

New Hampshire Contractor Puts Out Serious Tonnage

With his nearest competitor 45 miles away, Lloyd Drew of L.A. Drew, Inc. in North Conway, NH might have been tempted to raise his aggregate prices. Knowing contractors faced making two trips a day to haul materials from his closest competitor, Lloyd could have just about named his price. But that's just not Lloyd Drew or his company.

"We don't take advantage of our isolation in order to drive our prices up," says Drew. "Our equipment allows us to keep our prices the same as our competitors 45 miles away. And because of that, we have two major customers in the area for whom we supply 100 percent of their aggregate."



L.A. Drew saw the opportunity for finished product sales and traded up to a larger Pioneer crushing operation

Founded in 1969, L.A. Drew began as a general contractor, specializing in building and site work. But in 1988, with a building boom underway in northern New Hampshire, Drew decided to expand the operation beyond the raw products. "We knew there was a need for finished product up in the northern tier of the state," he says. "Up to that point, customers in that area had been serviced by companies out of Canada and central New Hampshire. that's when we decided to purchase crushing equipment and form our sister company, Columbia Sand & Gravel, in Columbia, NH."

... with Kolberg and Pioneer Equipment

Under the business arrangement between the two sister companies, Columbia Sand & Gravel owns the washing equipment and sells the product, while L.A. Drew L.A. Drew owns the crushing equipment and handles the aggregate crushing and preparation for Columbia.

"When we started looking at our equipment, we looked first at Kolberg-Pioneer," Drew explains. "We had bought Pioneer equipment before with L.A. Drew, so we were familiar with the line, but we also received bids from other companies. After extensive negotiations, we decided to go with Kolberg-Pioneer because of our past experience with the company."

Kolberg-Pioneer Equipment Helps Keep Company Competitive

L.A. Drew purchased a Pioneer 2036 jaw crusher, a 36" cone crusher, a Pioneer 4' x 14' screen and a Kolberg 1812 portable screening/washing plant with a 5' x 12' screen and 36" single screw. Pioneer and Kolberg products are manufactured by the

Construction Equipment Division of Kolberg-Pioneer in Yankton, SD.

After several months of operation, Drew ran into the type of challenge most contractors dream of having: The business was doing so well, he needed larger equipment to meet the production demands. "We got on the phone with Kolberg-Pioneer and they sent out some people right away," he says.

L.A. Drew traded its 36" cone for the larger Pioneer 48" Magna-Cone crusher. The Kolberg 1812 screening/washing plant was traded for a Kolberg 1830 stationary plant with a 6' x 20' screen and 36" twin screws. "The original 36" cone plant had only a 4' x 14' triple deck screen," Drew says. "The 48" cone plant has a 6' x 20' triple deck screen. "With this, we started producing some tonnage."



Columbia Sand & Gravel, sister company to L.A. Drew, also expanded with a new Kolberg 1830 screening/washing plant.



L.A. Drew runs his raw Drew explains the biggest reason behind the need for more tonnage was the opportunity that arose with two regular customers - Pike Industries of Tilton, N.H. who operates a hot mix plant on site; and Persons Concrete, of Winnisquam, N.H., also on site. Columbia Sand & Gravel now supplies both customers with 100 percent of their material from finished products prepared by L.A. Drew, Inc. aggregates first through the Pioneer 2036 jaw plant and then to the Pioneer 48" Magna-Cone plant with its triple-deck screen. The aggregates are in closed circuit with the Magna-Cone and then sized by the Pioneer 6' x 20' screen. From this point, the product goes to a 7' x 12' scrubber and then to the Kolberg 1830 screening/washing plant. The aggregates are washed and minus 200 fines are removed by the twin screws on the plant. "When everything is running at once, we can make six separate products at one time," Drew says proudly. "And every product we make is salable. Nothing is wasted."

According to Drew, the operating costs of the equipment average about \$3 per yard across a broad product base - from raw product "out of the bank" to the finished product in the stockpiles. Because of this, he is able to keep his prices competitive with other companies who are located farther away from his customers. L.A. Drew produces on-site materials from mid-June through mid-October and produces materials off-site in early spring and late fall for other gravel customers in central New Hampshire.

L.A. Drew keeps an average of 30 employees year-round. Columbia Sand & Gravel employs seven workers throughout the summer months. Several years ago, Drew was joined in the business by his two sons, Kevin and Kyler, who both hold graduate degrees in engineering from the University of New Hampshire.

"Our major maintenance issue has been with the Magna-Cone," Drew says. "But I have no complaints there. Crushing equipment requires constant maintenance. it's just the nature of the beast. And components can be purchased locally, which is a big benefit."

Overall, Drew says he is very pleased with the performance of his equipment. "The people at Kolberg-Pioneer have been good to us," he says. "When we needed their

help to meet our production demands, they returned to us and worked with us until we found a solution."