

# COAL-POWERED BUSINESS ENERGIZED BY PILOT CRUSHTEC

"Pilot Crushtec has been extremely loyal to me and their service outstrips every competitor," says Johan Labuschagne, owner of Qhubeka Processing, a thriving crushing and screening company based in Bethal, close to the high production Mpumalanga coal industry.

What distinguishes Qhubeka Processing from the industry norm is the fact that its owner is a multitasking entrepreneur who believes in actively

being part of his business in every possible way. With this challenge, Labuschagne has always relied on Pilot Crushtec to help him fulfill his many contracts. "Johan is well-known in the coal industry and is contracted by many different mines to screen coal into different

sizes," says Nicolan Govender, Pilot Crushtec's national sales manager, "and as a one man operation he has always required a personal relationship with us, his supplier. "If there is a breakdown or an enquiry, Johan knows that he can call us no matter the time of day or night and he will get the best response time in the industry."

Govender explains that this is one of Pilot Crushtec's key strengths, which despite the company's rampant growth is still in evidence today. "We provide solutions, we don't just sell machines. In fact, our relationship with Johan has grown into far more than us being just a supplier. Over the years we have referred many customers looking for coal contractors to Qhubeka, and in return, Johan has referred numerous associates in the industry to

suppliers. Pilot Crushtec makes me feel part of the family and that makes doing business with them very easy indeed." Before starting his own business Labuschagne spent time in the Ukraine where he trained the Russians on how to mine slurry ponds and run washing plants. Today Labuschagne business is expanding exponentially. "Johan bought his first screen, a Terex Finlay 663

Supertrak, about six years ago and has purchased three more since then," says Govender. "Recently Pilot Crushtec helped Johan sell one of his old Terex Finlay's 663's to raise the capital to purchase a new Terex Finlay 683 Supertrak, which his larger contracts now require."

Labuschagne confirms that the R1.6 million machine has

delivered extremely well on expectations. "My aim was always to purchase one new machine a year, and now in my fifth year of business I have acquired four machines," says Labuschagne. And, with the recent addition of his son to the company, this coal-powered business looks set to burn brightly for many years to come.



Pilot Crushtec," explains Govender. And it's Pilot Crushtec's smaller customers, like Labuschagne, who can attest to this claim. "The after sales service that I have received from Pilot Crushtec is excellent and I can confirm this because of the discussions I have had with competitor screening companies who use other

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