

CRUSHTEC chronicle



March/April 2007



Pilot Crushtec will exhibit the TwisterTrac at this year's bauma trade fair in Munich, Germany.

Off to bauma 07!

The bauma 2007 exhibition in Munich, Germany, attracts leading equipment manufacturers from around the world and this year Jet Park-based, Pilot Crushtec will be one of the more than 3,000 exhibitors from 48 countries participating at the world fair.

Pilot Crushtec joins a small group of South African exhibitors whose products compete head-on in the world marketplace with brands from the United States, Europe, and Asia.

Pilot Crushtec will be exhibiting its TwisterTrac AC210 mobile vertical shaft impact (VSI) crusher; the first production diesel hydraulic tracked crusher in the world. This product was announced as the overall winner of the first annual SA Pro/Awards Competition in 2006 for engineering design excellence by productONE, the sub-Saharan distributor for PTC's product lifecycle management (PLM) software solutions - Pro/ENGINEER and Windchill.

"We exhibit our TwisterTrac mobile VSI crusher with confidence and pride anywhere in the world," said Mr Paul Chappel, export sales manager for Pilot Crushtec, "as we are the world-leader in tracked mobile VSI crusher design. This machine has proved itself in the most challenging circumstances since it was launched at the 2005 Hillhead Quarrying and Mining Exhibition in the UK. Already 25 units are in use in various locations around the world," he said.

He added that the purpose of Pilot Crushtec's presence at bauma was to support and expand the company's European dealer network and to introduce the latest development to end-users. Apart from dealerships in Africa and a growing presence in the Middle East, Pilot Crushtec is already represented in Greece, Spain, France, Bulgaria, Slovenia, England, Ireland, Italy, Austria, India, Australia and New Zealand. Mr Chappel said the company's export drive started 15 years ago and, apart from Africa, the main thrust has been into Europe.

The TwisterTrac comprises a variable speed belt feeder, a Twister VSI crusher, a discharge conveyor and a diesel hydraulic power pack, all mounted on a heavy-duty track undercarriage with dual speed configuration and 25 degree gradability. A major feature of the TwisterTrac, with its modular rotor configuration, is that the entire machine is controlled via a PLC, which automates all the crusher's features and facilitates ongoing monitoring of all aspects of the crusher's operation.

Undoubtedly the world's greatest show of construction machinery, building material machinery, construction vehicles and construction equipment, the bauma exhibition attracts more than half a million visitors during the week-long show that runs from 23 - 29 April this year.



TwisterTrac wins
prestige SABS
award

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Cone crusher
- another first
from Pilot

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During the past year, Pilot Crushtec has been providing crushing, screening and washing equipment to emerging copper ore miners in the DRC.

“Foreign investment into African countries for development has boosted African sales for the company by almost 80% in the past five years, with the greater portion of this growth being in the past 12 to 16 months”

Focus on African development

South African-based Pilot Crushtec, manufacturer of crushing, screening and conveying systems, is making its contribution to development in Africa by providing equipment used to develop infrastructure and to boost minerals production.

Mr Kleinhans, sales manager for the company, said the 80% growth in African sales accounted for 12% to 15% of the company turnover, and during the past year, this represented sales of about R25-m. He said he anticipated that sales into Africa by the company would grow between 30% and 40% of turnover within the next few years.

Equipment manufactured at its Jet Park facility in Gauteng, is being used by the mining industry in the DRC, and in mining and infrastructure development on the continent, in Namibia, Botswana, Mozambique, Angola, Zambia and as far a field as Kenya.

Giving examples of recent major sales, Mr Kleinhans said Pilot Crushtec had sold a vertical shaft impact crusher to provide a solution for a major road-making contract in Botswana. In Namibia, large investments were made in mobile screening equipment from Pilot Crushtec for use in diamond mining operations.

“We have embarked upon a serious marketing drive into Africa. There is so much potential on the continent and politically, Africa is now considered to be more stable. Apart from mining, we also see the potential associated with other projects like the construction of highways, airports, sugar mills as well as huge dam projects,” he said.

Mr Kleinhans went on to add that 80% of sales into African countries comprise complete systems from its modular range of semi-mobile, skid mounted, ready-to-run crushing, screen and conveying equipment.

“These systems meet current needs in Africa because they are cost-effective and relatively easy to move around. The modular system is easily expanded as the need for production increases,” he said. “An additional aspect in our favour is that in spite of high demand, we can still deliver plant in four to six weeks, which is unheard of in the industry for a relatively big plant. This delivery time is nothing, but we would like to reduce the delivery time to only two to three weeks.”

“Another interesting development is that foreign companies investing in Africa have a preference for equipment from South African-based companies because they are assured of an efficient back-up service. Now we can see the benefit of a “Made in South Africa” sticker on our products. Investors want to know the product they buy has a warranty that means something,” he said.

Mr Kleinhans added that while other manufacturers sold crushers and conveyors, Pilot Crushtec is the only company that sells solutions.

“An interesting development we now see taking place in Africa is a change in the minds of buyers towards technology. We see the request for some automation and the inclusion of electronic safety systems. African countries are definitely becoming more sophisticated in their demand for technology,” he concluded.

Pilot exhibits at new ABSA International Trade Bureau

South African international trade promotion has received a significant boost with official launch of the eagerly anticipated R 25-million Absa International Trade Bureau at OR Tambo International Airport. This export promotion facility will ensure the continued growth and development of South Africa’s exports. During the launch Pilot Crushtec’s Sandro Scherf (Managing Director) was joined on the company’s stand by Ekurhuleni Metropolitan’s Gwen Shole Menyatso (Director Communications and Marketing - Ekurhuleni Metropolitan Municipality) and Cnr Tiny Mabena (MMC Economic Development - Ekurhuleni Metropolitan Municipality).





Pilot Crushtec attends Terex Finlay International Dealer Conference

Pilot Crushtec recently sent 4 representatives to attend Terex Finlay's International Dealer Conference in Dublin, Ireland. Finlay arranged a site visit to allow the representatives to preview the new C-1540 Cone Crusher and I-1310RS Impact Crusher which will be publicly launched at bauma 2007 in Munich.

R12,5-m expansion of Jet Park facility



Innovative development of both stationary and mobile crushing and screening solutions by Pilot Crushtec has led to phenomenal growth since the establishment of the company in 1990. Today Pilot Crushtec plays a leading role in the supply of equipment to the mining, quarrying, civil engineering, construction, demolition and reclamation industries.

Managing director, Mr Sandro Scherf, said that to meet demand a contract for expansion of the existing facilities, and for the building of a new factory in Jet Park, Gauteng, is being carried out by Abbeydale Construction at a cost of R12,5-m.

"Growth of our operations has made it necessary to expand our existing 5000m² facility," he said. "More space is required for our assembly operations, our component storage, as well as for a much enlarged spray booth. Another major requirement is for cranes of greater lifting capacity, able to cope with the lifting of our ever-bigger equipment. In the new factory our cranes will have lifting capacities up to 40 tonnes. Four double girder 20t Demag cranes are to be installed."

The existing factory is being expanded by about 750m² and the new factory will provide an additional 3700m² floor space, thus adding a total of about 4500m² of extra space, Mr Scherf explained. He said the spare parts sales and collection area is also being expanded and made more customer friendly. Work is scheduled for completion early May 2007.



Exhibition news

BAUMA 2007: Pilot Crushtec will exhibit at BAUMA 2007, the 28th International Trade Fair for Construction Machinery, Building Material Machines, Mining Machines, Construction Vehicles and Construction Equipment in Munich from 23-29 April 2007. www.bauma.de

HILLHEAD 2007: Pilot Crushtec will also exhibit at Hillhead 2007 at Tarmac's Hillhead Quarry, Buxton, England from 26-28 June 2007. The show, focused on the quarrying, recycling and heavy construction industries, is the world's largest working quarry show with 450 leading international exhibitors. www.hillhead.com

New: Tracked cone crusher

The first South African designed and manufactured tracked cone crusher designed to meet a fast growing demand for crushed materials needed in infrastructure development and building in South Africa, was launched by Pilot Crushtec during the Electra Mining Show in September 2006.

Incorporating innovative technology, the CrushTrac Cone TC90 has a compact design to facilitate transport and quick set-up. The crusher has a production capacity of between 80 t/h to 120 t/h with a feed input size of about 180 mm. This is crushed to sizes of 25mm or smaller, according to Mr Sandro Scherf, managing director of Pilot Crushtec. He also added that the CrushTrac Cone TC 90 is the forerunner to the later launch of a mobile cone crusher that will have larger capacities.

Mr Scherf said the CrushTrac Cone TC 90 is a typical hard-rock quarry-type cone crusher that can be utilized as a secondary or tertiary crusher, using different liners and configurations. The unit comprises a feed hopper of 6m³ capacity, a short head configuration cone crusher and a 1 200mm wide chevron belting discharge conveyor. The Cat C7 diesel engine (168 kW @ 1 700 r.p.m.) powers Danfoss hydraulics that drive the crusher and the tracks. A Mitsubishi PLC, with diagnostic sensors, monitors and controls operations.



Pilot Crushtec's new CrushTrac Cone TC90.

"We see the crusher being used in mobile crushing applications, such as in short term applications for road construction or to supplement production rate at static plants, which is currently a common application," said Mr Scherf. "Demand comes very much from the infrastructural field and the building industry at present, with some demand from the mining industry as well.

"We are the first South African manufacturers to design and build a standard production cone crusher on tracks. We present quite a sophisticated unit in terms of the diagnostics and control systems and we believe this compares favourably with anything available in the world."

Discussing advantages of the new CrushTrac Cone TC 90, Mr Scherf said the crusher is well priced at less than R2,5-m, while the closest competitor is priced at around R3,5-m.

"Safety is given prime consideration," he added. "Every one of our products is designed for export and we meet all European safety standards. The radio remote operation, a safety feature found across all our products, is also incorporated in the CrushTrac Cone TC90."

"The CrushTrac Cone TC90 is compact, light and strong. We do all our design work utilising finite element analysis, using computer software to test equipment capabilities and in this fashion, cost as compared with structural strength, is optimised."

Mr Scherf explained that computerised diagnostic control, standard on the TC90, has an enormous impact on safety and the efficient operation of the crusher. Continuous displays illustrate the normal operating of the crusher. Strobe lights illuminate and a siren is set off at the early stages if attention to be various operational aspects is required, and if operating conditions worsen, the crusher shuts down to protect itself.

"We have spent time developing a system to remotely monitor the crusher wherever it is operating, through the fitted Mitsubishi PLC and diagnostic sensors. The system is being tested and we are likely to launch the service this year," he said, speaking about further progress.

"We believe this is an exciting development. From our point of view, we will be able to monitor our products and alert customers of their needs with regard to servicing and repairs, thus providing a higher level of service. The system will log the operations of a crusher and the operator will periodically be able to view a graphic representation illustrating when the crusher worked and its production. This will facilitate maximum productivity with minimum downtime," he added.

Meet the team

Ebrahim Astree – Internal Spares Sales

Ebrahim joined Pilot Crushtec in 2006 and is part of Pilot Crushtec's PartsLink division.



Married? Yes

Children? 2 (girl & boy)

Nickname? Ebbie

Person you would most like to meet? Nelson Mandela

Favourite reading? Car Magazine

Favourite food? Lazagne

Salad dressing? No

Favourite drink? Coke

Favourite sport? Soccer

What team do you support? Manchester United

Hobbies? Soccer & working on his 3 cars

Car? Toyota Carola RXI

Pets? No

Favourite movie/film? John Travolta's Broken Arrow

Favourite TV program? Lost

Favourite time of the day? 5 o'clock

Favourite day of the week? Friday

What do you do to relax? Listen to music

What do you do on a Sunday afternoon? Swim and play with the kids

Favourite colour? Blue

Favourite smell? A new car

Dream holiday destination? Miami

Ideal romantic spot? Mauritius with his wife

How long does it take you to get to work? 1h 20min

Where will you be in 10 years? Own business

How much do you love your job? 100% committed!