

Excavator Lands BIG Recycle Profits

"What other single piece of equipment can bring in more than a quarter of a million dollars net profit a year?" poses Ken Foley, owner of Rehoboth, Mass.-based Pond View Excavation Corporation. Foley refers to the Pioneer CS 2436, a portable crushing plant that's made his company far more competitive and impressively



The highly-mobile Pioneer CS 2436 Portable Crushing Plant can begin crushing in no more than an hour after arriving at the site.

profitable. The highly - mobile Pioneer CS 2436 is manufactured by Yankton, South Dakota-based Kolberg-Pioneer, Inc., an Astec Company.

Foley is cashing in on the trend of tearing down the old and making way for the new. Just two years ago, Foley purchased the crusher to process materials within his own excavation projects. That alone provided incredible value by reducing the need to truck

in and truck out materials during site preparation.

With the portable crusher, Foley can recycle concrete and asphalt from the excavated lot and foundation on site and use the crushed mix as a base for the upcoming new construction project. And, any excess crushed materials can easily be sold on site to other contractors in need of low-cost materials. These capabilities give Pond View Excavation a major advantage over competitive excavators. "You've got the material on site, why not process it," says Foley. "Others don't realize what a cost savings this is, not to mention any revenue from salable products."

"The plant is easy to transport and easy to set up," says Foley. He explains that they can begin crushing in no more than an hour after arriving at the site.

"When we first started crushing on site, we were like a carnival act," he says with a laugh. "Other contractors would stop just to check out what we were doing. Pretty

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Up to five days

per week, Foley has no trouble renting the portable crusher, accompanied by its operator, for a fee of \$2,000 per day. The customer also pays for fuel and the entire rental fee is collected as soon as the job is completed.

"We've tried to capture the market of the contractors or municipalities with only 800 to 1200 yards of material to be crushed per location," he says. "The big crushing outfits have 10,000 yard minimums."

During months with continuous rental opportunities, Foley can realize up to \$30,000 net profit after the equipment payment, maintenance costs and operator salary. He doesn't understand why everyone isn't doing it. "Maybe they fear the initial investment - I don't know," he remarks. He admits that he's glad others haven't, as he's done very well in his market.

On a recent \$500,000 excavation project in Auburn, Mass., the future location of a new assisted-living facility, Foley maximized his recycling opportunities. "On this site, we had a lot of gravel, 8" and minus, some blasted ledges and various silt materials," he says. "Having the crusher available gave us the opportunity to crush everything to 4" and minus."



portable screening plant was used to screen more than 10,000 yards of excavated material into three different salable products: 1" minus stone for bedding, foundation slabs and drainage areas, 1" process stone for road base and oversize for deep fill areas.

After using what was needed for the site preparation, saving the cost of trucking in purchased materials, Foley sold the remaining product at competitive prices. Depending upon the type of product, he was able to get anywhere from \$5.00 to

DIMENSIONS

MODELS	A	B	C	D	E	WIDTH
CS 2436	13'-6"	32'-6"	4'-0"	4'-3"	6'-10 1/4"	8'-10"

\$15.00 per yard of processed material.

The salable products were "pure gravy" in addition to the net profit from the half-a-million dollar excavation project.

Before acquiring the Pioneer CS 2436, one of Foley's less-than-desired profit centers was charging \$45.00 per hour hauling materials in and out of a site. "After taking into consideration the cost of tires, the breakdowns, repairs, insurance, DOT hassles and fuel expense, I was clearing about five, maybe ten bucks an hour - if I was lucky," he exclaims.

With that said, Foley's decision to buy a Pioneer crusher was a "no-brainer." And why not - he's laughing all the way to the bank.

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