

**Sass Manufacturing Co. Ltd.**

114 Sass Road  
R.R. No. 4  
Chatham, Ontario  
N7M 5J4

Phone: (519) 352-0600  
Fax: (519) 352-6730  
Telex: 064-5801

**Export Contact:**

Mr. Ron Newberry, Assistant General Manager

Sass Manufacturing Co. Ltd. was established in 1947 and has expanded into a leading general and structural steel fabricator. Products developed for the agricultural industry include bulk storage and warehousing facilities, seed dryers, husking, sorting and chopping equipment, conveyor systems, produce washing tanks, tanks for fertilizer and chemical mixing and storage, silos, tank support towers, and agricultural drainage systems. Sass offers a full range of services including design, fabrication, installation, and repair and has built a solid reputation for high quality products, superior performance and excellent service. Every Sass product is customized to meet each customer's specialized needs in facilities and equipment.

Sass Manufacturing has enjoyed particular success with the commercial seed processing and food processing industries, a factor that has contributed to the tripling of annual sales revenue within the last 10 years. This strong market position was made possible through the development of such relationships. The company's geographic markets are concentrated in Canada and the United States, with increasing activity in Europe and in developing nations. Sass began to export to the United States in the early 1980's and to overseas markets in 1987. It has since erected facilities in Spain, Chile, Argentina, the Soviet Union, and Pakistan. Export as a percentage of sales reached a level of nearly 30% in 1989.

Sass Manufacturing is seeking to increase its overseas sales volume, particularly to developing nations, through the establishment of joint venture agreements with international seed processing companies and foreign governments.

**Products Available for Export**

Grain or Hay Dryers and Accessories  
Grain Storage Equipment