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Art Anderson Inc.

Impact of a cost-efficient crusher a positive for the bottom line

by Kelly Gates



The Eco-Crusher creates revenue by turning useless debris into material that can be used on site or on other jobs and charged for — or sold to other contractors.

Art Anderson Inc., of Vineland, NJ started out as a small general contracting firm founded by union carpenter Art Anderson. During the early years, the company focused on carpentry and masonry jobs, mostly school and municipal building projects, which enabled Art and a small crew of workers to handle nearly all aspects of new builds and demolitions without outsourcing.

In 1974, Art's son Douglas came to work for the business and shortly thereafter, the father-son duo decided to add site work to their list of services. According to Douglas, the company grew steadily from there, with Art's other two sons also joining the business after high school.

"As we expanded and began taking on new projects, we acquired a lot of different equipment, starting with a backhoe," said Douglas. "Now, we have everything from backhoes, excavators, wheel loaders and dozers to scrapers, tractors, an Extec screen and an Eco-Crusher."

Many of their machines have been utilized for clearing sites for new construction or tearing down existing structures. Others have been most useful for prepping parking lots, foundations, roadways and other labor-intensive structures.

While the fleet of equipment has been highly suitable for most of the company's purposes, the Eco-Crusher



EcoCrusher 4

The BF120 is the largest in a line of five models, it mounts on excavators 68,000 pounds and up and has a 1.25 cubic yard capacity.

— purchased a little more than two years ago — has enabled Art Anderson Inc. to save time and money, keep its union workers busy regardless of weather conditions and reduce unnecessary trips to and from local recycling yards.

“The crusher is great on bad weather days because when it is really wet outside, most of our other equipment just ends up making mud. But we can always run the crusher, rain or shine,” explained Douglas. “This gives us the advantage of keeping our employees [all of whom are union members] on the clock on days when we might not normally be able to work outdoors.”

Because the company’s new Eco-Crusher attaches directly to an excavator, simply replacing its bucket, the unit only requires one person to operate. It can be easily transported from location to location and within minutes, can be

routine demonstrations at his company’s Shamong, NJ headquarters. Douglas dropped by one day to take a look and became convinced that the portable crusher was exactly what their operation needed.

Indeed, it was just right for Art Anderson Inc. The crusher has enabled the company to complete several major projects with great efficiencies, including a recent football stadium demo and reconstruction job.

“The stadium had built-in bleachers on a sloped bank, and we had to tear out those and completely resurface everything from the football field to the running track,” said Douglas. “Another recent project was a chemical storage relocation at Richard Stockton College, a concrete demolition job that we finished off by paving the parking area. We used recycled material from the demo as the

process everything in a single pass. This bodes well for the contracting operation which frequently pulls oversized sections of curbs, concrete walls and slabs from job sites.

“There’s no need to break anything up with a hammer first,” he said. “We can even feed reinforced concrete into the crusher and it removes all of the concrete, leaving rebar and wire that is completely clean and ready to go straight to the scrap yard.”

Crushed pile, final output sizes range from 6 to 1-inch minus.



Art Anderson, Inc. was contracted to demolish stadium with cast in place bleachers (left).

set up on any property big enough to fit an excavator — a 50-foot by 50-foot space is room enough.

And, since the crusher is used to processes waste material on site, employees no longer waste time hauling chunks of brick, concrete and other items away to recycling yards or returning with expensive base product purchased from a third party processor.

According to Douglas, the Andersons had their eyes on the Eco-Crusher for several years before buying, having seen it exhibited at the CONEXPO-CON/AGG in Las Vegas. The father-son business owners became even more intrigued when a local contracting outfit purchased a crusher for its own purposes and within months, became the sole distributor for the company in the United States.

The contractor, Larry Giberson, quickly started inviting other contractors to

paving sub-base.”

Having the Eco-Crusher on hand enabled the contract company’s crews to work steadily, deconstructing both facilities and creating rubble piles as they worked. When enough waste accumulated, the crusher was fired up and a single worker began systematically reducing it to the exact size necessary to meet the project’s predetermined specs.

After using the crusher on a few sites, the Andersons found a way to make set-up even more efficient by installing hydraulic couplers on one of their excavators.

“Now, we can swap out the excavator bucket for the crusher even faster, which is incredibly efficient,” noted Douglas.

Other benefits of the company’s Eco-Crusher model BF 120 — the largest Eco-Crusher unit currently made by the manufacturer — include its ability to take large pieces of material and



The Eco-Crusher jaw crusher bucket recycles up to 15-inch minus material.

Eco-Crusher an economic revolution for crushing industry’s small contractors

by Kelly Gates

When Larry Giberson purchased a crusher for his family’s contracting business in 2005, he was so impressed with its potential that he soon became the exclusive distributor in the United States, and created Giberson Enterprises, LLC to do so.

Manufactured by Italy-based MB Crusher, the line of crushers are very affordable, costing around \$105,000 for the largest units. Each unit is also highly portable, attaches to most standard excavators and requires only one person to operate. It was these characteristics that drew Giberson to the crushers, and he believes that these same properties will soon revolutionize the entire onsite crushing industry.

“When we bought the crusher, we were the first company in the country to have it,” he said. “It was the first product of its kind to ever be sold here, and after earning the rights to distribute it domestically through our company, Giberson Enterprises, we chose to brand it as the ‘Eco-Crusher.’”

“Eco” is certainly fitting. The units are the most economic crushers currently on the market. This makes them prime pieces of equipment for around 80 percent of the contractors in the U.S., most of whom don’t take on jobs that warrant the larger, more expensive models.

According to Giberson, Eco-Crusher’s core customer is the small contractor who spends a significant amount of time and money removing construction or demolition waste only to purchase and haul back the same type of material after it is processed by a third party recycler.

Art Anderson Inc., of Vineland, NJ used to do this. But when the company — which specializes in masonry,

carpentry, demolition and site work — bought an Eco-Crusher from Giberson Enterprises, the efficiencies created by the machine left Douglas Anderson, co-owner of the business, in awe.

“It wouldn’t have been economically feasible for us to buy any other type of crusher because we don’t have enough volume to warrant it,” he said. “With the Eco-Crusher, we are able to bring it onto any job site, set it up in a matter of minutes and have one operator process an entire pile of rubble to an exact spec in a single pass.”

After little more than two years of owning and operating the Eco-Crusher-model BF 120, Art Anderson Inc. has nearly achieved total return on investment. The money saved by eliminating frequent runs to the local recycling yard is astronomical, according to Douglas. Eliminating such costs has also allowed the company to win jobs by offering lower bids while still obtaining higher profit margins.

With happy clients like Douglas Anderson helping to spread the word, Giberson expects the Eco-Crusher to continue altering the course of the materials processing industry one contractor at a time. More than 5,000 units have already been sold around the world since BF Crushers began manufacturing them in 2002. The line presently includes five models in sizes that can be fitted onto excavators weighing between 18,000 and 118,000 pounds.

“Right now, it almost feels like the Eco-Crusher is filling a niche,” said Giberson. “But with the majority of contracting companies centered on smaller jobs that don’t require a big crusher, this niche will very quickly evolve into the mainstream.”



This pile of debris is being recycled on site, saving hauling and tipping fees.