



ALL IN THE FAMILY

WORK-SMARTER-NOT-HARDER CRUSHING HELPS A FAMILY OWNED QUARRY REMAIN COMPETITIVE AND CUSTOMER RESPONSIVE

There are no less than 14 quarries serving the booming San Antonio area. Many of them are owned by the nation's largest aggregate production conglomerates. But amid the mix is Helotes Materials Inc., a top-notch limestone quarry that has remained family owned and operated for almost 30 years. Clarence and Alma Tausch broke ground on this site in 1978. Today, the Tausch family maintains four crushed stone operations, two ready mix plants, two asphalt plants, and a recycle

and contract crushing business. They pride themselves on responsiveness to each customer, large or small, and to the nurturing of countless valued relationships.

Helotes Materials recently upgraded its plant to meet market demand in San Antonio, a city that opened its arms to nearly 50,000 Katrina evacuees, of which almost 15,000 have made the Alamo City their permanent home. But

perhaps the most significant cause of the region's growth is a new \$800 million Toyota plant that has initially created 2,100 new jobs, and will arguably spin off another 10,000 positions over the next decade. Consequently, the region's construction market growth is off the charts.

"We've seen record sales in the last couple of years and we don't see any downturn in the foreseeable future," says Helotes Materials Supervisor Brandon Tausch. It's a welcome problem that has inspired Tausch and his crew to take a work-smarter-not-harder attitude toward profitable crushing. As such, the operation is reducing its labor and operating costs, while improving its production processes via some very well targeted investments in just the right crushing technology.

WORK-SMART PROCESSES

A KEY UPGRADE AT THE HELOTES MATERIALS PLANT IS THE ADDITION OF A NEW TELSMITH PA6060 PRIMARY IMPACT CRUSHER, (an Andreas style horizontal shaft impactor) which is an optimal choice for the operation's limestone deposit and will accept up to a 40 inch feed size. The new crusher replaced a unit that had been in operation since 1983, ending a recent era of very costly, labor intensive maintenance.

Aside from an obvious need for far greater tons per hour, Helotes Materials chose the TelSmith crusher for a variety of benefits – each of which is contributing to increases in capacity, product quality, reliability, flexibility, profitability, and ease of operation and maintenance.

After Tausch examined all his crusher purchase options he ultimately chose the PA6060 due to its massive solid-type

rotor. "I did not want a disc rotor assembly," he says. A solid type rotor is engineered for higher inertia crushing, which to Tausch meant greater reliability, longevity and lower operating costs.

Just as important to Tausch, is escaping the hassles of multiple liners. "In our older crusher, we had almost 20 different liners. It was like a puzzle. If one was worn, it seemed like you never had the right replacement in stock. We would have considerable downtime trying to cut different pieces and trying to piece them together, and nothing would ever fit," he says. Tausch likes the fact that the PA6060 uses only two shapes of frame liners. "Now we only have to stock two different liners versus twenty – or even the three to five liners that you have on most of today's crushers. Also, TelSmith liners are interchangeable. If you're getting more wear on one side, or on the bottom rather than the top, you can swap or flip them, maximizing their wear life. This really minimizes costs, inventory requirements and downtime" he stresses.

Previous downtime had also been the result of time consuming adjustments on the old model crusher. "We had to get the wrenches out, and we had to deal with shims, bolts, and nuts. The bolt threads would become stripped or corroded, taking a lot of time to clean them or find replacements." Adding that he likes the ease of adjustments on the TelSmith crusher. "If you want to close the settings down real tight, it can be done in minutes. Or, if you want to open it all the way up for inspection, it's equally quick," he says.

TelSmith has engineered the PA6060 with push-button control of all functions, including frame open and close, feed plate raise and lower, and upper and lower apron adjustment. Hydraulic adjustment cylinders are equipped with posi-



tion sensors, so once the apron set point is established, the apron will return to that setting automatically after relief. "It's got a hydraulic bridge blocker on it, in the sense that it will automatically adjust to release any rocks that may become stuck in the back of the crusher. You can adjust the primary and secondary curtains on the fly. This machine is really worry-free," says Tausch, who credits the higher quality, multi-product output that he is experiencing to this adjustment ease. "We have better control over cubicity and gradation with this crusher," he says. The operation's variety of products include A2 base; 3/4 inch base; septic rock; 1 1/8

inch utility rock; grades 3, 4, and 5; manufactured sand; washed concrete rock; and chat material.

WORK-SMART SUPPORT

Helotes Materials was faced with the challenge of retrofitting the new crusher into its existing plant, so technical support was important to a cost effective upgrade. "This was a specialty fit. We were taking out an existing crusher and trying to fit a new one in with the proper support structure," says Tausch, who adds that it was tricky because they didn't want to change the feeder height or alter the location of any other major components. "TelSmith was

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great in providing engineering assistance, and backing it up with an on-site technician who was fully equipped with a truck and tools.”

To compliment the factory support, Tausch points to the advantages of having a local Telsmith dealer. “McCourt & Sons Equipment, Inc. has mechanics that are trained on Telsmith products. They are more than willing to send them to us when we need repairs, or to train our crew on the proper maintenance tasks that specifically apply to our setup. And importantly, they are stocking our parts – all the hammers and the liners that we need.”

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A WORK-SMART FAMILY

In 1984, Clarence Tausch passed away leaving the business to his wife Alma and their four children. The family has continued on, becoming a fore-runner in providing the highest quality specification products to the Texas construction industry – all while operating with methods that support waste reduction and environmental health.

As Brandon Tausch says, “It’s all in the family – this business. I’ve worked alongside my two uncles, my aunt, and my mom and dad in running these plants. I’ve been here since I could crawl. It’s the only job I’ve ever known.”



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