



HUNTER EQUIPMENT CO.
SLURRY HANDLING SOLUTIONS

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HEC's Slurry Digest Newsletter

Newsletter of Hunter Equipment Company

Volume 11 February 2009



HEC Celebrates 15th Year In Business

15 years! You know they say that time flies when you are having fun. They also say that doing something that you love doesn't feel like working. In fact while I am on a roll, "they" also say that the years go by faster every year... All of these sayings have merit and I can personally vouch for each of them. But as my company celebrates it's 15th year in operation, I can truly say that it seems like yesterday in 1994 when I moved into that unfurnished apartment in Baton Rouge with a borrowed desk, chair, sleeper sofa, and assorted garage sale dishes, pots, and pans. I did have a brand new Packard Bell SX433 computer and a thermal paper fax machine (with paper cutter-no 8ft long faxes for me), and a wonderful opportunity to represent the fine people and products of GIW Industries to go along with my long time [dream](#) of owning my own company.

I had an old Isuzu Trooper with 140,000 miles on it and an ability to blow the prettiest blue smoke rings when it started first thing in the morning. If I got out of town early enough, I wouldn't get stuck in traffic without air



Money Saving Ideas

You don't have to go very far today to hear someone concerned about the current world-wide economic downturn. With so many industries being affected, from banking to mining, HEC has been hard at work trying to see what we can do to help our customers.

We have come up with a few ideas and believe that properly implemented, they can save our customers money in the long run.

1. Maintaining proper lubricant in the gear boxes of our pumps. GIW recommends the use of fully synthetic GIW Blue 150 for most applications. GIW Blue 100 for dredging applications. This ensures long life of the components of the bearing assembly.
2. Properly maintaining Clarkson Knifegate Valves. Routine maintenance and replacement of the sleeves will keep your process safe and functioning as designed. [Check here for application bulletin.](#)

conditioning and wind up looking a bit ragged for my first appointment that day. I would pack a lunch and a big bottle of tap water and off I would go in search of someone who needed an end suction, hard metal, solids handling, technically superior, proudly made in the USA, GIW Slurry Pump!!! It didn't take me long to go through my "line sheet". All I had was GIW, but you could not convince me that I had not been given the best opportunity of my life. I would eventually add Krebs Engineers hydrocyclones and Clarkson Valves after a year or so, but in the beginning it was just me, GIW, and that big ol dream of mine. Hitting the road every day looking for someone to talk pumps to...preferably with a nice air conditioned waiting room to dry out a bit before it was "showtime"...

From this very humble beginning, I have been blessed to build a company that has grown steadily through the years, provided a living for my family and employees, paid a fair amount of taxes, remained totally insured against everything from ant bites to zebra attacks, and maintaining a product offering of some of the best pumps, valves, mixers, and cyclones in the market today. We now have international operations in Jamaica and the Dominican Republic to go along with our US territories of LA and MS. We have talented employees that understand their role in providing slurry handling products and solutions to our customers and friends. And we start each Monday morning sales meeting with a prayer, asking God to give us the guidance and opportunity to do our very best every day.

As we start this new year of 2009, I would like to take this opportunity to thank our customers, employees, manufacturers, and our friends for allowing Hunter Equipment Company, Inc. to serve them. Without you, my dream is just a dream. With your help, it is now a teenager!



David S. Pratt

3. Pressure gauges in slurry applications are a constant maintenance issue due to solids plugging the small openings. Important process information is no longer available and can lead to expensive equipment failures. HEC supplies an inexpensive [solution to this problem](#) with **Appcor** slurry gauge guards. The guard allows the gauge to run completely isolated from the process, while maintaining constant and accurate pressure or vacuum readings. Think of this similar scenario...

"How long would you run your car without an accurate gas gauge?"

If you promise to install it within 10 days--we will give you a free gauge guard for 60 days...If it doesn't work---send it back at no charge !!!

If you have questions about making your process more cost effective, please call us. We are ready to help you keep the equipment you have running longer, or we can make recommendations on new technology to increase efficiency.



Slurry Gauge Guards

- Protect your gauges
- Get accurate readings
- Designed for Slurry Service
- Economical

Call today to inquire about a gauge guard for your slurry process.

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Where is my Order?

At HEC, we don't want you to have to ask that question. Our team follows all orders closely and updates our customers with the latest information from the factory. Your order is our priority. If you need assistance regarding expediting your order, call in today and speak with Shannon.

225-929-6546



The Lord is my rock and my fortress and my deliverer; my God, my strength, in whom I will trust; my shield and the horn of my salvation, my stronghold.

Psalm 18:2

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