



Case Study  
**Aggregate Management**

Savings By The Numbers

**\$541,937**  
Total incentives

**2,204,917**  
Annual kWh savings

**\$315,524**  
Estimated annual savings



**Energy Equivalencies**

**The Opportunity**

Aggregate Management, a family-owned and -operated business, has been a cornerstone in the sand and gravel industry for 40+ years. With a strong commitment to quality and sustainability, they have been operating multiple operations across various cities in Maryland, including Laurel Hill, Beaver Creek, Savage, Barrick and Finksburg. Their operations produce crushed stone for use in road building, construction, concrete and asphalt paving. The company is dedicated to improving operational efficiencies and contributing to the local economy by creating jobs through continuous operational improvements.

**The Project**

Aggregate Management needed solutions for **three key areas** across two facilities:

**Laurel Hill**

- **The problem:** The plant required a Hydro-Cyclone to classify the components of the waste stream and use the correctly sized sand in a new product.
- **The solution:** A Hydro-Cyclone was added to classify the components of the waste stream and use the correctly sized sand in a new product.

**Laurel Hill**

**The problem:** The plant needed to prevent stone from having to continually recirculate through the tertiary crushers (and conveyors and screens) to crush it down to the target -1/2" size.

- **The solution:** A new Sandvik CH660 Cone Crusher was installed that will feed existing conveyors, sizing screens and rinse screens.

**Beaver Creek**

- **The problem:** The plant's existing HP400 tertiary cone crusher was at maximum capacity and needed to be supplemented.
- **The solution:** A new Terex Canica VSI Crusher was installed that will feed existing conveyors, sizing screens and rinse screens.



**3,939,507**

Miles driven by an average gas-powered vehicle



**304**

Homes' electricity for one year



**101,687,699**

Number of smartphones charged



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**The Results**

Improving product yield at Aggregate Management's two facilities involved changing process flow and machinery, an expensive upgrade made possible by energy efficiency incentives.

Over **\$500,000** in energy efficiency incentives were provided by Potomac Edison's Energy Solutions for Business Program, and they were a major factor in the decision to proceed. These improvements helped increase the yield of critical products and prevented energy consumption from skyrocketing. The **2 million kWh** savings from the upgrades help Aggregate Management save an estimated **\$315,000** a year.

**“When we look at production from an efficiency point of view – the name of the game is maximizing our desired product yield.”**

**Randy Heckler**  
Operations Manager

**Questions?**

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