



Fay & Wright Excavating 'Crush It' in Aggregate Industry



Lee Baldwin demonstrates the ease of operation of the Tecweigh scales.



This particular rock presents its own set of challenges and makes achieving cubical particle shape very difficult.



Stockpiles of finished product ready to go to the asphalt plant.



(L-R) are Lee Baldwin, vice president of Fay & Wright; Tony Moura, Whitney & Son; and Jared Denis, vice president of Fay & Wright.

Fay & Wright Excavating is a portable crushing service serving Connecticut, Massachusetts and New York. Its services include rock crushing, concrete and asphalt recycling, screening and site work.

The company, which was founded in 1983 by Peter Fay and Ed Wright, cut its teeth on residential site work and quickly expanded into commercial excavating. In 1987 they purchased their first portable rock crushing plant and started to fine tune the focus of the company to crushing and recycling unwanted rock and demolition debris into usable aggregate products. Over the next 30 years, the company experienced steady growth and has become one of the leading portable crushing contractors in the northeast.

Preparing for the Future

In 2015, Fay and Wright started their exit strategy from ownership and leadership of the company and put a plan in place to leave the company in capable hands.

Jared Denis, a 10-year employee with 22 years of industry experience, including opening his own company, was appointed vice president. Shortly thereafter, Lee Baldwin joined the company as vice president, bringing his own experience as an equipment operator, mechanic and 15 years of experience working for the local Caterpillar distributor.

The formation of this new partnership has led to the expansion of Fay & Wright while Denis and Baldwin continue to remain focused on the simple formula that led to the com-

pany's founders' success:

- Commitment to customers,
- Maintaining a committed and talented workforce, AND
- Continuing to keep pace with the latest technology and to improve efficiency

Contract Crushing

In recent years, Fay & Wright, in an effort to expand its portable crushing operations, started doing contract crushing for quarries and gravel pits. Research showed that from time to time aggregate producers would shut down operations for equipment maintenance, repairs, or to put in new equipment for expansion. During these periods quarries can find themselves in a position where they need to continue production in order to keep their customer base satisfied. At other times, a producer may find that they have a call for a specific product that they are not currently making, or making enough of, and rather than shutting down or adjusting their current operations it makes sense to have an outside vendor come in and temporarily expand the production of certain products in their quarry.

To address this market, Denis and Baldwin realized that they would need to modernize and improve some aspects of their current crushing spread if they were going to satisfy the needs and quality control demands entailed in crushing for a quarry versus crushing and recycling at a demolition or construction site. Certainly, they would need to increase their

production volume while maintaining high standards.

To achieve these goals, they tapped into the resources of an old and trusted vendor, Whitney & Son.

Working with Tony Moura, their representative from Whitney & Son, they started putting together a plan to expand the capabilities and capacities of their current plant. Shortly thereafter, a Nordberg HP Series closed circuit plant, along with a set of Superior conveyors with Tecweigh belt scales was purchased.

"Previously, with our old spread, we could make product down to ¾-inch. We needed the capability to get down to ½-inch, 3/8-inch, and dust, and the Nordberg HP got us there," Denis said.

"We landed a major job with a high-volume producer who was building a new plant and we were contracted to work with them to achieve their needed production levels. To achieve this we needed to put a second plant together."

A Nordberg NW 125 jaw crusher was purchased. This 37 by 49 single toggle jaw is able to receive rock up to 36-in. (91.4 cm) minus.

After its initial crush from the jaw, materials are sent to a 54 in. (137 cm) closed circuit cone plant, then to a Superior surge bin, which, according to Denis "is like a holding bin that handles the ebbs and flows of product coming from the primary crusher."

The Superior bin then feeds a Nordberg HP400 chassis mounted cone crusher.



Fay & Wright Find Niche in Portable Crushing Operation

After being processed by the cone crusher, material is conveyed to a Deister 6 x 24 triple deck screener, which is mounted to a Superior chassis. Material is separated out into three conveyor systems and any product in excess of 5/8-in. (1.58 cm) in size is sent back to the surge bin and is then reprocessed back through the HP 400 cone crusher.

This entire system was put in place with Denis and Baldwin working very closely with Moura from Whitney & Son.

"Particle shape from our new plant was very consistent, which is absolutely critical for us," Baldwin said.

"The stone that we are producing is going to a major asphalt producer and with the rock that we are working with getting a good shape for asphalt is particularly challenging because of how the stone splits. Flat stone would not meet the spec for this particular asphalt producer. We needed to have as cubical particle shape as possible and the customer does quality inspections on a daily basis.

"We could not meet that spec with our old crush spread and thanks to Tony Moura and Whitney & Son we are meeting our customer's quality expectations and the expected production levels."

"This was a significant project for Whitney & Son, but we were able to pull it together very efficiently in part because of the employees at Fay & Wright," Moura said. "Their team was motivated, experience, and hard working. They are a great group of knowledgeable guys that really pitched in and helped us get the equipment operating to its full potential."

"We did our homework and our research told us that Metso was the company we needed to partner with to achieve the kind of spec and production levels we were looking for," Denis said. "Working with Metso's dealer Whitney & Son has been a great experience. Their customer service is top notch. It was a major investment but we are meeting and exceeding all of our production and quality control goals.

"As a company we will hit a new record this year, processing in excess of one million tons of material. In addition, our finished spread is very



All conveying systems in the Fay & Wright portable crushing spread are manufactured by Superior and sold and serviced by Whitney & Son.



From the Superior surge bin, materials are sent to the Metso HP400 chassis mount cone crusher.



The Nordberg NW125 37 x 49 jaw receives a mixed load of material up to 36-in. (91.4 cm) minus in size.



Deister 6 x 24 triple deck screener with any materials in excess of 5/8-in. (1.58 cm) being separated and sent back to the surge bin.



After the primary crush materials are fed to a Superior surge bin, which evens out production by leveling out the ebb and flows of material coming from the primary crusher.

easy to make adjustments on and the hydraulic legs give us tremendous ease of setup.

"We are also very happy that we made the investment in the Tecweigh

scales. We need our customer to feel very confident that he is receiving the amount of material that he is paying for. The Tecweigh unit is self-contained, user friendly, consistently ac-

curate and easy to calibrate.

"Our service after the sale with Whitney & Son has also met all expectations. We purchase all of our wire cloth and most other needed wear items from Whitney. The people back at their office are just as helpful and knowledgeable as Tony and that means a lot to us."

About Fay & Wright Excavating

Fay & Wright Excavating Inc. provides customers in the Connecticut Metro area with large and small volume mobile crushing services.

Its offerings include:

Developmental Crushing — Crushing of over-burden to turn it into a usable product.

Supplemental Crushing — Helping you fulfill increased demand without a major capital investment and crushing your additional volume during a large contract or business surge.

Green Field Development —

Development of a new site to help you assess the market for a product before investing in a new plant.

Abandoned Sites — Its fleet of portable crushing plants are capable of meeting all certified state gradation stone specifications. Fay & Wright produces clean product from material already on your site for sub-base, pipe back fill, utility trenches, etc.

For more information, visit www.faywrightinc.com.

About Whitney & Son

Whitney & Son, Inc. is a third-generation, family-owned business covering the Northeast region of the United States providing sales, service, and rentals to the aggregate, asphalt, and recycling industries.

For more information, visit www.whitneyandson.com.

(This story also can be found on Construction Equipment Guide's website at www.constructionequipmentguide.com.) CEG