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Connection

HOSKINS GYPSUM

Focus on efficiency keeps
this new Oklahoma
quarry operation
going strong

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Jessie Hoskins,
President



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Posing in front of Hoskins Quarry's Komatsu quarry equipment and Kleemann crusher are (L-R) Ryan Hoskins and Jessie Hoskins with Kirby-Smith Machinery's Dean Traylor and Hoskins Quarry employees Jody Hysell, Terry Gould, Jason Bergdall, Spencer Lawson, Alan Robinette, Paul Rojas and Joe Turner.

Talk about fast startup speed: in just three months, a new quarry in Longdale, Okla., went from zero to 80,000 — tons, that is. “We’ve only been in operation since the first of March,” noted Jessie Hoskins, President of Hoskins Gypsum in Longdale, Okla. “We started the process in December of 2010. There was no simple way to get all the permits we needed, considering all the different government agencies we had to deal with. It was difficult; the paperwork and permitting were the hardest part of the startup.”

Nonetheless, Hoskins Quarry was up and running three months later. The gypsum in this area is some of the highest quality in the United States, and underneath the gypsum is hard anhydrite. This anhydrite is used in construction to build roadways and drilling pads associated with Oklahoma’s burgeoning oil- and natural-gas extraction industry. The aggregates are also sold to county agencies for road surfacing.

Mining anhydrite gypsum

Like most quarry operations, Hoskins Gypsum had to first remove overburden up to

15 feet in depth to expose the seam of gypsum. Workers then began extracting material via drilling and blasting, with blasting taking place as often as twice a week.

From the quarry face, crews load the broken material onto haul trucks, which take it to the plant for crushing. An excavator-mounted breaker reduces large pieces down to a size that will fit into the crusher.

The quarry has been producing 110,000 tons of gypsum material per month. “That’s a bit more than we expected, but it’s become our new target production figure,” reported Hoskins. The quarry generally runs double shifts. Alan Robinette is Quarry Manager and Jason Bergdall is Assistant Quarry Manager.

Customers often pick up aggregate using their own trucks, however, Hoskins Quarry also owns 22 bottom-dump haul trucks, five side-dump trucks and two bobtail dump trucks to make deliveries.

Equipment is key

Ensuring a smooth startup and maintaining high production requires high-quality, productive equipment, according to Hoskins. That’s why he turned to a combination of Komatsu machines and Kleemann crushing equipment from Kirby-Smith Machinery.

“We wanted brand-new equipment,” noted Hoskins. “We’ve been using Komatsu equipment since 2000, when I was just starting the company. I contacted Kirby-Smith’s Oklahoma City branch and Sales Rep Dean Traylor. I’ve been working with them ever since.”

Although he was familiar with Komatsu, Hoskins didn’t know much about the Kleemann product line, which Kirby-Smith had recently taken on. “We had been looking





at a different brand of crusher but Kirby-Smith put me in touch with Wirtgen America's Jim Holland Jr.," Hoskins recalled.

Kleemann equipment fits the bill

Hoskins, Traylor and Holland then went to Wirtgen America, Inc.'s North American headquarters outside Nashville, Tenn., to see the Kleemann MR 122 Z impact crusher in action. "We spent two days with (Kleemann Vice President) Evan Clarke, who went above and beyond the call of duty to spend time with me personally, even though it was Christmastime," recalled Hoskins. "He showed me the features and benefits of the MR 122 Z and it soon became clear that it was the best crusher for my operation.

"We learned Kleemann makes a better product than most others we had looked at," Hoskins continued. "Their machines are better engineered, and the product support is excellent. Kleemann has bent over backwards to get us going."

Following the purchase, Hoskins also worked closely with Wirtgen America during the quarry's startup phase. "It came together really well," Hoskins acknowledged. "The quality of people we had working for and with us was outstanding. After we made the purchase decision, Wirtgen brought three employees and me to Nashville and put us through parts, service and operation classes at their state-of-the-art training facility. They



Hoskins Gypsum uses Kleemann crushers and screens at Hoskins Quarry. The company also owns several Komatsu machines, including a PC350LC-8 excavator, shown here loading the crusher.

trained us on-site on our new machine. Since the machine was delivered, Kleemann staff has been out to the quarry three times, continuing training and making sure the crushing equipment is doing what we need it to do."

Welcome support for the start-up came from Kirby-Smith as well. "Ed Kirby really made it possible," Hoskins related. "He believed in us and that was one of the reasons the quarry came to be. If we have a problem, we can walk directly into Ed Kirby's office and talk with him any time we want. I haven't found that with any other dealership.

Continued . . .

Kleemann, Komatsu products keep quarry productive

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The crushing plant

"A major selling point for me was the MR 122 Z's fuel-efficient diesel/electric design," Hoskins continued. "No other manufacturer of this size machine has that. We are operating on five to six gallons per hour, which is great. Evan told me how efficient the Kleemann was going to be, and he was right on the money." Hoskins noted that the crusher was running at a rate of 500 tons per hour.

Hoskins Quarry uses two screens with its crusher, a Kleemann MS 19 Z and a smaller Kleemann MS 15 Z. "With the MS 19 Z we can make a three-quarter-inch crusher run, a two-inch crusher run, a four- to six-inch surge and half-inch fines," Hoskins said. "The half-inch fines are being used as an adhesion-promoter in oil-based drilling mud that the rigs use, or spread on farmland to lower the pH of soil."

Kirby-Smith Sales
Rep Dean Traylor
(left) meets with
Hoskins Gypsum
President Jessie
Hoskins.



Hoskins Quarry
operators use the
company's Komatsu
PC350LC-8 excavator
to load material onto
its HD465 truck.



Hoskins believes the prescreens are a key part of the crushing process. "They feed the side belt on the crusher and take out all dirt, fines and half-inch minus, preventing them from contaminating our final product," Hoskins pointed out. "The screens also reduce wear on the crusher and that's a feature unique to Kleemann."

As Hoskins indicated, it's easy to move the crusher between screens. "It takes about 10 minutes and is easier than we thought it would be. The operator uses a wireless remote control, so he just walks alongside it, following it over to the new site. With the remote, the operator can stop and start the crusher and speed it up or slow it down as needed."

Komatsu machines work with crusher

As a complement to the crushing/screening operation, the quarry uses Komatsu equipment for earthmoving, mining, loading and trucking. Hoskins started out with a Komatsu PC300 excavator and then added D41 and D61 dozers to his fleet. He has continued to buy Komatsu, noting, "My experience has been very good. I am big on Komatsu excavators and quarry trucks in particular. They hold up well, seem to have more power than other brands, are fuel-efficient, work faster, and have very low maintenance."

At the quarry face, Hoskins Quarry crews use a Komatsu PC400LC-8 excavator to load two Komatsu HD465-7EO haul trucks, each with a 61-ton capacity. "The large rock goes to the plant for crushing. We use a Komatsu PC350LC-8 excavator with an NPK GH15 hydraulic hammer to break rock pieces that are too big to fit into the crusher," Hoskins explained. A second PC 350LC-8 loads the Kleemann crusher.

To his earthmoving equipment fleet, Hoskins added three Komatsu excavators and three quarry trucks. In addition to the Komatsu and Kleemann equipment, Hoskins has purchased trailers, light towers, water trucks, compaction equipment, pumps and more from Kirby-Smith. "They carry such a wide variety of brands and types of equipment that they can meet nearly all our needs," Hoskins concluded. ■