

## NEW PRODUCTS

Trevor Nason of Landquip, Tino Vinella of Walkers Hammers and Greg Baynes from Sweeper said they were pleased to be dealing with an established operation like the MB Crusher company.



Mr Nason said MB Crushers has created a niche in the world crushing equipment market with its bucket range.

“Manufactured for over eight years, this product has been tested and has performed in many countries for a huge range of applications. MB Crushers are built to high precision quality and engineered to stand up to the demands of rigorous application.”

Mr Vinella said Walkers Hammers believed that MB Crusher was a very professional and dedicated company which had built a top quality product with good support from its sales team. Both men said MB Crusher had a long-term future in Australia.

“MB Crushers have a large application in the Australian industry, as they are an extremely functional and mobile attachments to suit a range of excavator sizes and can be used in all locations easily, making on site crushing an affordable and desirable option,” Mr Nason said.

Mr Vinella said “with the big focus on recycling in Australia, we will find that the crusher bucket will play a key part in a lot of companies in Australia.”

Mr Nason and Mr Vinella said they decided to work with MB because they were convinced about its application to Australian conditions.

“MB Crushers are clearly the most advanced of this type of product available and offer a comprehensive range of models and attachments,” Mr Nason said.

He said Landquip was distributing the MB Crusher range with a number of regional service providers throughout Australia to assist customers in all after sales requirements. Landquip has product information available to all

customers which can be obtained by phoning the sales office (please ask for more information [info@mbcruasher.com](mailto:info@mbcruasher.com) or [www.mbcruasher.com](http://www.mbcruasher.com)).

Mr Vinella said Walkers Hammers had set up the Wotan company so it had agents with full workshop facilities in all states of Australia – Transmin in Western Australia, Qld and Northern Territory; Renex in South Australia, Groundtec in NSW and Walkers Hammers in Victoria and Tasmania.

And Mr Nason and Mr Vinella were both impressed with MB’s new Iron Separator magnet.

“MB Crushers also offer a powerful electro magnet as a unique, on-board attachment for the Crusher Buckets. This attachment allows for sorting of metal components from crushed material and is designed for crushing reinforced concrete product and separating the reinforcing material. “This attachment is a must for all operators with this application,” Mr Nason said.

“The magnet is a very good option for the removal of Rio bar from the crushed material: it is quick and very effective,” Mr Vinella said.



Mr Nason said Landquip had a demonstration site available for customers to view the MBCrushers in action. Customers could organise to have a demonstration at their convenience by phoning Landquip or requesting information at [info@mbcruasher.com](mailto:info@mbcruasher.com).

Mr Vinella said Walkers Hammers had one BF70.2 crusher bucket and one BF120.4 model which could be demonstrated to customers.

*For further information contact Veronica Guerra, Area Manager for MB Crusher Company at [www.mbcruasher.com](http://www.mbcruasher.com) or [info@mbcruasher.com](mailto:info@mbcruasher.com)*

## CONPLANT DELIVERING INNOVATIVE SERVICE SOLUTIONS

The future of plant and equipment servicing is in fully outsourced maintenance solutions, according to Conplant’s National Service Manager John Ibrahim.

Mr Ibrahim says businesses want to focus on getting through the jobs their customers are paying them to do, and they generally don’t have the time or the in-house expertise to manage their own regular or breakdown servicing.

He says Conplant is looking at ways to ensure contractors can keep their fleet in top shape with minimal impact on their work schedules.

“For instance, that might mean we complete servicing work outside normal working hours to reduce downtime. We’re looking at extending the operating hours of our workshops so that we can be working on machines when customers are done for the day. Downtime costs contractors more than servicing does, so it’s valuable to them if they can get that servicing done when the machines would not normally be in use.”

Mr Ibrahim says many of Conplant’s customers take advantage of its field service and machinery transport options. “We have 19 field service vehicles that we can send out to complete work onsite, so the customer doesn’t need to come into the workshop at all. Of course, the workshops have more extensive facilities and capabilities, so we also have a fleet of transport vehicles we can send out to collect machines and bring them in, saving the customer considerable inconvenience.”

Conplant is now taking the next step to develop more proactive fleet management solutions. This includes establishing a database so staff can let customers know when their machines need servicing. “It will basically mean that customers can focus on their job and really not have to worry about the servicing side of things at all. We’ll be able to tell them when their machines need servicing, find a time that works with their requirements, send a transport vehicle to collect the machines and then deliver them back to the site where they’re working,” Mr Ibrahim says.

He also expects to see bundled sales and service agreements becoming more