

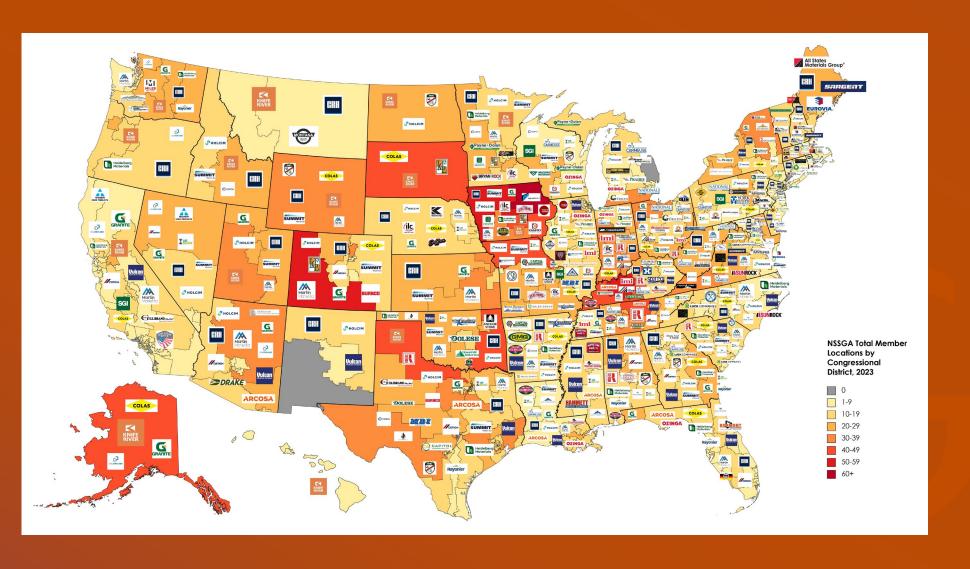
NATIONAL STONE, SAND & GRAVEL ASSOCIATION

Automation in Small Mines

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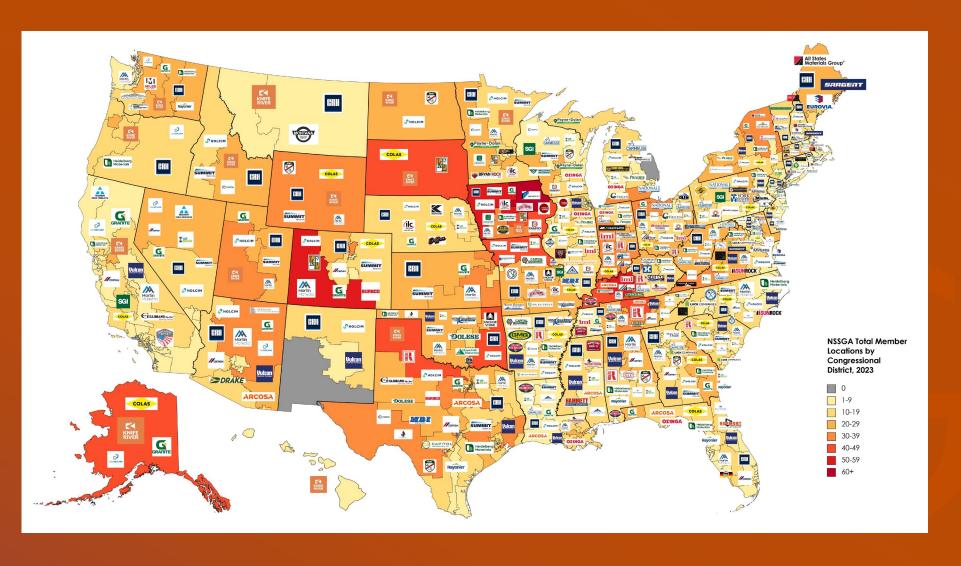
Some Background





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What's a "small producer" anyway?







Small-small / Big-small / Small-medium

Small-smalls



- Family owned and operated
- Common operational automation of plants
 - Not all there; many are
- Ticketing
- Don't see the need
 - Trust
 - Don't fix what's not broken
- Timing, investment, speed of technology



Big-smalls



- Family owned and operated +
- Fully automated operations or getting there
 - Block and tackle
- Considering or have done some autonomous upgrades
 - Conveyors
 - Management systems
 - Training
- Interested in further automation (e.g., vehicles)



Small-mediums



- Multiple locations state/regional
- Full automated operations
- Actively looking into further automation solutions
 - Remote-operated mobile equipment
 - Autonomous vehicles
 - Management systems



Some Observations



- Production & efficiency
- Type of mining/product
- Capital expenditures/improvements
 - Ability needs vs. wants
 - Regulations
 - Implementation timing
- Knowledge, awareness
- Proof of concept



Big-ticket Concepts



- Replacing workers or worker shortages
 - Automation = relocation not replacement
- Need for retrofitting?

Final Thoughts and Next Steps





Block and tackle (Efficiency, ROI)

• Why fix what's not broken?

Familiarity & trust

Next generation

Costco vs. Whole Foods

• How many pictures is an

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Thank You!

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