

# GROWING A BUSINESS

## Requires The Right Tools



Back in 1958, when he was only 18 years old, Henry “Red” Torromeo started his own business: hauling dirt for contractors. His equipment was a single dump truck. Period.

Over the years, that little start-up business has grown to become Torromeo Industries, Inc. with headquarters in Methuen, Massachusetts. Torromeo himself carries the dual titles of president and chief executive officer.

The company’s tools have really changed, too: Instead of one truck, the family-owned company now operates 76 trucks. Instead of just hauling dirt, the company is primarily a producer of concrete and aggregates, serving an area that stretches from northeastern Massachusetts up

to southeastern New Hampshire. Torromeo Industries currently operates two concrete plants. “We’re expecting our third plant to be delivered any day now,” said Torromeo with just a little sign of impatience. “We could use it!”

After going through the process of building his business from the ground up, Torromeo has learned to appreciate certain aspects of equipment that enable people to do their jobs faster, easier, and cheaper. So when the company’s existing stationary crushing plant was not able to meet all of his goals, Torromeo took a close look at the portable crushing equipment that is available on the market—and he eventually chose a closed-circuit portable crushing plant made by a company in Wisconsin: the TelSmith 44CCP.

“Our stationary plant just couldn’t keep up with our production needs for a particular product,” said Torromeo. “It seemed like we always had a lot of oversize material to re-crush at one or more of our locations, so we bought the new portable TelSmith equipment to pick up the slack.”

According to Torromeo, the TelSmith 44CCP portable plant had a number of attractive design features that he appreciated. The most obvious feature was the plant’s portability. The company operates one quarry and several gravel pits throughout the state of New Hampshire. Torromeo wanted to have the ability to move his crushing operations from one location to another in order to produce aggregate products where and when they were needed.

“Having a portable crushing plant will make it a lot easier for us,” said Torromeo. “We’ll just move the crusher to the pit, instead of moving the pit to the crusher. In other words, we can crush on site and deliver the finished product from there. That way, we don’t have to move the rock twice.”

With its engineered design and expanded use of hydraulics, the Telsmith 44CCP met the easy-transportability requirement. The unit includes hydraulically folding feed conveyors and a 6 x 20-ft. (1.8 x 6.1-m) triple-deck screen module that hydraulically lowers into the chassis for travel.

“We used the portable plant quite a bit last winter,” Torromeo said. “We missed a few days in the really cold weather and when it snowed. But it’s going twelve hours a day now that spring is here.” He explained that the company is playing catch-up since its stationary plant was shut down for two months during the winter for repairs. “That shutdown depleted much of our stockpiles, so we’re working hard to replace them. We’re getting there.”

When asked how often the company has moved the new Telsmith portable plant, Torromeo explained that it has been in one pit since it was delivered last fall. “Eventually, we will probably be moving it three or four times a year to different gravel pits that we operate around the state of New Hampshire. We’re looking forward to it because it will be easy to move. I can pick up and move and reset this machine in almost one day.”

Torromeo said he was pleased not only by the portability of the Telsmith 44CCP closed-circuit crushing plant, but by its productivity, as well. The plant was designed to be used as a secondary or tertiary crusher and can produce three different product sizes, depending on the market

demands being met by the producer. “It has tremendous production capacity,” Torromeo said.

Another feature of the Telsmith 44CCP that impressed Torromeo is the way the unit was designed to permit easy access to the unit’s 44SBS cone crusher. The conveyor can be simply folded back, completely exposing the cone crusher for easy liner changes and other routine maintenance. Screen decks can also be accessed easily, making wire-cloth changes simpler.



*The feed conveyor folds to allow access to the cone for maintenance.*

“We have direct access to the cone crusher so we can maintain it,” said Torromeo. “From what I know, it’s the only one on the market that has a conveyor that you can fold out of the way. And that gives you direct access to the cone. On all the other crushing machines, you have to take everything apart. This one is quick—so it saves a lot of time and a lot of work.”

“We’ve had to use it a couple of times for minor things—and it was easy to get in there, very easy. It just took a matter of minutes. As far as I know, getting access to the crusher on most other plants is a real chore that can take a day or so. But with this one, you just swing everything out of the way and—bing!—you’re right in there.”

Additional features on the Telsmith 44SBS cone crusher include a digital display that shows the operator the status of the crusher setting. There is also an optional hydraulic anti-spin system that helps reduce liner wear while delivering improved performance.

Since the plant went into operation in the fall of 2004, Torromeo said all of the features that showed so much promise to him while he was shopping for a new crusher have come together in a single piece of equipment, thereby providing his company with a hard-working, valuable tool that is helping him grow his business.

“This machine saved my company this past winter,” said Torromeo. “Our stockpiles were very low on one particular size of stone. But our new Telsmith crusher bailed us right out. I’m glad we had it—because it certainly made my life a lot simpler!”

*44CCP-Closed Circuit Plant*



*SBS Cone Crusher*

