bauma Africa gets it right first time!

If attendance figures are anything to go by, the first bauma exhibition held on African soil proved to be an outstanding success.

The organisers report that 14,700 registered trade visitors from more than 110 countries packed Gallagher Estate during the course of the show held in Midrand between 18 and 21 September.

Pilot Crushtec International seized the opportunity to make a powerful impression with a 1,000m² stand to show off an impressive array of products to maximum advantage. The equipment on display mirrored the promise encapsulated in our new advertising slogan: ‘This is the POWER of PILOT’.

The stand was busy throughout the four-day event, with an air conditioned reception area providing rest, relief and refreshment for a ‘who’s who’ of customers, suppliers, industry partners and a large contingent of journalists, many of whom attended the opening press conference hosted by CEO Sandro Scherf.

Now that the dust has settled, both Sandro and director sales Graham Kleinhans comment on their impressions of the show:

“It was a very good first edition. The organisers must be congratulated for putting on a relevant exhibition for the industry and praise must go to the 754 exhibitors from 38 countries who put on an all out effort to ensure that it had the necessary quality of an international trade fair. This impressed our friends at Sandvik, TRIO and Rubble Master who flew to South Africa to support us at this event,” said Sandro.

The fact that a considerable amount of new business was concluded during and in the immediate aftermath of bauma Africa has reinforced Pilot Crushtec International’s confidence in the exhibition as the African showcase for construction equipment.

“What impressed us most was the high quality of delegates attending the exhibition. This gave the sales team and high-level delegates from our principal suppliers the opportunity to engage with customers, the people who really matter,” says Graham. What was particularly exciting about our participation at bauma Africa is that we showed off a lot of seriously big and powerful pieces of equipment, with some making their debut on the international stage.

The line-up for bauma Africa 2013 included:
- Sandvik UJ540 mobile jaw crusher
- Sandvik QA451 mobile triple deck screen
- Sandvik US440i triple deck screen
- TwisterTrac VS350E vertical shaft impact crusher (electrical power option)
- Pilot Modular/TRIO MJ3042 modular jaw crusher plant
- Pilot Modular/TRIO MJ4254 jaw crusher unit
- DoppiaTrac DR400 double roll crusher
- Rubble Master RM80 GO!
- Dust Fighter 7500 dust suppression system
- Tower Light VT8000 and VT Hybrid LED lighting systems

This all star cast enjoyed a great reception which just goes to show that there’s no business like show business!
PILOT CUSTOMERS

Tower Lights shine on Scribante operations

It hasn’t taken long for Pilot Crushtec International’s range of Tower Light systems to find acceptance with serious players in the mining, crushing and screening industries. Scribante Mining is leading the way in maximising efficiencies by operating 12 of these cost effective units.

National sales manager Nicolai Govender is delighted with the overall success of the marketing campaign, and believes that Scribante is reaping benefits from the versatility offered by these innovative products.

“They are being used on two vastly different sites in a wide variety of applications. Four of the VT8 lighting towers are in service at the Maseve platinum mine in Moshesh in the North West Province. One unit is permanently based at the workshops, giving maintenance crews a round the clock capability, while another is assisting one of our own heavy duty scalpers with the urgent processing of a valuable stock of platinum waste. A further two sets of equipment are also engaged in priority work, namely the day/night construction of access roads, and the building of the operation’s platinum plant.”

The remaining eight are occupied in another strategic sector: coal. In this particular instance, not mining, but the equally important task of rehabilitating the pit of a large scale opencast operation situated outside eMalahleni (Witbank).

“Thanks to Pilot Crushtec, access roads can now be driven on and off the 8m high towers, reaching the reaches of water-stressed Namibia, and had long looked for the solution it needed. Warren is delighted with the fact that Pilot Crushtec International the best in the business. You celebrate Christmas, Merry Christmas.

Our washing solutions hold the key in water-stressed Namibia

Water is one of the planet’s scarcest and most abused resources and it has taken decades for technology to reach the point where water efficient washing plants have become a global reality. Pilot Crushtec International is proud to be at the forefront of this development.

Henning Crushers is based in Tsumeb in the northern reaches of water-stressed Namibia, and had long looked for a plant that could produce washed sand to the best quality standards. At the same time, Pilot Crushtec International was exercising a long-term agenda to seek out this type of equipment. In early 2013, it provided Henning Crushers with the solution it needed.

“Because Henning Crushers was based in Tsumeb, it was the northern reaches of water-stressed Namibia, and had long looked for a plant that could produce washed sand to the best quality standards. At the same time, Pilot Crushtec International was exercising a long-term agenda to seek out this type of equipment. In early 2013, it provided Henning Crushers with the solution it needed.

Africa sales manager Wayne Warren is decidedly upbeat about what is truly a ground-breaking product.

“With the implementation of Pilot Crushtec’s Sandvik heavy duty range, Henning Crushers can now present to the “M” machines that seem to be favoured by the bigger contractors. We are confident that we will be the leading supplier to this market within the next year.

This year was also the year that I became the sole owner of Pilot Crushtec International for the first time. Whilst it has been a challenging period, I am pleased with the decision to buy out my partners and it has given me renewed enthusiasm to make Pilot Crushtec International the best in the business. You have not seen them yet or felt the benefit yet but there are countless areas where we have made improvements which will result in better prices, better service and support and better products over the next few years.

A big thank you to the entire Pilot Crushtec International team for the support provided during this challenging year. Well done to you all. A very big thank you too, to all our customers who have supported us despite the change to Sandvik.

We wish you all a very safe and healthy holiday period, and for those who celebrate Christmas, Merry Christmas.

Scribante recently took ownership of 12 Tower Lights in one order

Essential specifications:
- Maximum height – 8m
- 4x 1,000W metal halide floodlights
- Manual lifting winch with auto-braking system
- 3x adjustable stabilisers
- Certified 80kph wind stability
- Remote on/off switch for each pair of floodlights
- Long range fuel tank
- Lighting performance of illuminated area 3,800m² @ 20 lux average
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“In complete contrast to preceding generations of washing equipment, as much as 90% of water is recycled back into the process. As there is little or no spillage, the result is a clean site devoid of excess ground water, something which is unthinkable in an arid country like Namibia.”

Warren and members of Pilot Crushtec International’s InstallLink team spent a considerable amount of time on site, not only to prepare the plant for operation but to make fine-tuning adjustments to ensure the customer would gain the best possible return on his investment.

Anyone who has travelled Namibia knows that distances are so vast they have to be experienced to be believed. This is why the plant’s modular construction puts it at a premium as it can be dismantled and transported hundreds or, if occasion demands, thousands of kilometres with relative ease. The plant specification included a full range of portable or optional extras to accommodate a variety of applications in different site conditions.

Schalk Henning has more than 30 years’ experience in running a very successful business, producing sand for cement and brick production in an environment where water is a critically scarce resource. After a considerable wait for technology to develop to the point where it meets his specific needs, he is well satisfied with his acquisition and, specifically its water efficiency.

“For me this type of plant is the way forward. The installation and technical team from Johannesburg did a great job and we are now concentrating on increasing our tonnages still further.”

Warren is delighted with the fact that Pilot Crushtec International Washing Solutions is delivering on its promise to provide customers with highly effective washing products in water-stressed or entirely waterless environments.

“Schalk Henning’s experience shows clearly that really effective washing solutions are now a practical and commercial reality across the African continent.”

The plant supplied to Henning Crushers is equipped with the option to produce four different sand and aggregate products with a 90% utilisation of available water.
EDGE Innovate and Pilot Crushtec International forge strategic alliance

EDGE Innovate, a leading manufacturer of materials handling equipment for the quarrying and recycling markets, chose bauma Africa to announce its appointment of Pilot Crushtec International as the exclusive distributor for its products in southern Africa.

The company is based in County Tyrone, Northern Ireland, and will be supplying Pilot Crushtec International with its full range of mobile and tracked stackers, stockpilers, tracked feeders, trommels, shredders and picking stations.

Managing director Darragh Cullen expressed his delight at joining forces with a company he described as a professional and successful distributor whose focus on the customer in terms of after sales service and support matches the ethos of his own organisation.

"With our own aggressive product development plan and a culture of continuous improvement, I believe that we can help Pilot Crushtec International deliver real value to its customers' doorsteps," he said.

His words were echoed by Northern Ireland enterprise minister Arlene Foster who visited bauma Africa at the head of her country's trade mission.

"South Africa is seen by us as a market offering substantial potential for handling equipment in dynamic industries like quarrying, construction and recycling," she said, announcing the agreement reached between the two companies.

"This alliance makes perfect sense. Pilot Crushtec International CEO Sandro Scherf believes that customers in terms of after sales and parts service, as well as its undoubted technical expertise and focus on innovation, clearly makes this alliance an important and extremely positive step both for ourselves and our customers," he said.

EDGE Innovate: specialised conveyors for hard handling operations

EDGE Innovate has a wealth of experience in the design and manufacture of materials handling products which have built up a world reputation for their efficiency and reliability in managing a multitude of materials as diverse as aggregates, fertilisers, coal, ores and tyres in six continents.

Its products are built with a combination of innovation and ‘traditional old-school engineering quality’, a formula that makes them equally at home in the searing heat of the Australian Outback or Canada’s frozen wastelands.

Pilot Crushtec International will over time stock the entire EDGE Innovate range, however three specially selected products are available with immediate effect:

The EDGE LTS75 low level tracked stacker

The LTS75 provides operations with a reliable, high-performance solution for the handling and stockpiling of hard rock and ore in the mining and quarrying industries. Capable of handling materials at a rate in excess of 1,500 tonnes per hour (tph), the LTS has been designed to accommodate the low level loading of material from the largest trucks, excavators, loaders and crushers.

Key features:
- Wireless radio control
- Track drive providing flexible on-site mobility
- A hydraulic drive system incorporating variable speed controls to maximise fuel efficiency
- Ease of transportation

The EDGE TS80 tracked stockpiler

The TS80 is a strong and reliable workhorse with a proven track record for maximising materials processing in a host of heavy duty industries where efficient feed to screens, crushers and shredders are of vital importance. Its ability to be fed by large scale primary and secondary crushers and screens has established it an international reputation as the ‘go to’ product for operators in the demolition, recycling and quarrying industries.

Its dual power system provides operators with a massive energy and cost saving opportunity by utilising electrical power as an alternative to diesel.

Key features:
- The ability to deliver stockpiling rates between 100tph and 1,000tph
- Remote control allowing conveyor and feeder machine to be controlled by a single operator
- The option of chevron and heavy duty belts
- Dual power options – diesel for tracking and electricity for conveyor operations

The EDGE RTS80 radial tracked stockpiler

The RTS80 brings a unique and innovative concept to the industry. It is, in essence, a radial wheeled and tracked stockpiler, an all in one precision engineered package. Its remote control system offers the operator exceptional mobility and the ability to track around sites, even over rough terrain.

It also allows for easy tramping onto a low loader for transport to an alternative location. A major attribute is its ability to produce circular stockpiles. By engaging the wheeled drive system via remote control, the operator can traverse the conveyor in clockwise or anti-clockwise arcs to create kidney-shaped stockpiles using the machine’s genuine 360° stockpiling capability. In addition, the built-in automatic angle adjustment facility enables the conveyor to increase or decrease delivery height as and when required.

Key features:
- The ability to stockpile a wide range of different materials without material segregation, compaction and contamination
- Capable of handling materials in excess of 1,600tph
- Capable of receiving feed from primary and secondary crushers and screens
- Remote control and dual power systems (diesel/electric) deliver exceptional cost efficiencies
- It is the largest capacity radial stockpiler currently available

She confirmed that the new accord would gain EDGE Innovate sales worth £2 million in 2013 alone.

"The EDGE Innovate product offering fits well with the products and brands currently offered by Pilot Crushtec International. The commitment by EDGE Innovate to its customers in terms of after sales and parts service, as well as its undoubted technical expertise and focus on innovation, clearly makes this alliance an important and extremely positive step both for ourselves and our customers," he said.

EDGE Innovate range, however three specially selected products are available with immediate effect:

- The RTS80 radial tracked stockpiler
- The TS80 tracked stockpiler
- The LTS75 low level tracked stockpiler

The Pilot Crushtec International sales team receives training on the EDGE range of equipment during bauma Africa
Introducing the mighty Sandvik UJ540

bauma Africa provided the perfect platform for Pilot Crushtec International to introduce the imposing Sandvik UJ540 mobile heavy duty jaw crusher. The dominating presence of this high throughput machine served to fulfill the company’s promise to the crushing and screening industry to provide it with bigger, better and more powerful equipment.

Technical sales manager Rudolf van Rooyen recently returned from Sandvik Sweden and rates the product highly.

“This state-of-the-art machine was originally built for heavy duty mining in Sweden which has probably the toughest and most abrasive rock on the planet. With a jaw size measuring 1,200mm X 1,100mm, it has a proven ability to reliably crush the hardest rock at 650tph under conditions ranging from the Arctic to the tropics. The UJ540’s massive output makes it ideally suited for customers engaged in applications like hard rock quarrying, surface mining and aggregate production.

The Sandvik UJ540 is amazingly compact in relation to the scale of its output, and it can, if required, work in conjunction with other Sandvik equipment to produce a fully functional screening and crushing train. Its ease and smoothness of operation is provided by its integrated electrically intelligent control system which is automatically set to deliver optimum performance. At the same time, it assists the operator by producing a continual stream of data related to output and performance.

Production is also maximised through its best in class feed opening which, coupled with a hydraulic close side setting, enables rapid changes through push button operation managed by the same control system.

These features make it both safe and economical to operate and its exceptional fuel efficiency is delivered by a Volvo 1242 409 kVA diesel motor which is the world leader in its class,” says van Rooyen.

He adds that additional economies are gained by the crusher’s use of electric power, either from the UJ540’s on-board generator or via direct access to mains current.

“It’s a classic case of plug in and play, but on a massive scale,” he says.

Another compelling reason for buying large scale Sandvik products is their ability to retain their value. Van Rooyen says that international user experience clearly shows that these crushers command a very high proportion of their original purchase price even after two to three years of arduous service.

“Sandvik builds its products from components produced in-house to ensure the consistency of their quality. The benefit to customers is the reduced need to carry spare parts. These factors, combined with the UJ540’s proven productivity, assures them an exceptional return on their investment.”

The technical essentials:

- The UJ540 is the innovative outcome of mounting Sandvik’s highly productive CJ612 heavy duty crusher (electric drive) onto a fully tracked chassis. Operational flexibility and consistency of output is ensured through an automated hydraulic jaw setting which permits a variety of sizes to be processed without negatively affecting production. The UJ540 is designed to be easily transportable, requires minimal set-up time, and is fully compliant with stringent European Union regulations relating to dust, sound and exhaust emissions.

- Key features:
  - Emergency stop buttons are situated within easy access throughout the machine
  - The comprehensively equipped discharge conveyor has a width of 1,400mm and an adjustable discharge height of 4.1m to 4.4m, enabling massive stockpiling capacity
  - The UJ540 feeder pan is rubber lined to absorb impact and aid noise reduction
  - Round the clock operation is made easy with the UJ540’s on-board floodlights which include illumination of the screen, generators, conveyors and electrical control systems
  - It is easily connected to mains electrical supply
  - Platforms are fitted around the crusher and power plant to facilitate ease of service and maintenance
  - It is radio remote controlled with a cable backup system