

The Ensign

Advantage

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Ensign Equipment, Inc

Holland, MI

www.ensigneq.com

Points of Interest:

- What's new?
- Meet the Team
- New products and services

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What's New at Ensign Equipment

Companies can get in a "rut" if they don't keep pace or change with industry needs.

Here at Ensign we're focusing more heavily on listening to market place requirements. We're also communicating more to let our customers know what equipment and capabilities that we can provide. One of the worst things for us to hear is "I didn't know that you do that". That too often translates into a missed opportunity.

Missed opportunities are a curse in today's economy.

So, we're working diligently in all areas of our business to position ourselves for better economic con-



Our team is diligently working on new products and capabilities. From automated solutions to new equipment and expanded applications, Ensign can do it!

ditions by investing in several areas now:

- New Products
- Automation
- Supplier partnerships
- Hiring new talent
- Training
- New materials for a greater variety of applications and markets

If you haven't been to our web site recently, it's time for a look at the new Ensign Equipment.

Meet the Team at Ensign Equipment

Andrew Hartline
— Sales Engineer

Other than a short stint in Florida with a pro football team, Andrew is strongly rooted in the mid-west.

Growing up in Baroda Michigan, he was a hard worker, honor roll student, and all-state offensive lineman.

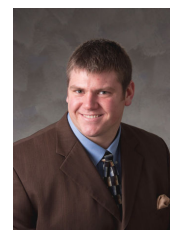
Because of his success, he

was quickly recognized by Central Michigan University and offered a four-year football scholarship. Andrew wrapped up his collegiate life with two MAC championships, three Motor City Bowl appearances and a BS in Business Administration.

He has hit the ground running at Ensign learning our products, processes and the industry as a whole. You

will be seeing or hearing from him very soon as he gets involved with marketing and various sales projects.

Now living in West Michigan, Andrew enjoys fishing in his free time.



Changes in the Global Market Place

The cost of doing business in China is on the rise, particularly wages, as China's workers demand higher pay to fuel their growing consumerism.

All along the factory-heavy coast, where labor is scarce, wages are climbing by 20%. Costs of plastics, resins, packaging and freight

are also up.

To save money some companies have already moved production back to the U.S. from China.

Also, the current uncertainty in the financial arena has the potential of making the dollar weaker against other global currencies. This, in turn, may make U.S.

products cheaper to buyers around the world. This export advantage may spur opportunity if fuel prices or inflation don't throw a wet blanket on the economy.

Even with a watch-and-see environment, there are still sparks of optimism which may be enough to light a fire.



Featured Equipment – Bulk Bag Holding Rack

Take advantage of bulk bag pricing with an economical bulk bag handling solution.

These frames provide flexibility in daily bulk bag handling processes. They have an open top frame for easy fill access as well as a bottom frame with a center opening for a bag discharge spout to pass through.

With a 2000lb capacity, they can handle a large variety of bag sizes too.

When not in use, you can remove the poles and stack the top and bottom sections for storage. This modular design feature requires minimal space when not in use.

Struggling with bulk bag handling in your plant?

Take a look at this low cost, robust, yet simple design that can greatly improve your handling efficiencies and ergonomics.

For more information on our standard products or custom capabilities, visit our web site at:

www.ensigneq.com

Auger Maintenance

If you have an Ensign auger or a system that uses an auger, periodic maintenance will ensure many years of trouble-free operation. Heck, we still have equipment in the field that has been operating for over 20 years. With a little preventive maintenance, yours will too.

Refer to your equipment instruction sheet, that comes with your equipment, for maintenance instructions and part schematics.

For regular use, 8hrs per day and 5 days per week, general maintenance should be as

follows:

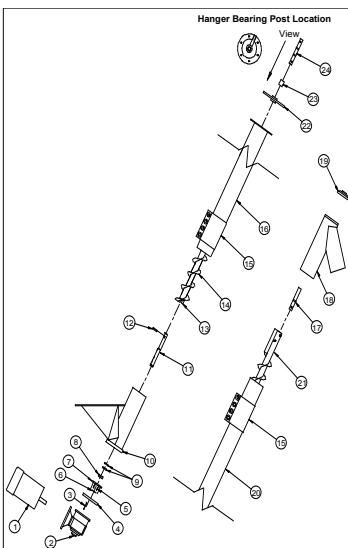
- Grease the top idler bearing quarterly
- Inspect the lower dust seal monthly. If dust is by-passing the seal, tighten compression plate.
- Check gear drive oil and maintain in accordance with manufacturer's recommendations.
- Inspect lower bushing, hangar bearing (if installed) and idler bearing for play every six months. Check sooner if abnormal play, vibra-

tions or noise is noticed. Increase your maintenance cycle if you use your equipment more frequently.

These systems are very robust and dependable. Periodic maintenance will ensure a long life.

If you needs parts or service support, please contact our service department at:

616.928.2365
Or
parts@ensigneq.com



Ensign Certified Parts

Look for the “**Ensign Certified Parts**” label on the box.

Our equipment is built with long lasting quality in mind. But, when your parts begin to wear, we can get you up and running in short order.

Most parts are in stock and can ship same day. If not in stock, we’ve developed our supply chain to ensure the

best lead times and prices possible.

We’re aware that non-functioning equipment costs you money. From preventive maintenance to repair parts and field service, we’ll help ensure your equipment has a high operational “up time”.

Our goal is to be a one-stop-shop to save you time and money. So, if you need items like

those listed below, check us out first:

- vacuum components
- agitators & vibrators
- valves & cylinders
- pumps
- motors
- bearings
- slide gates

Ensign Parts & Service:

616.928.2365
Or
parts@ensigneq.com



Integrated Systems

If you have a special application - Ensign can do it!

We have experience with thousands of different materials and applications over the last 20 years. So, the odds are we will be able to help find the right solution for you.

This can be in the form

of a stand-alone piece of equipment or a turn-key cell with integrated systems.

We can help you find the best solution given real world constraints like:

- floor space
- finances
- time
- process requirements
- existing equipment

We’re not shy about working with other manufacturers in order to meet or exceed your expectations either.

So if you need a standard product, custom equipment or an automated system, our application and electrical engineers will help develop a smart solution for you.

“Automation and seamless integration will help your team work more efficiently and cost effectively”

Take Another Look

Over the years, Ensign has become very well known for its durable and cost effective products.

Quietly over the years, though, we have tackled some pretty major projects throughout North America.

From jumbo mixing cells and large storage

and vacuum feed systems, to multi-line bulk bag unloading and filling systems, Ensign has the capability and capacity to exceed your expectations.

We don’t waste a lot of money on advertising or marketing. We largely depend on word-of-mouth to

spread the word.

Our reputation for quality, smart solutions, commitment and superior customer service speaks for itself.

Talk to us before your next project and experience it for yourself. See more about us at:

www.ensigneq.com





***"Smart Solutions To Keep
You Moving!"***

"Driven by the pursuit of superior performance, Ensign Equipment is committed to providing unique solutions, quality equipment and superior customer service." - WL

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**Ensign Equipment—Quality and
Superior Customer Service**



Superior Customer Service - Standard with Every Order!

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