

Working Since 1881

Welcome to Our Newsletter, The Frog Rocks...

the quarterly newsletter of the Frog, Switch and Manufacturing Company. We feature articles on our dealers, share our success stories, and keep you informed of our new products, new patterns, and what's new in our industry.

If you have any article suggestions, or would like to submit a question to our Q&A section, please contact Lynn Hofer:
lhofer@frogswitch.com.

The Frog, Switch Manufacturing Company

600 East High Street
Carlisle, PA 17013
Phone 717-243-2454
Fax 717-243-7768

www.frogswitch.com

Dealer Profile: R.M. Murdock Co., Inc.

In 1943 Bob Murdock Sr. borrowed \$4,000 from Frog Switch to buy a car and a few office supplies, such as a desk and chair. He ended up as the north-east sales agent for Frog Switch promoting their manganese steel crusher wear parts to the aggregate industry.

Bob rented office space in the Lincoln Building, midtown Manhattan. Here also was Nordberg's office. Down the street on Park Avenue was New York Trap Rock corporate offices. At that time the need for a New York City office was critical. How times have changed!

In 1954 Bob, Jr. joined his father who had already paved the way introducing Frog Switch products. At that time, three major foundries in the east competed with Frog Switch for

direct user business – American Manganese Steel Co., Taylor Wharton and Thomas Foundries. The only survivor of the original four is Frog Switch. Columbia Steel Castings in Portland, Oregon remains the only other dedicated manganese steel foundry in the U.S.

In 1976 Bob Jr's son Rod joined his dad. Working together the two relocated the Murdock office to Frankfort, NY. This was a big move for the company, enabling them to become a stocking distributor of manganese steel crusher castings.

Through their rich 60-year history, Murdock's focus has remained on wear parts for crushing equipment. Additionally they represent Eagle Foundry Co., the manufacturer of chromium white

iron wear-resistant castings.

Today Murdock's role has expanded to include screening media. In addition to the conventional woven wire screen cloth and perforated plate, Murdock carries a synthetic urethane screen product manufactured in the U.S.

In summary, The Murdock Co., now under the direction of president Rod Murdock, grandson of the original founder, distributes wear replacement crusher parts and screening media manufactured by the premier companies serving the crushed stone industry. But their technical sales personnel are second to none, assisting in nearly all phases of crushing and screening relating to the processing of quality specification aggregate.



The Murdock team in 2005. Left to right is Dana Murdock, Joe Fiori, recently retired head of sales in New Jersey and Pennsylvania; then Rod and Bob Murdock.

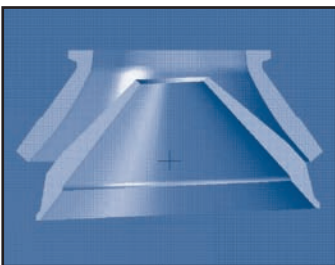
Tech Q&A with Tony



Q. What information do I need to select the right liners for my crushing chamber?

A. Four key pieces of information are required, including:

1. The closed side setting of the crusher.
2. Sieve analysis of the feed material going into the crusher.
3. Current liner design, identified by manufacturer's part number.
4. Obtain worn liner profiles from current liner design.



**Celebrating
125 Years of
Service!**

Frog earns Vulcan Materials "Alliance Award"



Vulcan Senior V. P., Jim Smack, presents award to Bill Walters of Frog Switch

For the sixth consecutive year, Frog Switch has earned an Alliance Supplier award from Vulcan Materials. This year's Silver award recognizes excellence and overall performance in supplying manganese steel castings to VMC nationwide.

The formal presentation was made February 21st in San Antonio Texas by Vulcan Senior Vice President, Jim Smack to Bill Walters of Frog Switch.

To earn the award, Frog Switch was rated by a team of Vulcan Plant superintendents in five categories, including Product, Service, Business, Support and Value.

Many thanks to our dealers, Spaulding Equipment Co, Paschal Associates Sales, Inc., Southern Mine Supply Co., and J.A. Winton Co. for their efforts, wishing all continued success in the future!

Foundry Upgrades

Over the past year, Frog Switch has enhanced production capabilities and made a number of other improvements. Among them:

1. Improvements and increases in V-Process production:
 - V-1 – from 19 to 24 castings per day
 - V-2 – from 9 to 14 castings per day
 - V-3 – up to 8 castings per day
2. No Bake area production has increased from 10 to 14 molds a day.
3. The foundry has invested in new process carriers and cooling systems, also contributing to increased production and a higher quality product.

4. Added flexibility on the production lines has allowed us to meet production delivery goals during maintenance downtime.

5. The foundry management team has been strengthened by the addition of experienced foundry staff to meet our goals of increased production and improved quality.

In general, the improvements made during the past year and a half have enabled Frog Switch to reduce lead times significantly, so customers can order and receive parts they need within a specified time frame. We are committed to working within the confines of our customers' business cycles.

