



105 Brickyard Road  
Farmington, CT 06032  
P :: 860.677.1616  
F :: 860.674.0668

## **FACT SHEET**

- If you think you can ... or can't ... you're absolutely right.
- Dunning Sand & Gravel is a fourth generation company that is in the of a growth transformation. Instead of relying on the same products – several different types and sizes of gravel and several different kinds of sand – the company has grown to have more than 36 aggregate products, plus hundreds of hardscape products. Because Ben Dunning, the current president and owner, is constantly looking for ways to reuse existing products or material, or to create new products, the number of products the company offers is likely to grow even more.
- The growth is evident in the number of jobs Dunning has created as well as the increase in the number and type of products. When Ben Dunning acquired the company from his father, R. Mort Dunning, in 2002 there were four employees, including Mort and Ben. There are now 20 employees operating heavy equipment like pay-loaders, dump trucks, cranes, fork lifts, and of course special machines to process the materials. The employees also include office and sales personnel.
- Prior to 2002 when Ben Dunning took the company over, all the waste from the sand and gravel processing was thrown away. Now, recognizing that that the supply of sand and gravel is finite and will be depleted from company property in 15 – 20 years, the company focuses on recycling in order to create more products.
- Current products include:
  - ◆ 18 different types of gravel, from process gravel to 6 inch “River Jacks” – large, round, decorative rocks;
  - ◆ 11 different sands from septic sand to special sand for golf course bunkers, and everything in between;
  - ◆ 4 different mulch products;
  - ◆ 3 different topsoils
  - ◆ 4 different hardscape product lines – pavers that don't require mortar.
- The increase in products has resulted in a significant 53 percent boost in sales revenue.



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- Another new venture is the anticipated conversion of the building on Brickyard Road where Farmington Motor Sports is currently located into a “hardscapes showroom.” Dunning already owns the building and Farmington Motor Sports is already planning on moving. The new showroom will allow Dunning to have a year-round, inside facility to show its hardscape – paver – products to customers.
- Still another new service is “mobile crushing.” This allows Dunning to help reduce the costs of municipal public works departments by recycling used asphalt and concrete on site at public works yards. It helps reduce costs by eliminating hauling costs for the municipalities.
- And for the first time, Dunning is offering design, development and installation services for septic systems and athletic field construction.
- Dunning offers custom-soil blending. This involves landscape architects specifying certain mixtures of topsoil, sand and gravel to accomplish different goals. It could be custom soil for building rooftops, allowing a project to meet local greenspace requirements without infringing on necessary roadways. Or it could be to help stop water runoff from a property.
- The company now operates year round. Its major winter product is salt – straight salt and a sand/salt mixture, both to help ice melt on roadways, driveways and parking lots, and individual bags of salt. The company sold 9,000 tons of salt during the winter of 2011.
- The company is no longer just a sand & gravel company; it’s a materials company whose products are used in/for landscape supply, industrial aggregate, septic systems, water filtration, golf, ball-fields, and the airport runway industries, etc.
- In addition to being a materials company, Dunning Sand & Gravel is also a “green company” because of its heavy use of recycling. Within 10 years a large portion of its products and its revenues will be generated by recycling.
- Dunning Sand & Gravel frequently looks at products that are developed in other parts of the country and adapts the process so that these products can be sold here in Connecticut.



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- Dunning is using a new process for composting leaves collected in the fall by the Town of Farmington and by local landscapers. This involves putting the leaves in specialized, one-use gigantic bags that eliminate odor and cut the composting process in half. The result will be highly organic topsoil that can be used by farmers, landscapers, gardeners, and to create athletic fields and other venues. It will allow contractors to meet the U.S. Green Building Council's stringent requirements for its Leadership in Energy and Environmental Design (LEED) certification.
- Ben Dunning is constantly looking for more materials that he can recycle and process back into useful material. He already does this with aggregate (gravel), which becomes something called "reclaimed process;" and wood products, old tree stumps and logs, which get recycled as various mulches. He is also recycling roof shingles for their petroleum base. The object will be to sell this recycled product to local asphalt manufacturers whose product is used for road/highway paving.
- Unlike many companies whose products haven't changed for decades, causing the firm to shut down when the resource ends, Dunning Sand & Gravel is changing its products to fit the market. Nothing is ever wasted at Dunning. A use is found for just about everything that comes through the gate.