy-five percent of the Company's gravel sales are in-house. The rest is sold to whoever wants it, whether that's private homeowners, the government, contractors, big construction companies, or road builders. In the winter, sand is purchased by counties and municipalities for winter road maintenance.

The Kawasakis attack stockpiles and load a wide variety of trucks, tractor-trailers, pups, and tri-axes as well as hoppers and screens. Although -20 below can wreak havoc on trailers, Sarjeant is not expecting any cold-weather related problems with their Kawasakis.

"We've been satisfied with the Kawasakis so far," concludes Scott. "They are good loaders."

**The Sarjeant Company is serviced by McDowell Equipment, Sudbury, Ontario.**



The Sarjeant Company is the largest independent petroleum distributor in Simcoe County. This is one of three 24-hour cardlock depots the Company owns.



An art contest with a local elementary school resulted in the drums of four company concrete mixers being emblazoned with the winning designs.



### DETOUR GOLD'S DETOUR LAKE PROJECT

One of northern Ontario's biggest, newest, and most exciting gold mines is the Detour Lake Project. With open-pit reserves estimated at around 14.9 million ounces, it is situated on the site of Placer Dome's former Detour Lake Mine, which closed in 1999 due to falling gold prices. Since the old mine's infrastructure (buildings, roads and highways, transmission lines, housing, etc.) was dismantled upon closing and returned to its native state, the new mine must build from scratch.

Sarjeant and Custom Concrete (Northern) are no strangers to supporting Ontario's mining and pipeline industries. When the call for bids went out, Custom stepped right up and beat out the competition to win the crushing and concrete-supply contract. Two years ago, it was among the first companies to venture onto the mine property, and is operating its two portable crushers 18 hours a day to supply rock for road bases and other construction foundations. The initial concrete bid was for 34,000 cubic meters of concrete. Design changes have already doubled that.

Winter operating temperatures fall to -50 below — a harsh environment for both men and machinery. Equipment breakage at that extreme temperature is not uncommon, with crushing equipment particularly susceptible.

The mine expects to begin production the first quarter of 2013. It is anticipated the mine will produce an average of 650,000 ounces of gold annually, over a mine life of 21 years.