

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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FROG ROCKS 'EM AT CONEXPO 2008

This year's ConExpo proved to be the best ever for Frog Switch. With unprecedented booth traffic, the trek to Las Vegas was a valuable and memorable experience for the twelve employees who attended, our customers and new folks with whom we hope to do business.

an entire portable plant functions. What I do on a day-to-day basis now has greater meaning, because I don't just see words and numbers anymore, but real life applications in real businesses. The whole experience was invaluable to my career."

C.J. Havens, Sales Analyst

"There were several advantages to attending ConExpo from an engineering standpoint. Meeting customers face to face makes doing business much more personal, helping the relationship grow.

I met with several customers for whom we are working on new liner designs for crushers. This work is typically done via emails, faxes, and field sales personnel.

By talking directly with them, discussing and reviewing design changes, many engineering questions were answered, allowing both parties to feel confident about changes being made. I was also able to view the latest crushing equipment, to see what might be of benefit to Frog, Switch in the future."

Tony Baldwin
Director Product Engineering

"This was my sixth ConExpo, the first with Frog Switch, and the best show I ever attended. Our booth was very sharp with a tone of professionalism – feedback I heard from several key customers.

Most impressive was the diversity of personnel working our booth. There were employees from every department – engineering, sales, foundry and upper management. I was able to introduce my customers to the Frog Switch team, so they could put a face to a name, give them a chance to ask questions and gain a better insight of us and our product.

We received more inquiries here than any previous ConAgg show. You always worry about whether the cost of the show gives you back a return. This was a good investment for us."

Mike Craft
Western Regional Sales Manager

"It was a great show this year! We received heavy traffic in our booth and left with many solid, new leads. ConExpo is a phenomenal show to attend. It gave me a chance to see all of my OEM customers and our dealers all under one roof. It was also a great opportunity to meet new

contacts and see all the new crushers available."

Kim Hurley
OEM Sales Manager



Those who manned the booth tell the story best. Here's what a few had to say:

"This was my very first ConExpo, and I was amazed at the size of the show! At first I thought we may have had an overabundance of help but many times everyone in our booth was busy with customers and people were waiting to talk to someone.

Since my territory is somewhat new for Frog Switch, the show helped me map out the territory and identify potential areas of growth. We made many valuable contacts—all in all a terrific sales tool."

Larry Barnes
Midwest Regional Sales Manager

"Before the show, I worked with numbers and sales figures every day, but lacked a good foothold on the big picture of things. To me, bowl liners, mantles, jaws were just words on paper. It wasn't until ConExpo that I got the opportunity to see the business firsthand – to get a feel for what types of industries buy our products and how they are used.

For example, I saw what a jaw liner looks like when installed in a crusher, and how



The Frog Switch booth at ConExpo drew throngs of existing and potential customers, making it a very successful event.



Tech Q&A with Tony

by Tony Baldwin, Director of Product Engineering

Q. What are the variables that affect jaw crusher performance? (Part III- Tooth Design)

A. Different tooth styles or tooth designs do not affect the liner wear characteristics as much as it affects the crusher performance in regard to material thru put and the desired finished product.

There are several designs of jaw plates which are used for specific material conditions.

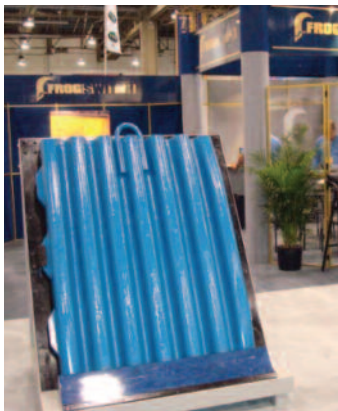


Another design is the corrugated or toothed jaw. The teeth come in a variety of shapes, including sharp, rounded, and teeth with a flat top. The tooth shape is determined by the composition and the size of the feed material. If the material has a high compressive strength, you'll want a sharper tooth to fracture the material being crushed.

Also the pitch, or spacing of the teeth, is determined by the size of the material being crushed and the desired final product.

Toothed jaw plates with smooth ends have become very popular. This style provides higher production than a completely smooth jaw plate and also increases the wear life on the ends of the jaw as compared to fully toothed jaws. The smooth ends give accurate product sizing where this is important. Picking the correct tooth profile will play an important part in the performance of the crusher.

Simple as the principles of the jaw crusher may seem, there are many factors to consider when choosing the correct jaw plates.



A smooth jaw plate, which does not have any teeth or corrugations – is good for crushing soft, friable material to produce a lot of fines. Smooth jaws give the maximum wear life compared to other jaw plate face designs. The compressive force per square inch on a smooth jaw plate is low. This can be viewed as a negative because it requires more horsepower to operate the crusher.



Round tooth profile.

Plant Safety Improves Productivity

Foundry employees are safer and happier, thanks to several innovative programs launched by Frog's Environmental Safety Department.

We've also added numerous safety kits, burn blankets, and other first aid equipment, including a new AED machine.



New amber shade safety glasses that improve visibility and enhance mood have replaced the older style clear plastic lenses. The ability to see more in low light increases safety hazard identification, reduces tripping, and boosts the morale of employees.

Handrail and dust collection is now efficiently managed with our new mobile vacuum truck.



For foot safety and comfort, employees are offered Redwing brand Worx steel toed metatarsal boots.



Custom-made vinyl signs throughout the plant identify machines, alert to traffic areas, post voltage ratings, mark property, distinguish raw materials and hazards, etc.



These are just a few of the new safety initiatives implemented over the past several months resulting in a safer work environment and higher plant productivity.

2008 Show Schedule

Sept. 22–24, MinExpo International, Las Vegas

Booth 123 - North Hall