To say that 2014 has been a difficult year would be something of an understatement. The global economy remained generally stagnant while within the South African business sector we were faced with our own unwelcome challenges.

The year had barely begun before the platinum industry ground to a halt, owing to industrial action which took five months to resolve. This had a knock-on effect on the mining industry as a whole, and prompted many operators to hold off on investing in new equipment.

Companies in the engineering and metal industries were dealt another blow with the onset of the NUMSA strike which lasted a further five weeks. This impacted our own production and sales and seriously affected many of our suppliers. A further aggravation was the devaluation of the rand by some 30%, which has directly influenced the cost of imported products and components.

However, under the captainship of CEO Sandro Scherf, we not only weathered the storm but came out of a trying period relatively unscathed.

“We were able to navigate our way through a difficult period without retrenchments or scaling down our operations, and took the opportunity to take a long, hard look at our process methodology,” says Sandro.

“During this period, 10 major projects were initiated, including the Pilot Premio Loyalty Programme, a landmark initiative for the industry. In addition, our management and field teams have worked very hard with Sandvik to review and improve upon our service offering.

“We also embarked on the development of new products to cement our standing as the leading innovator within the industry, providing customers with the best quality products at competitive prices.”

This will be spearheaded by the introduction of our range of wear part castings sourced from world class foundries and produced to original equipment manufacturer specifications. The components, which will be branded RoResist, will provide operators with a viable alternative to OEM parts and ensure that they do not have to opt for after-market suppliers, whose inconsistent quality and source of product can do more harm than good to expensive machinery.

Despite its difficulties, Sandro believes that 2014 should be remembered for some significant milestones, especially the sale of newly-introduced products into local and export markets.

“One of these was the purchase of the revolutionary Sandvik UH450E cone crusher by Danother Contracting. The machine, which arrived in mid-October, is the first of its type to have operated outside Scandinavia and can deliver a quality sized product at 300 tonnes per hour.”

Turning to locally-built products, the TwisterTrac VS350 has found a ready market in Australia, while the DoppiaFrac tracked double roll crusher has proved to be highly successful in processing urgently-needed coal to Eskom specification.”

Turning to the new year, Sandro is looking forward to making even greater strides in further improving the quality of our services and products, with major emphasis on training.

“We are hard at work on an additional draft of innovations and improvements. Interested in a Pilot Crushtec International sand washing plant? Just watch this space!”

Mother City
A new home in the

CRUSHING AFRICA’S ROCK

CRUSHTÉC Chronicle

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NOVEMBER - DECEMBER 2014

This is the POWER OF PILOT

Pilot Crushtec International employees
Customers and friends,

We have once again reached the end of another year and frankly, what a year it has been. A long time, Zimbabwe based customer Nick, said to me well, what did you expect, it is 2014 and the end of the second 7 year cycle of this millennium. Well I am certainly hoping that he is right and that 2015, being the start of the third 7 year cycle, will be an awesome one.

We are only now getting over the effects of the engineering industry strike as suppliers start making up the lost time. This strike affected the engineering industry gravely and whilst I am sure the unions achieved most of their objectives, the cost to the industry is enormous. At least one of our suppliers closed down as a result of this and I know that many others have had a very tough year.

The last few weeks have seen a flurry of activity and I hope that it is a sign of things to come in the New Year rather than just a last minute catch up.

This year has seen several notable achievements including the launch of our Pilot Premio Loyalty Programme, which has already provided customers with benefits in excess of R200 000 in its first month of operation. We urge all our South African based (in the meanwhile) customers to register for this. Another major achievement is the sale and installation of the first UH450E sold outside Scandinavia. Early indications confirm that this machine is going to “kick butt”.

We have some important new product launches early next year, which will entrench our standing as Africa’s best supplier of mobile and semi-mobile crushing and screening equipment.

We wish to thank all of our customers for their continued support during 2014 and we look forward to impressing you next year.

Thank you too, to all our staff, partners and suppliers and all other stakeholders in our business.

We wish you all wonderful, relaxing, safe and healthy holidays.

Thanks to the constant travels of our hard working Africa sales team we have built a solid reputation as being the company to talk to when it comes to buying crushing and screening equipment.

We recently sold three major Sandvik products through Boksburg sourcing specialist Maxim Trading which has obtained the equipment on behalf of a major coal producer located in northern Mozambique.

Africa sales manager Wayne Warren explains that the equipment was needed for the miner to produce aggregate to create the infrastructure that will support one of the biggest opencast mining projects in the region.

“They had ruled out the use of contractors because of the cost implications and were looking not only for productive equipment that they could operate themselves, but for a reliable supplier providing after sales service and support,” says Wayne.

He adds that the customer provided Maxim Trading with a detailed brief giving precise specifications regarding the type of equipment needed to produce the volumes and quality of material required.

Heath McMaster, partner in Maxim Trading, says that involving Pilot Crushtec International was a natural decision owing to our growing footprint within the sub-continent.

“We were looking for a respectable company from which we could source the equipment and Pilot Crushtec International was a logical call as it leaves a very visible trail within southern Africa.”

Thanks to our policy to ‘knock on doors’ across the continent, we have built up the necessary knowledge of user needs and operating conditions and were able to recommend a train of equipment capable of producing four different grades of material at the same time.

The products, which are absolutely competitive in operation, comprise a Sandvik QJ244 jaw crusher, a Sandvik QH331 cone crusher and a Sandvik QA451 triple deck double screen. Wayne says that a number of very important factors influenced the purchase decision.

“First and foremost, the Sandvik brand is highly respected in Africa and in Mozambique, and we offer the unique advantage of providing onsite installation, commissioning and training under the guidance of our own Portuguese-speaking sales engineers. The ultimate deciding factor was that we were able to supply all three products ex-stock, together with a comprehensive range of essential spares.”

Additional features are the train’s ability to produce up to 130 tph of variable-sized aggregate, its tracked mobility and power supplied by CAT engines known and respected for their reliability.

Maxim Trading Enterprise was founded in 1987, and distributes a wide range of goods associated with the mining and chemical industries north of our borders. As a highly experienced supplier of goods to neighbouring countries, Heath was impressed with our team’s service offering.

“They are very professional in the way they conduct business which is exceptionally important as the equipment sells a crucial role in the development of a major coal reserve within southern Africa.”

Our reputation for service pays dividends in Mozambique

Recycling has long been championed in the United States and Europe for a number of very persuasive reasons. The reuse of waste materials to offset the depletion of natural resources and the protection of a pristine environment and the energy savings that can be garnered through the use of recycling techniques immediately come to mind.

While the reclamation movement in South Africa lags behind its overseas counterparts, local operators have discovered that recycling not only benefits the planet but brings with it a host of business opportunities.

Cape Town recycling specialist Reliance Compost is making extensive use of equipment supplied by Pilot Crushtec International in a business that over the past 15 years has grown to become one of the largest compost producers in the Western Cape.

Reliance director Eddie Reddinghys estimates that his company has recovered more than 1.6 million cubic metres of green waste from the region’s landfills for conversion into 100% organic compost.

Considering the fact that this business alone provides full-time employment for more than 200 people, this is an industry that has to be taken seriously.

Eddie, who is also a well-respected producer of organically grown table grapes, recently invested in two of our mainstream products – a Sandvik QJ331 mobile tracked screen accompanied by a Rubble Master RM70 GO! horizontal shaft impact crusher. The highly productive Sandvik augments his existing screens producing compost purchased from us previously, while the crusher processes building rubble, a major departure for the Boland-based company.

“Apart from dealing with green waste for the Cape Town Municipality, we remove large volumes of building rubble from several dumps around the city. We needed a product that was easily transportable and environmentally friendly as we often work close to residential areas.”

Our national sales manager, Nicolai Covender, explains that the Rubble Master RM70 GO! was the obvious solution as it was specifically designed to operate within the cramped confines of northern hemisphere building sites.

“The Rubble Master is fully compliant with Europe’s stringent health and safety regulations and its remote control facility is absolutely essential for Reliance’s specific application.”

The machine has more than met expectations, proving to becompact, productive and, as Eddie says, “manageable as a front-end loader.”

As a company, we believe that recycling will play an ever-growing role in our economy, a view which is shared by Eddie.

“In time people will see the advantages of crushing rubble on site to be fed back into construction projects as a cheap and plentiful source of filler material. Apart from the needless expense of trucking waste material, landfills in the Western Cape have almost reached saturation point.”

Reliance Compost makes waste a paying proposition

Sandvik QJ244 jaw crusher, Sandvik QH331 cone crusher and Sandvik QA451 working on a coal mining project in northern Mozambique

Rubble Master RM70 GO! horizontal shaft impact crusher working in the recycling industry
Our reputation for service pays dividends in Mozambique

Thanks to the constant travels of our hard working Africa sales team, we have a solid reputation as being the company to talk to when it comes to buying crushing and screening equipment.

We recently sold three major Sandvik products through Boksburg sourcing specialist Maxim Trading which has obtained the equipment on behalf of a major coal producer located in northern Mozambique.

Australia sales manager Wayne Warren explains that the equipment required for the mine to produce aggregate to create the infrastructure that will support one of the biggest opencast mining projects in the region.

"They had ruled out the use of contractors because of the cost implications and were looking not only for productive equipment that they could operate themselves, but for a reliable supplier providing after sales service and support," says Wayne.

He adds that the customer provided Maxim Trading with a detailed brief giving precise specifications regarding the type of equipment needed to produce the volumes and quality of material required.

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"We were looking for a respectable company from which we could source the equipment and Pilot Crushtec International was a logical call as it leaves a very visible trail within southern Africa."
The introduction of the Tower Light range of transportable lighting towers has to be one of our best success stories.

Sales of these versatile units have already topped the 100 mark and are certain to reach even greater heights following the introduction of two new models, the static TFS.5 and the wheeled ML.5.

Director sales Graham Kleinhans believes these will add significant value to almost any operation, quite literally at the flick of a switch.

“Our existing products have won instant acceptance from customers engaged in large scale operations. The ability to work on projects like road construction, infrastructure development and mining rehabilitation at night has had a very positive effect on their bottom lines. Our new additions are intended to provide much-needed illumination solutions for smaller working areas at entry level prices.”

The TFS.5 provides operators with four 500W halogen floodlights mounted on a telescopic mast which can extend to a height of 5.5 metres. The tripod-mounted unit is impressively powerful, able to light an area of 625 square metres (20 lux average) from either generator or mains power.

It is also easily transportable and, weighing in at only 64 kilograms, makes it a classic ‘plug and play’ product which can be used when and where circumstances dictate.

Its bigger brother, the Tower Light ML.5, is equipped with a Yanmar SKVA generator that powers four 400W metal halide lamps that can easily illuminate an area of up to 1,600 square metres (20 lux average). The fuel efficient motor consumes a mere 20 litres of diesel over a 30-hour period, which means that its operating costs in relation to gains in productivity are negligible.

While the ML.5 has to be truck transported to operational locations, the generator tower and lights are mounted on a wheeled chassis guaranteeing ease of movement once the self-contained product arrives on site.

A complete set of Tower Light products is available for demonstration purposes at our Jet Park premises.

“We haven’t come across a single Tower Light operator who hasn’t reported the double gains of an increase in output coupled with a drastic reduction in downtime. One of the major reasons why operators resist night time work is that major breakdowns usually occur in the dark. By their very nature, crushing and screening machines need ongoing personal management and a Tower Light system allows for constant supervision, irrespective of the time or weather conditions.” They also represent a major advance in operator safety.

Graham adds that inventive operators working at remote sites have used Tower Light generators to power air conditioners, computers, faxes, fridges and microwave ovens during daylight hours.

Meet the Sandvik UD211, versatility on wheels

Our introduction of the versatile Sandvik UD211 has generated an enthusiastic reaction from mining and quarrying operators, including many important customers in East Africa.

The Sandvik UD211 comes as a powerful package, including a grizzly feeder, primary and secondary crushers and a banana screen fed by Sandvik’s renowned Scorpion loop conveyor. All of these arrive complete on a single trailer frame.

Africa sales manager Wayne Warren says that the machine provides a crushing and screening solution ideally suited for start-up mining or quarrying operations or for customers whose operational conditions are limited by terrain and space.

“The compactness and mobility of the UD211 and its price in comparison with large scale units has already resulted in several sales. What has also proved to be a major attraction is its adaptability to meet changing needs,” he says.

The product has the ability to process a wide range of materials and sizes for different applications. For example, the Sandvik UD211 purchased by a customer in Zambia was originally used to produce sand for building a slimes dam. This project has been completed and the Sandvik has since seamlessly moved on to producing aggregate to build the mine’s growing network of haul roads.

An added benefit is that the electrically-powered UD211 is relatively inexpensive to operate and using a genset can work anywhere on the continent.

Wayne adds that while it is not intended to match the output of large scale and costlier crushing plants, its powerful jaw crusher can accommodate feed sizes of up to 600mm, a vital consideration in planning blasting operations.

“This means that the end user does not have to change blasting patterns to yield a smaller size which would previously have been the case. The net result is the achievement of significant savings related to time and the cost of explosives.”

The UD211 is ideally suited for African conditions as despite current economic conditions, mining, exploration and the attendant construction of infrastructure will continue to grow across the continent.

“We see the Sandvik UD211 as an exciting new product that could provide a long term key to success for many of our customers.”

Key features:
- SWDB43H vibrating feeder
- C440J jaw crusher
- CH440 cone crusher
- SB1542 vibrating screen (banana)
- Sandvik Scorpion patented loop belt conveyor 900mm x 15m

Two screen cloths can be mounted at the bottom deck of the screen where two reversible conveyors facilitate the separation or combination of fines material.

Safety considerations include the provision of six supporting legs and rear support to stabilise the wheeled plant when in operation. Foldable platforms equipped with hand rails and folding ladders assist operators by providing safe access to key areas. Emergency stop buttons are situated in working areas and a siren provides an audible warning when the machine comes into operation.