



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.

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AMBASSADORS OF AGGREGATE

Paschal Associates Sales, Inc – Asheboro, North Carolina

More than half a century ago, Fred Paschal and his brother turned a fascination of things made from the ground into what is now one of the aggregate industry's most respected suppliers.

The success of Paschal Associates traces back to the late forties, early fifties when Fred's brother sold materials to brickmakers. After serving in the Air Force during WWII, Fred found himself drawn to the aggregate industry.

"To me, aggregate and brick were similar industries", Fred remembers. "My brother sold to people who took clay out of the ground and turned it into brick. We took rock out of the ground and turned into material to make concrete or asphalt paving. The common denominator was screening, which we both sold"

The two remained friends for years and did not compete. Paschal later added vibrating screens, wirecloth, and, ultimately, manganese castings to his product offerings.

"A fellow was selling Frog Switch castings around here and we tried to compete with them by taking on a different line, but they had a small furnace", he said. "Our itty bitty jaw at that time would be a baby beside the jaws Frog

Switch makes today!" Paschal then managed to acquire larger castings, doing road trips to measure castings, shuttling drawings back to the foundry so patterns could be made.

After a relationship with an off-shore castings manufacturer soured, Fred knew it was time to set up at a meeting with Frog Switch. "We had a big outfit with six salesmen on the road and four in the office. We knew they made quality products and were close to our Virginia quarry customers. They needed us and we needed them".

Fred met with Bill Walters, Frog's Vice President of Sales & Marketing and the deal was struck. "We got our patterns into their repertoire, we worked together with them, they worked hard at it and we've both come a long way since that initial meeting." he recalls. "They are able to give us much better deliveries."

In five short years, the relationship between Paschal and Frog Switch has flourished, giving both entities a stronger foothold in the aggregate industry. Today Paschal distributes Frog Switch castings in Virginia, North and South Carolina, giving Frog Switch a much needed boost during troubling times for the steel



Fred Paschal, founder of Paschal Associates Sales, at his desk with box of customer cards he's carried to work for over fifty years.

industry. Castings sales in the territory have increased five fold.

No one is more pleased with the alliance than the folks at Frog Switch. "Fred Paschal is a gentleman of this industry", Bill Walters says. "We competed for years and I didn't know what to expect. He turned out to be one of the nicest guys I ever met."

Indeed the 89-year-old patriarch is a beloved character to his colleagues in aggregate.

As for hobbies, Fred's love of the links inspired him to help build a golf course in Asheboro, North Carolina, though he has since retired from the game. Fred and his wife, Frances, enjoy time at their farm in the mountains and visiting their three kids. He is a voracious reader with a penchant for WWII history.

Fred speaks fondly of his "talking dog", a little Shih Tzu named Bandit who visits the office from time to time. "He throws his head back and talks when he sees the kids down the street. He also talks to Kathy in the office".

Meanwhile, Fred totes his "laptop" to the office every day—the same box of customer cards he's carried since starting the business fifty years ago.



The Paschal team in 2004. Front row from left: Max Bower; Fred Paschal; Mike Martin; Bucky Smith. Middle row from left: Vel Holland; Mary McIntosh; Kathy Yates; Back row from left: Andrew Barksdale; Mark White; Bob Bartok; David Cox.

Tech Q&A with Tony

by Tony Baldwin, Director of Project Engineering



Q. How do I identify the proper bowl liner for Symons cone crushers?

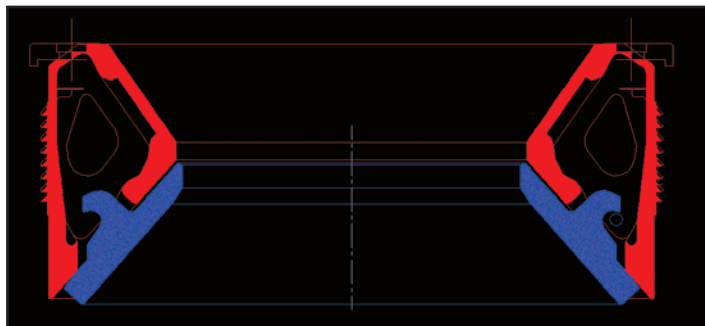
A. The Symons cone crushers were designed with different bowl liner seating surface angles and different frame diameters at the top feed opening, depending on the type of crushing required.

Crusher bowl frames are usually designated as extra coarse, coarse, medium, or fine, and require a bowl liner which will match the particular frame. The seat angle, mounting hook location, and the top outside diameter are critical to the fit of the liners.

When replacing the bowl liner, the OEM part number is the most reliable way to identify the crusher frame seating angle and the style of liner currently being used.

It is possible to install a coarse liner in an extra coarse bowl frame or a medium liner in a coarse frame, and so on, but the bowl liners must have the proper seating angle and mounting hook location to fit into the specified frame. A filler block may also be required between the liner and the frame to reduce the amount of backing material required.

When a customer wants to change to a different liner profile, Frog, Switch engineering can compare the proposed liner with the current design being used to verify the mounting hook position in relation to each other and with the seating surface.



Crusher Bowl Frame

Frog earns Seventh Vulcan Materials "Alliance Award"

For the seventh 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 in February by Vulcan

Senior Vice President of CMG, Mac Badgett, to Alf Basson of Frog Switch in St. Petersburg, Florida.

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.



Vulcan Senior Vice President, Mac Badgett presents the 2006 award to Alf Basson of Frog Switch .

Frog #1 in Delivery!

Due to increased production capacity and new efficiencies in the plant, Frog Switch now offers the shortest lead times in the industry.

We Rock!

Breaking News

New Dealers! Frog Switch welcomes two new dealers to its growing family of castings distributors, including:

Cascade Casting & Machine, Aurora Oregon.

Owner Jim Johnston will sell Frog Switch castings in Washington, Oregon and Southern British Columbia.

Power Motive Corporation, Colorado Spring, CO.

Larry Barnes, Product Support-Aggregate Division and his group will cover Colorado and South Dakota. The company has two other branch offices in Grand Junction and Denver.