



Topsoil screening leads to American success story



Javier Espinoza, owner of Manassas Topsoil, is living the American dream thanks to his expanding screening business.

Javier Espinoza is an American success story. Born in Peru, he came to the U.S. looking for opportunity and found it by starting a prosperous business. Based in Manassas, Virginia, Manassas Topsoil sells topsoil, mulches, sand, stone, compost, and special mixes throughout the northern Virginia and Washington DC area.

Mr. Espinoza attributes a large part of his success to an investment he made in 2010 when he connected with David Bleeks, a Commonwealth Equipment salesman he has known for years. After studying what would be the best fit for Manassas Topsoil, Mr. Espinoza purchased a McCloskey 516 trommel.

With its 5' diameter and 16' long screen, Mr. Espinoza was able to start producing high quality material in large quantities. The 100 hp (74 kw) engine keeps the material moving while the lifting bars ensure it is thoroughly screened. The radial fines conveyor allows for stockpiling at heights of 14'6" (4390mm) in a sweeping 180° radius.

"The 516 is amazing in how much product it produces," says Mr. Espinoza. "I cannot complain about my 516."

The 516 was an immediate hit. As his production went up, so did the demand from customers. So great was the demand that in 2012 he went back to Mr. Bleeks to rent a McCloskey 621 trommel to run alongside the 516. As was the case with his first trommel, the 621 has quickly proven its worth, and Javier has plans to buy it outright.

The 621 offers the same McCloskey design benefits of the 516 – including the radial fines conveyor and a large engine bay for easy maintenance – but in a larger, higher capacity machine. The 6' diameter and 21' long drum allows for higher production. The material stays in the drum longer for a more thorough screen, producing a higher quality end product. It has such a high throughput capacity that Mr. Espinoza has two loaders dedicated to continuously feeding the 621.



Despite having the two trommels, he says he could sell more material if he could produce it.

Last year alone he screened 100,000 yd³ of material.

“I’m doing well thanks to screening,” he says. “I accomplished the American dream.”

The mobility of the machines is a big issue. Mr. Espinoza operates them wherever there is material to be screened. The McCloskey trommels offer a high degree of mobility, allowing Manassas Topsoil to efficiently move its operation from site to site.

His business started out as a trucking company, a part of the business that also continues to thrive as customers demand more material from Manassas Topsoil.

In the eight years he’s been producing topsoil, he has always been able to expand, despite a tough economy.

“Imagine if the economy were booming,” he says.

To make sure the product is high quality, Manassas Topsoil screens it from primarily untouched sites that are slated for development. The topsoil is a clay loam with adequate pH level and enough organic content to stand on its own, an ideal fit for gardens and lawns.



The company also sells enriched screened topsoil, a product that combines topsoil with compost. The compost is a natural fertilizer that improves pH levels, organic content, aeration, and drainage.

If that’s not enough, the company can also blend a mix for special projects like green roofs, tree pits, and bio retention ponds.

As important as high quality and high production machines are, it’s the service behind them that keeps Mr. Espinoza coming back to Mr. Bleeks, Commonwealth Equipment, and McCloskey International. Since his highest production is in good weather, he’ll work through the weekend if it rained earlier in the week. His machines may require service on any given day or hour. Dealing with a service department that only operates on a regular work schedule of Monday to Friday, 8 a.m. to 5 p.m. wouldn’t meet the needs of Mr. Espinoza’s business. Mr. Bleeks on the other hand, is only a phone call away at any given moment. It’s not just the call, he says the salesman will drive out to his site and help him sort out the issue.

“He knows his machines,” says Mr. Espinoza. “He’s not afraid to get dirty.”

In fact, Mr. Bleeks keeps tools and parts in his truck at all times to provide quality aftersales service.

Combined with the high production capacity of the machines, the service allows Mr. Espinoza to maximize his operating time and increase profits.

Mr. Espinoza looks forward to an improving economy where he knows his business can continue to flourish and expand.

“You have to keep dreaming big,” he says.

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Manassas Topsoil

Manassas Topsoil supplies high quality products at affordable prices to people throughout northern Virginia and the Washington DC area. Working with some of the top landscaping companies in the area, Manassas Topsoil not only supplies topsoil, compost, and mulch, it delivers the finished product with its fleet of trucks.

McCloskey International

McCloskey International Limited designs and manufactures innovative crushers, impactors, trommel screeners, vibrating screeners, feeders, stacking conveyors and picking stations. Since 1985, McCloskey International has been exceeding customer expectations with reliable, durable and high performing products. McCloskey equipment is used by topsoil producers, landscape contractors, composting facilities, waste management and recycling operations, aggregate producers, and mining and quarry operators to help achieve profitable volumes.

McCloskey 516 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

McCloskey 621 High Performance Trommel

- 174 hp (130 kw) diesel engine
- 6' diameter, 21' long drum screen
- Ideal for heavy-duty applications where production rates can reach 200+ TPH in topsoil and 300+TPH in sand
- Ground level adjustable brushes provide efficient control over screening operations
- 42" wide feed conveyor sends material efficiently into the drum screen.

