

# Trial and Success

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## **Representatives from CJ Miller were so impressed by a trial demonstration from McCloskey International that they bought four machines**

When buying equipment, William “Billy” H. Miller, Vice President of CJ Miller, wants to know he’s getting the best. He takes a close look at what is available and gets demonstrations from whoever will provide it.

Based near Manchester, Maryland, Mr. Miller and his two siblings – C. J. Miller III and Lisa Utz – run CJ Miller, the excavation and drainage business their father started in 1959. Today, the company conducts business in paving, excavation, demolition,



reclamation, grading, soil modification, curb installation, site clearing and asphalt plants. In total, CJ Miller employs about 300 people and owns about 1,000 pieces of equipment, growing into one of the most complete site development companies in the region.

Recycling asphalt is proving to be a lucrative business. Since the company gets contracts to rip up old roads and replace them with new ones, they’re able to provide the full service in-house. The old asphalt is trucked to a recycling plant where it is crushed down and mixed in with new asphalt. In all, 15% to 20% of the new asphalt put into roads by CJ Miller is made up of recycled material from old roads. The company currently operates four asphalt plants, including locations in Finksburg, Woodsboro and Westminster. To best meet the needs of customers, CJ Miller has more than 100 different designs for asphalt and can even create custom mixes for highly specific projects.

Mr. Miller says asphalt is one of the most recycled products – period.

On top of recycling road-based asphalt, the company also recycles asphalt shingles and concrete.

Recently, the crushing and screening spread began to show its age. Looking for a replacement and hopefully an upgrade, Mr. Miller took a good look at what’s available from a host of crushing and

screening companies. He's quite familiar with the equipment and has owned machines from several brands. A key deciding criteria for him is seeing the real-world performance of the machines in demonstrations.



Not every company is willing to haul out an expensive crushing and screening spread to a potential customer's yard without a guaranteed sale, but several did follow up on the request from CJ Miller.

That's when the first yellow and green McCloskey machines showed up on site.

"They blew everything out of the water," says Mr. Miller.

Damien Devlin, Co-Owner of Commonwealth Equipment, a McCloskey International dealer, spent five days at the plant demonstrating the equipment. He ran it through its paces, crushing and screening tons of asphalt and stockpiling it nearby for recycling.

"Damien was pretty persistent," says Mr. Miller. "We demo'd everything."

The sheer performance advantage of McCloskey International combined with the high level of service from Commonwealth Equipment made it an easy decision.

The company decided on an I44 Impact Crusher feeding an S190 High Energy Screener. The screener sends larger material back into the impact crusher while an ST80T tracked 80-foot stacker stockpiles the fines.

The McCloskey I44 uses a 350 hp (260 kw) CAT C9 diesel engine to power the four blow bar impactor. The 43" wide impact chamber provides high levels of production while allowing a high degree of portability. Equipped with a crusher pre-screen, the I44 is able to filter out the fines before they get to the crushing chamber, improving crushing efficiency. The automatically regulated feeder allows the excavator feeding it to load up the large hopper and leave the feeder to regulate the amount of material running through the crushing chamber.

The massive 5'x20' screen on the S190 is able to cope with the high throughput of the I44 and makes sure the product is thoroughly screened. Since potential oversize material won't go into the S190 because it is fed directly from the I44 crusher, a section of the grizzly bars on the tipping grid of the hopper have been removed to improve efficiency.

Joe Frock manages the asphalt plants and has been especially impressed with the S190. He regularly works with the machines and has found the throughput capacity and efficiency tough to beat.

"We haven't been able to slow it down yet," he says.

When crushing and screening at such a high volume, it's important to have a stacker that can keep up with the output of the rest of the spread. The tracked ST80T does just that. At 80' long and using the proven McCloskey setback design, it's able to stockpile to heights of 36' (11m). Its 49 hp (36.5 kw) engine keeps the product moving for an efficient stockpiling operation.

It's not just the tons-per-hour that is impressing Mr. Miller, but also the ability for the McCloskey machines to run in the wet. If a machine can run through a larger variety of weather, it means less downtime and higher profits.

As well as running as many tons as possible through the machines, the quality of the end product is essential when recycling it back into hot asphalt mix. Mr. Miller says his new McCloskey machines are able to produce the quality of product he requires and do so at high production rates.

The machinery is proving to be more than a replacement – it's an upgrade. Mr. Miller is finding that a tracked screener is an asset, making movement around the job site easy. He's also impressed with the mobility and capacity of the ST80T tracked stacker.

The purchase of the spread has been successful, doubling production. In total, the company sells about 700,000 tons of asphalt a year, of which a portion is recycled material.

Despite having never owned any McCloskey machinery before, Mr. Miller went one step further after choosing a McCloskey spread for asphalt recycling and decided a green machine might also help with production for the company's mulch business. He wasn't in the market for a trommel screener, but was so impressed by what he saw that he added a fourth machine to his order. Since CJ Miller clears sites for development, it also recycles the organic waste from the sites by shredding and screening it for resale as mulch.

A new McCloskey 516RE trommel is quickly becoming a worthy addition to the fleet of machines. The 5' diameter, 16' long drum screen is efficient and thorough. The large radial fines conveyor is able to stockpile material to a height of 14'5" in a 180° sweeping radius.

It was a big jump to go from zero to four McCloskey machines, but it's paying off at CJ Miller. Doubling the production of recycled asphalt and increasing mulch production are giving the company higher profits. Add to it the quality build of the machines and the service backing of both McCloskey International and Commonwealth Equipment and it's showing itself to be a wise investment.

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### **Services performed by CJ Miller**

- Site clearing
- Paving
- Excavation
- Demolition
- Reclamation
- Site utilities



- Mass grading
- Fine grading
- Soil modification
- Curb installation
- Asphalt plants



### **McCloskey I44 High Performance Impact Crusher**

- 350 hp (260 kw) CAT C9 diesel engine
- Impactor equipped with four blow bars
- 43" wide impact chamber provides high production
- Crusher pre-screen increases efficiency
- Highly mobile, both within a site as well as between sites

### **McCloskey S190 High Energy Vibrating Screener**

- 125 hp (93 kw) diesel engine
- Highly advanced 5'x20' high energy screening plant
- Long 14' (4267mm) hopper with grizzly bars and a tipping grid accommodates large loaders
- 48" wide feed conveyor keeps material moving
- Designed for optimal screen coverage with varying screenbox angles

### **McCloskey ST80T**

- 36"x80' belt
- Base capacity of 500 TPH with optional upgrades to 800 TPH
- Tracked for maximum on site mobility
- Setback axle for increased stockpiling
- Also available in 65' and 100' models

### **McCloskey 516RE High Performance Trommel**

- 5' diameter, 16' long drum screen
- 100 hp (75 kw) diesel engine
- Radial fines conveyor with 180° sweep at a height of 14'5" (4390mm)
- Remote hydraulic tipping grizzly grid over large hopper
- Lifting bars provide aggressive screening action

Pictured: Right Joe Frock, Director of Asphalt Plants

& William "Billy" H. Miller, Vice President of CJ Miller.

