



# NEWS *IMPACTING* YOU

Volume 3 Issue 1

[www.surestrike.biz](http://www.surestrike.biz)

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## Miller Machinery — 2009 Dealer of the Year

Surestrike is pleased to announce Miller Machinery as their 2009 dealer of the year. Miller Machinery is a new company having started in May 2007. Its principal, Mike Miller has a background with Helser Machine and Metso. Joining Mike in the daily operations are Jerry Scott, Service Manager, David Owens, Parts Manager and Mike's wife, Annette who handles the accounting duties. In the relatively small geographic territory of western Washington state, Miller Machinery has facilitated the sale of 5 Surestrike hammers since becoming the exclusive Surestrike dealer in September of 2007.



When asked what Mike attributes their success in selling the Surestrike hammers, he responded by saying, "The folks at Surestrike are absolutely wonderful to work with. They are 100% committed to the customer's satisfaction and interested in any feedback the customer may have to offer that can help improve the performance and longevity of the Surestrike. Their philosophy of gaining input from the customer and implementing it, is refreshing and delightful to us as your distributor. And it doesn't hurt that the Surestrike team has a good sense of humor. After all, if what you're doing isn't enjoyable it isn't worth doing. Thanks for giving us an opportunity to sell a product that works so well. It's a joy to sell. Our customers absolutely love it!"

Congratulations to Miller Machinery on a job well done.

## Web Site Updated

Please check out our updated website at [www.surestrike.biz](http://www.surestrike.biz). We think you'll find new and easier to read information, see the Surestrike hammers in various applications and learn more about its features and benefits.



Made In the USA

## Concrete Demolition

The Surestrike hammer has proven to be extremely successful and productive in tough demolition applications. In the application shown here, the Surestrike model 2100 is breaking 19" pavement (9" of concrete over 1" of asphalt over another 9" of concrete) at a rate 50% faster than two hydraulic hammers AND two impact breakers. The operator uses the Surestrike in a 24" pattern which allows the striker pin to penetrate through all 3 layers in 3-5 blows.

A few blows by the Surestrike are all that is needed to fracture both layers of concrete into small pieces that are easy to handle and transport without causing damage to the truck bodies.

## Icon Materials Uses Surestrike Model 4000



**“It’s a rock breakin’ son of a b\*\*\*\*”**



Icon windrows their oversize on the quarry floor to increase their production.

Mike Miller says, “Surestrike asked me for a few comments about the Surestrike hammer as characterized by the customer. Being that the guys who use these types of tools speak bluntly, how does “It’s a rock breakin’ son of a b\*\*\*\*” sound? A little rough for print I know, but that’s the truth as spoken by the customers.”

The best testimonial would be the 4000 working at Oldcastle’s ICON Materials operation in Auburn, Washington. The material in their pit is glacial boulders up to 90 inches in diameter, with compressive strength in the 50,000—60,000psi range. The mining operation was encountering a higher percentage of oversize material as they worked the northern quadrant of the pit and they were running out of area to stockpile the oversize material. Prior to trying the Surestrike, they had used an excavator mounted hydraulic hammer. Jeff Wright, Operations Manager, claims the rock “Just melted

the bits” on the hydraulic hammer without much effect breaking the rock. This method proved costly and ineffective. When Miller Machinery showed him the Surestrike, he and his Plant Manager, Randy Lightburn, quickly recognized the potential benefits of a machine that could hit with 52,000 ft/lbs of force per blow! With a project hanging in the balance that required rip-rap that could be made from the broken boulders, the ICON team decided to rent a Surestrike 4000 and a Cat 345 excavator, with an option to purchase the Surestrike if the tool worked as advertised. Upon delivery, the Surestrike attacked the largest rock in the vicinity, and within minutes the large boulder was reduced to rubble. The ICON team was sold! The Surestrike works as advertised. Since implementing the Surestrike in the operations in August of 2008, the Surestrike has greatly helped ICON reduce their oversize material into a saleable product.

## Maintenance



**Worn Pin Bore**

For optimal performance make sure the striker pin bore stays tight to the pin. If the bore becomes worn and too loose, the striker pin can run out of alignment causing the retaining/shear pin to break and the impact weight will not hit the striker pin squarely. This can cause unnecessary wear to the tube & weight and possibly cause the striker pin to fail prematurely. Production can also be reduced when the hammer is difficult to position if the striker pin is loose. For the best repair, install a replaceable Surestrike sleeve.



**Replaceable Sleeve**

All too often, we as sales personnel get caught up in the everyday pressures of selling in competitive situations and forget about new opportunities. The Surestrike hammer offers a product with little competition in a niche selling market. Let’s take the time to show our customers the features of the Surestrike, its superiority over every other breaking method and how the customer can benefit with the Surestrike.



## Sales

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