Our industry has been going through a very tough time over the past 18 months as a result of many macro and micro economic circumstances. There has been a marked decline in the number of new mining and construction projects, heightening competition for the work that remains available. Eskom’s power deficiencies, our government’s inability to control corruption and create growth and the resulting weak rand has done nothing to help our cause. These tough times and challenges have forced us to take an inward look at our business to better prepare ourselves for the road ahead.

Pilot Crushtec International’s CEO, Sandro Scherf, has been very active behind the scenes in reshaping our strategies. Here he gives us his vision of how Pilot Crushtec International will be operating in the short to medium term. “We’re really going back to basics, focusing on both the internal and external aspects of how we run our business. Our first priority is our customers and we will be concentrating on providing them with the best possible service and support. We will be working hard to better manage our relationships, gaining a better understanding of their needs and incorporating these learnings into our operational structures.”

This has meant new investments in staff and systems in customer support areas that will create added value to both our domestic and international customers, now and into the future.

“Despite the business climate, we have a number of reasons to be optimistic thanks to the increasing success of our association with Sandvik, not to mention the marketability of our locally-built machines. Thanks to the extraordinary growth of sales of Sandvik equipment and replacement parts in southern Africa over the past three years, our Swedish partners have realigned their global business model, acknowledging the fact that central and southern Africa represents markets of key importance,” he says.

A positive local response to the innovative QA335 and QA441 double screen bought by customers in the Western Cape has reinforced our confidence in our Sandvik product line. “New product development is key to our future strategy moving forward, and includes increasing participation in export markets. Our ability to manufacture rugged, high performance and reliable products is gaining considerable credence overseas and a consistently weakening rand can only strengthen our competitive position in addressing these markets,” says Sandro.

Our TwisterTrac VS350, the latest evolution in a highly successful range, has achieved wide acceptance with our customers operating in eastern Australia. The product is generally regarded as the world’s best tracked vertical shaft impact crusher and we will be working hard to promote this internationally. The introduction of the diesel-electric TwisterTrac VS350E has strengthened our offering with a 30% increase in production and a 40% decrease in diesel consumption.

A particularly exciting development is our locally-designed and built DynamiTrac TDH6118 which is currently undergoing an intensive field testing programme on a customer’s site in the northern Free State. The DynamiTrac, which will go into production in the last quarter of the year, is a high output triple screen product designed to produce large volumes of aggregate in a variety of sizes. “We believe that the DynamiTrac will not only prove to be an attractive proposition for local aggregate producers but that it holds real export potential.”

“We’re really pushing to act as a springboard for the success of both local and international customers despite current market conditions and we’re wasting no time. If we think something needs to be done, it automatically becomes something that has to be done!” he concludes.

CRUSHING AFRICA’S
A Sandvik UH312 wheeled crushing and screening unit on-site in Tanzania

Sandvik UH312 delivers one-stop solutions in Tanzania

We recently supplied another one of our versatile Sandvik UH312 wheeled crushing and screening units to a quarry in Tanzania. The sale was made in response to the customer’s need for a highly mobile piece of equipment capable of delivering multi-product crushing and screening solutions.

Chief executive Sandro Scherf explains just how the Sandvik’s northern hemisphere technology provides an excellent fit for operating conditions on a site located 150 kilometres from Dar es Salaam.

“Wheel-mounted equipment, especially that of Scandinavian origin, has traditionally been popular in east Africa, a preference dating back to colonial times. The machines are easy to transport and have become a local byword for reliability and productivity.”

The UH312 is being used by first-time customer Maseyu Quarries to process granite for construction and cement production. Ease of mobility is essential in this application, as while end users are based at the coast, granite of a suitable quality can only be found a significant distance inland.

The self-contained product is a secondary crushing unit consisting of a CS86 four-deck vibrating screen and a CH440 high capacity crusher which, according to Sandro, has made a perfect match with the quarry’s existing equipment.

“We decided that the best way forward was to look at sourcing new equipment and our request for a quotation was turned around in a couple of hours. This was in marked contrast to other suppliers who made us wait weeks for the information we needed.”

Andre Van Der Poel

I am proud to introduce myself to you as the new national sales manager of Pilot Crushtec International. I am 45 years of age, and have been involved with the supply of capital equipment my entire working career, mostly to the mining industry, both locally and across our borders into Africa. I’ve also had the opportunity to have worked and lived in Zambia for six years on the Copperbelt.

Currently, the markets are depressed, the rand is weakening daily and trading conditions are very challenging for all markets. Is the cup half full, or half empty? I suppose that is up to the attitude of each one of us to decide that.

I am blessed to have been involved with very well-known, large companies in the manufacturing and supply of industrial equipment. The only constant is change, and that goes for the smaller and larger companies alike. One thing that I have realised, is the ability of successful companies to change with the times.

At Pilot Crushtec we have the ability to identify a required change, and implement it within a very short time period. We are constantly driving the “value proposition” to our customers, and believe that this has allowed us to build a great company over the last 25 years.

We are continuously adapting to the conditions, and are working hard to always offer our customers the best technical solution, at the best delivery times, at the most affordable terms. We have a fantastic team of people that are relentless in their efforts to offer our customers the best service in the industry.

I am very excited and proud to have the leadership of Sandro Schef (CEO), and embrace his very high work ethics and integrity. In these difficult times, we are pulling together as a team, and identifying alternatives to add to our existing product offerings. We are embracing the times of change, and believe that we will be well prepared as a company when the markets start to improve.

Hopefully, very soon, I would have had the pleasure and privilege to have met most of our customers and understand their business and operational requirements whilst identifying where Pilot Crushtec can contribute through our value offerings.

Sandvik UH312 delivers one-stop solutions in Tanzania

The primary crushing function is carried out by the company’s existing wheeled jaw crusher while material is first transported to a surge pile from which it is then routed to the UH312’s screen.

Oversized material is fed into the cone crusher through a choice of three different entry points and is then returned by conveyor back to the screen. Principle demand is currently for -30mm+20mm and -20mm+10mm products, however smaller sizes can be accommodated.

The entire materials handling element of the plant is facilitated by Pilot Crushtec International products, including a pan feeder, a C565e magnet, a feed hopper, five MC800 20-metre conveyors and a single Pilot Modular MC1200 25 metre conveyor.

“A significant upsurge in demand from our customers meant we had to raise output up to around 250 (tph) per hour,” says owner Nestory Mtega.

“We decided that the best way forward was to look at sourcing new equipment and our request for a quotation from Pilot Crushtec International was responded to within a couple of hours. This was in marked contrast to other suppliers who made us wait weeks for the information we needed.”

Nestory in the meantime took the opportunity to inspect a similar product used by a major civils contractor in Dar es Salaam. The operator’s favourable comments combined with his past experience in using hydro cone technology convinced him to opt for the Sandvik’s quality in order to secure a long term sustainable means of production. Comparisons also revealed that the UH312 was very competitively priced.

“The Sandvik UH312 has taken us up to a new level of aggregate production which will enable us to keep growing and service our target market which is primarily large construction companies based in Dar es Salaam,” says Nestory.

Technical features at a glance:

• CS86 four-deck vibrating screen
• CH440 hydro cone crusher
• Maximum feed size to crusher: 215mm
• Maximum feed size to screen (gravel): 150mm
• Maximum feed size to screen: 120mm
• Capacity (up to): 300tph
• Capable of producing four different products
• Compact design ensures ease of access to all essential equipment
• Three different feed points into the cone crusher
• Onboard self-contained electrical switch gear cabinet
• Emergency stop buttons at all strategic positions
Sandvik QA331 opens up new opportunities for OJ Plant Hire

Gaining a quantum leap in output literally overnight is an ambition for many businesses. When this feat also opens up opportunities to exploit new markets, it is something very special indeed.

Western Cape sand producer OJ Plant Hire recently experienced such a phenomenon with the purchase of a Sandvik QA331 mobile screen. The company was looking to increase yields from its sand mine and bought the machine on the advice of Innovexx Co., the regional distributor of Pilot Crushtec International products.

CEO Sandro Scherf explains the rationale behind the purchase, "We have, over the years built up a long-standing relationship with OJ Plant Hire. We recommended the QA331 as the solution to the venture’s needs," says Innovexx Co. director Alessandro Scherf.

And the results have exceeded all expectations.

"The original intention was to run the screen just a few days a week, however the quality of the finished product immediately stimulated significant growth in sales to local builders. The Sandvik is now working full time, producing volumes well in excess of the owner’s previous plant.”

OJ Plant Hire forms part of the Els Group, which has been a prominent player in Bredasdorp for well over 20 years. Its building-related interests include waterproofing, plant hire, building materials, hardware and construction.

Owner, Ockie Els, is more than satisfied with his new investment that has opened the door to several new business opportunities.

"Our Sandvik screen has given us the competitive edge in growing our business in the region. We are now looking to expand our client base in a number of different areas. Apart from giving us the ability to up the sale of building sand, we have access to additional volumes of sand for filling purposes and recently concluded a contract to supply ready mix.”

While the purchase of the Sandvik QA331 is proving to have been a far-sighted decision in production terms, Ockie has gained a great deal of confidence from the overall package which includes the ownership and operation of a major piece of capital equipment.

"What has impressed us is the after sales service we have received, not only in commissioning the unit, but a personal visit from a Sandvik executive from Sweden who was in the country at the time. The fact that our company operates a machine of this magnitude creates an enormous amount of goodwill with our customers and takes us to another level. I am positive it will create many exciting opportunities in the years to come," says Ockie.

The DynamiTrac TDH6118 signifies one of the most exciting developments to come out of Pilot Crushtec International. Designed and built entirely in-house, it represents a new generation of high output screen technology.

"Markets in the mining and construction industries have been designed to deliver.

"On the one hand, the DynamiTrac acts as an import replacement, providing local operators with a homegrown solution for the cost effective production of high quality aggregate. Alternatively, it is competitively poised to deliver these efficiencies to a variety of export markets, an advantage to be gained from the likelihood of our exchange rate remaining at current levels.”

The DynamiTrac TDH6118 prototype on-site at Danoher Contracting, which is managing the operation, has been entrusted with the task of putting the new product through its paces and director Royden Webster is impressed with the DynamiTrac’s performance.

"Even at this early stage we rate it as a very capable machine, highly productive and also easy to operate. We’re taking things cautiously at present, operating at around 150 tonnes per hour, but estimate that it could be capable of delivering as much as three times that amount.”

Royden adds that for a brand-new machine the screening efficiency is excellent. The DynamiTrac is simultaneously producing four different sizes of material, ranging from fines to oversize and is getting each product right first time without any need for re-handling.

Danoher site manager Divan Swanepoel is also upbeat about the TDH6118.

"One of the standout features is its good e-engineering, especially the design of the engine bay. The room available allows for easy access to the power plant for inspections and routine maintenance which is a major benefit when working on site.”

Pilot Crushtec International’s director technical and customer support, Jorge Abelha, reports that the DynamiTrac has already completed a trouble-free 1300 hours.

"During this time we completed routine 250-hour services in which the screen only needed minor adjustments while Volvo came on site and downloaded data which showed that the engine was in perfect working order. In addition, a number of our engineers ran their own checks on specific aspects of the machine and were satisfied that it is performing exactly to design specification.”

Engineers were also on site during the commissioning process which included manoeuvring the TDH6118 into Danoher’s production train. Key learnings from this process showed that despite its size, the track-mounted remote-controlled screen is relatively easy to direct. It is also inherently very stable with a low centre of gravity allowing it to safely negotiate relatively steep gradients.

The project originated 12 months ago, when our sales development team identified the pressing need for a robust and reliable mobile screen that would deliver high volumes of fines and aggregates at the lowest possible cost per tonne.

Following an intensive research and development programme, the DynamiTrac project has culminated in the creation of a track-mounted, self-driven, triple shaft, triple deck horizontal screen capable of combining high volume output with multi-product versatility.

CEO Sandra Scherf explains the rationale behind the introduction of this ground-breaking new product: "Markets in the mining and construction industries have become even more competitive as a result of current economic conditions which are unlikely to change in the short term. This means that there is an even greater need for cost competitiveness, an attribute the DynamiTrac TDH6118 has been designed to deliver.”

The new product is destined for both domestic and export markets.

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The DynamiTrac TDH6118 prototype on site at Danoher Contracting.

Major features:

• Locally produced triple shaft, triple deck screen ideal for the production of high quality fines and aggregates
• Output in excess of 350 tonnes per hour
• Ease of access to all major components and working parts
• Simple electronic incorporating safety alarm before each function starts
• Four product conveyors, each with a stockpile height of 3.5meters
• Track mounted with hand held remote control
• Volvo TD542EV tier 3 power unit 160kW/ 2.390rpm 1500rpm capacity tank
• Hydraulic systems include failsafe interlocks and variable product conveyor speeds
• 24VDC electrical system with failsafe emergency stop control
• 10 second delay start and siren for all functions
• Estimated weight 48,000 kgs

The different stages of production of the DynamiTrac TDH6118.

The DynamiTrac TDH6118 is without a doubt the largest machine ever to be built at our Jet Park factory, and is scheduled to go into production in the last quarter of the year. In the meantime, a prototype is undergoing one of the most strenuous test programmes to which any of our projects has been subjected.

The machine is currently paying its dues at a quarry in Ventersburg, approximately 180km north of Bloemfontein, where it is undergoing a 2,000-hour pre-production reliability test.

The site is a SANRAL quarry which is currently serving fewer than five separate road renovation projects. Danoher Contracting, which is managing the operation, has been entrusted with the task of putting the new product through its paces and director Royden Webster is impressed with the DynamiTrac’s performance.

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The different stages of production of the DynamiTrac TDH6118.
The recently introduced Sandvik QA441 double screen – the first locally produced product of its type – has been completed.

The team is one of our most valued core strengths. Every day, individual members keep a low profile, diligently developing, drawing and recording every single detail of our locally-produced products while providing valuable technical assistance to customers in the field.

The DynamiTrac project was instigated by CEO Sandro Scherf whose research indicated a marketing opportunity for a high capacity triple-deck screen, both in southern Africa and a number of overseas markets.

“Having received a detailed brief from Sandro, we sent our design engineers into the field to meet with existing users of this type of equipment,” says engineering manager Dawie Scholtz.

Learnings proved to be invaluable as operators put forward their opinions on the strengths and weaknesses of a particular design, and areas where they would welcome modifications and improvements.

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