

Working Since 1881

## Welcome to 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 FITS WITH OUR CULTURE"

### Dealer Profile: R. B. Scott – Eau Claire, Wisconsin

Since 1976, R.B. Scott has been a driving force in the aggregate industry, providing equipment, parts and service to sand and gravel and crushed stone customers in a ten-state area.

R.B. Scott was looking for a strong partner in the manganese parts aftermarket business. A new relationship blossomed in spring of 2009 when owner/president John Mickelson found what he terms "the perfect fit" with Frog Switch.

After many years in sales, John and wife Nancy bought R.B. Scott Company, Inc. from founders Ralph and Norma Scott in 1993. Since then the family-oriented company has grown to 16 employees, covering a wide swath of the north as a full line equipment dealer of aggregate and recycling process equipment and parts.

The decision to handle Frog Switch wear parts was carefully thought out. "We considered many options including price-driven off shore brands, but we felt the people at Frog fit better with our culture", says John. "We feel good about the decision, having secured orders we wouldn't otherwise have had."

According to John, one of the strongest considerations was Frog's willingness to invest in new pattern development – giving R.B. Scott a competitive edge in an ever-changing marketplace that

includes a broad range of crusher brands and sizes. After numerous meetings and a visit to Frog's plant last year, the deal was sealed in October.

R.B. Scott's sales and service team is application oriented and highly experienced, and John recognized many of the same qualities in the people at Frog Switch.

"We were impressed by the whole staff, from office to plant manager", he explains. "It's important to develop patterns that prolong life or improve the performance of crushers. We believe Frog possesses skills that blend with our background".

Bill Walters, Frog's vice president of sales, is equally impressed with R.B. Scott's team. "They not only have

ship. To augment their stable of respected brand names, R. B. Scott now sells Frog Switch manganese steel crusher parts in Wisconsin, the Dakotas, Minnesota, Upper Peninsula of Michigan and parts of Wyoming & Colorado.

Due to economic pressures, John sees aggregate customers becoming more selective in their parts needs. Thus, the company is committed to inventorying a large number of brand name parts, with most orders handled out of the warehouse in Eau Claire.



R.B. Scott Headquarters



John & Nancy Mickelson

"We place a very high value on our relationships with our customers," he asserts.

"Our entire business is based on aggregate processing equipment and parts. We have high expectations of ourselves and of our vendors. We expect Frog-Switch will exceed those expectations, and look forward to a long and mutually beneficial relationship."

For more information on R.B. Scott visit their website at [www.rbscott.com](http://www.rbscott.com).

the coverage, but the talent to sell manganese castings – they can talk intelligently with customers about design to determine what they need to get the job done", he says.

John takes pride in how well his district managers represent suppliers, emphasizing it's not a "one way street" but a strong partner-

## Tech Q&A with Tony

by Tony Baldwin, Director of Product Engineering

### Q. Where can I find information on requested parts?

**A.** There are two sources: the price/parts spreadsheet and the crushing chamber profile data sheets.

Used mainly as a casting pricing tool, the price/parts spreadsheet is maintained by the sales department. Parts are listed by machine size; part description; Frog Switch pattern number; OEM part number, mold station; flask size; drawing number; casting weight, and price:

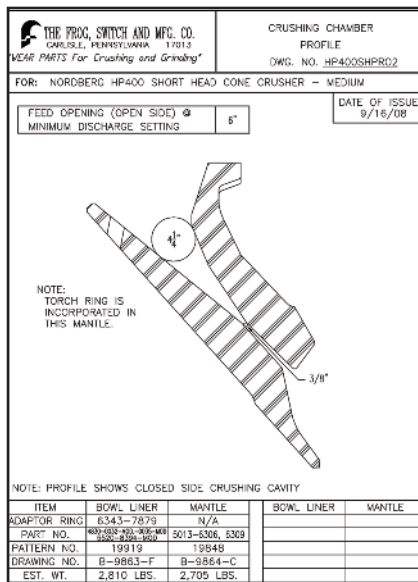


Machine Size	Sub-Cat	Part Description	Pattern#	OEM Part#	MS	FLASK	Drawing#	Weight	Unit Price IndM	Unit Price SMC65	Unit Price SMC62	Unit Price SMC68
									14%	14% WW	19%	18% WW
HYDROCOONE AC 530		CONCAVE RING	9526	07-333-616-002	B	5x5	B-6126	700				
HYDROCOONE AC 530		MANTLE	9557-B	07-233-611-002	B	5x5	B-6132-A	600				
HYDROCOONE AC 236-436		CONCAVE RING	11087-AA	07-3444-001	B	5x5	B-6851	1,435				
HYDROCOONE AC 236-436		CONCAVE RING	11087-BA	11087-BA	B	5x5	B-6851	1,533				
HYDROCOONE AC 236-436		CONCAVE RING	11087-D	07-337-952-002	B	5x5	B-6851	1,233				
HYDROCOONE AC 236-436		MANTLE	11105	11105	B	5x5	B-5615-E	850				

For a more detailed description of the parts, look at the crushing chamber data spreadsheets and the crushing chamber profiles. Both are issued and updated by our product engineering department. The crusher data spreadsheet shows the liner combinations that are used together and references the OEM part numbers, Frog Switch pattern numbers, estimated weights, and the crushing chamber profile numbers. After locating the liners you are looking for, reference the crushing chamber profile number corresponding to the parts of interest.

The chamber profiles are indexed by crusher type, the crusher manufacturer, and crusher size and model (Example: Cone Crusher; Nordberg; HP400SH). Using this chamber profile number, you can then view that specific crushing chamber profile data sheet. The chamber profile gives additional information as to the type of liner (Fine, Medium, Coarse, Etc.), type of crusher frame (Fine, Medium, Coarse, Etc.), the recommended minimum discharge setting and the closed and open side feed openings.

These profiles can be customized to your specific requirements by the engineering department upon request. This includes changing the discharge setting, overlaying liner designs, and overlaying worn liner profiles.



## Frog Implements OSHA Outreach Training Program

The Frog, Switch & Manufacturing company has trained its superintendents and supervisors in the OSHA 10 Hour General Industry Outreach Program. Training goals included: Improving Safety Culture and accident prevention. Topics covered: OSHA Inspections, walking and working surfaces, means of egress and fire protection, electrical safety, PPE, machine guarding, hazard communication and safety & health programs. Employees were introduced to OSHA policies, procedures and standards as well as general industry safety and health principles covered in OSHA Act Part 1910. Special emphasis being placed on areas most hazardous using standards as a guide, and foundry experiences.

## Finding My Real Job

by Lynn Hofer, Information Systems Administrator



I was hired at Frog, Switch 19 years ago by its president because I had a Carlisle address and because I had a college degree in data processing and a master's degree in office technology. I was staying one year, maybe two, until I got back to my real job as a business teacher.

Making the move three years later to Information Technology was a relief. At this time, there were probably less than ten computers. There was no network. No internet, no email, no file sharing, only a batch computer system and tons of filing. There was no way to reach ANYONE unless you got up out of your chair and went looking for them. We did, however, have 2-way radios.

"Who handles our computers here?" was answered with... "Well, since you asked, maybe you can." Sixteen years later we have a fiber backbone infrastructure that connects all of our buildings on our campus, a 3-server network, a wireless main office, a dazzling website, PCs and laptops for our users, a foundry-specific software package, and a current phone system that works all by itself. We've had 2-way cell phones for years.

In spite of the challenges facing our industry over the years, I have remained grounded in my dogged pursuit of technological advancements at Frog, Switch. I may be the IT department, but it took a lot of support from everyone I've worked with over the years to accomplish all that has been done, and I think that our customers have benefited as well.

Finally, I would like to thank that president who hired me because I had a Carlisle address.

Oh, and this IS my real job.