

Stoneco of Michigan Newsletter

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WWW.STONECO.NET

Denniston - Maybee - Newport - Ottawa Lake - Zeeb - Moscow - Ida - Coldwater - Ann Arbor

June , 2006

Safety First

With the recent upsurge in the mine accidents Stoneco would like to compliment all of the employees at the Stoneco Denniston quarry for working 2,000 plus days without a Lost Time Accident. In addition, both our Maybee and Ottawa Lake quarries recently went over 1,000 days without a Lost Time Accident. We are very proud of the commitment towards safety by the employees to make sure they go home to their families each and every night.

Ticket Corrections

We have recently seen an increased number of tickets with inaccurate billing information coming from our quarries. These inaccuracies end up causing time and effort for our customers and us. In an effort to curb some of these mistakes, please have the drivers hauling your materials take an extra step to verify the information on their tickets. This includes tonnage, material, customer, destination and/or any other inaccuracy. We have made changes on our part to try to decrease these errors and appreciate your efforts to help us better serve your needs.

Ottawa Lake Open House

We are having the Ottawa Lake Open House Saturday the 12th of August from 11:00 am until 3:00pm. The open house at Ottawa Lake is an excellent opportunity for our customers, neighbors, and vendors to meet and enjoy some great company and a barbeque lunch. Further details to follow.

Discounts - In Your Best Interest

The attached table has an example of 1000 tons of stone purchased at \$6.00 per ton. If the stone is paid for within 25 days of date of invoice the discount amount is \$250.00 (*\$0.25 per ton*). After 60 days a finance charge of \$60.00 per month would be assessed (*12% Annual*). Interest from a bank at 6.5% would be \$32.50 a month. If only the interest is paid on the loan for over seven months it is still advantageous to

Discount / Finance Charge	
Tons	1000
Unit Price	\$ 6.00
Total Bill	\$ 6,000.00
Discount Available	\$ 250.00
Stoneco Monthly Finance Charge*	\$ 60.00
Monthly Interest Bank Loan**	\$ (32.50)
Months Interest vs. Discount	7.69

pay for the stone in discount terms covering the payment with a bank loan. Remember we have a discount of \$0.25 per ton if paid within 25 days of date of invoice. A 12% annual (*1% Monthly*) finance charge is applied to all past due balances. A full table will be available soon on www.stoneco.net.

*12 % annual - **6.5%

Stoneco Golf Outing

We have the 4th annual Stoneco golf outing scheduled for Thursday, September 14th, so start putting your foursomes together. We expect to have invitations out in late July. This event is praised by many as "...one of the best in the industry!". Please contact Susan Foote with any questions at (734) 587-2601.

Stoneco Sales

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