



“We need shared values, because that’s the way we’re wired. We get that from Austin Powder.”



“Whether we’re working on surface or underground, Austin Powder works with us to help us reduce negative impacts.”



“Austin has really helped us understand our total blasting process from start to finish and they’ve helped us grow our blasting process exponentially.”



“The Austin Powder relationship has turned into more of a partnership, based on the philosophy of creating a win-win, where there is value on both sides.”

# CUSTOMER TESTIMONIALS



AUSTIN POWDER



## CUSTOMER TESTIMONIALS



“ Due to the nature of what we do and the amount of blasting we have to have on-site we have Austin Powder here several times during the week. They tend to become less of a contractor and more of a part of our family. ”

- Steve Chaney / Quarry Manager  
Fairborn Cement Company



“ We spend an inordinate amount of time trying to build relationships at all levels of the organization. When we're successful, we reach a point of achieving a high level of trust. The Austin Powder relationship has turned into more of a partnership, based on the philosophy of creating a win-win, where there is value on both sides. ”

- John LeGore / President  
Luck Stone Corp.



“ Austin has really helped us understand our total blasting process from start to finish and they've helped us grow our blasting process exponentially. They have been exceptional as far as providing technical services to us. It's been a very positive relationship. ”

- Kursten Walton / Regional Purchasing Manager  
Carmeuse



“ They're with us from cradle to grave, I call it. We set the shot that we want to set and then once we do that with Austin they take over from there. There's a lot of other companies that do what Austin does, but I don't think they do it as well. We have a lot of competitors that are doing the same thing. So we want to make sure that we're doing it as good, or better, than any of them. ”

- Bruce Smith / President & CEO  
Hutcheson Sand & Mixes



“ Austin's been a great company to work with. When I think of Luck Stone blasting, I think of Austin first. They are family. They are part of our industry, they are part of our business. They make things really easy when it comes to Luck Stone values – safety at the top of the list, they always come ready to work and ready to work safely. ”

- Mitchell Edwards / Pit Foreman  
Luck Stone Corp.



“ We chose to work with Austin because it is a highly reliable company in terms of products and human and professional resources. I would recommend Austin to other mines for its reliability, responsibility, and commitment. ”

- Marcelo Mejibar / Mine Operations Superintendent  
SSR, Mina Pirquitas



“ We use Austin Powder for various reasons. Number one is safety. The people at Austin Powder are very professional and they work along our strict timelines. Our crushing contractor prefers to come here because of the total shot service that we receive with Austin Powder. ”

- J.P. Lefrancois  
Muskoka Minerals and Mining



“ Whether we're working on surface or underground, Austin Powder works with us to help us reduce negative impacts. By the air-blast reduction, by the vibration reduction, throughout that entire process. ”

- Brian Dillard / VP  
Bullet County Stone



“ Austin has done a good job with setting their own bar high. We've always used Austin and it's always been the same. The trucks are always ready, the communication is always high, they're here when they say they're going to be here, and they deliver every time. ”

- Tony Gilman / Plant Manger  
Luck Stone Corp



“ Austin Powder has been very incremental in helping us look at our blasting process. We were looking at a certain size of material, they helped us with our design and the types of products we needed to achieve this outcome on a very consistent basis. ”

- Jim Gilliam / Site Operations Manager  
Carmeuse



“ We put a huge emphasis on our personal values and our growth and our values leadership. We know how important it is that someone care about us the way we care about them. We want a vendor relationship where we feel we get those values. We need shared values because that's the way we're wired. We get that from Austin Powder. ”

- Bryan Smith / Mine Development and Blasting Manager  
Luck Stone Corp.



“ Austin Powder has been a great company and great service for Cavanagh Construction over the years. They're a very, very, important piece of our company. The service is awesome. The workmanship from them is the best. It makes my life easy. Austin Powder is a really great company with a good long history and they're a good company to work with. I don't have any hassle. If I had a problem there, they wouldn't be here, right? ”

- Jeff Jones  
Thomas Cavanagh Construction