



Promotion Pays!



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Presentation Underscores Message: Not All CKD is Equal

On February 8th and 9th in Wichita, the Ash Grove Resources team and Glen Furgeson of Kleinfelder Associates conducted a soil stabilization presentation to Cornejo and Sons and APAC Kansas along with various city officials from Wichita and Hutchinson. Kleinfelder and Associates is a soil stabilization consulting firm that Ash Grove Resources uses.

Their presentation explained the benefits of cement, fly ash, lime, and cement kiln dust (CKD) in the stabilization process. Brady Pryor, President of Ash Grove Resources, explained that not all CKD is equal. He explained how Durabase CKD from Ash Grove's Chanute plant is, in most applications, twice as effective as other CKD in the market.

By using Durabase CKD from Chanute, contractors will not only have to purchase less product for a particular job, they will have to use fewer trucks and pay less in fuel surcharges in the transportation process.

Brady explained to the group that CKD is a by-product of the cement making process. In the past, the CKD at Chanute has been landfilled at a cost to Ash Grove Cement. By selling Durabase CKD for soil stabilization



uses, Ash Grove Cement saves valuable landfill space while giving the contractor a very valuable tool in their soil stabilization arsenal.

The meetings were very well received by the two companies.

We have taken the questions and opinions of these two companies and plan to conduct a similar presentation to all of the city and county officials in the Wichita and surrounding areas. Along with these officials, we are going to invite all of the engineering firms in the Wichita area.

These kinds of presentations will allow us to get Durabase CKD specified while also informing the specifiers and contractors that all CKD is not equal. This should give Ash Grove Resources a competitive advantage in the marketing of Durabase CKD from Chanute.



— Eric Trytten