

Bucket crushers prove their worth on Victoria's basalt soils

After months of telemarketing, Meccanica Breganzese's Italy-based area manager Veronica Guerra, decided it was time to meet some of the company's Australian bucket crusher customers.

EARTHMOVER met Guerra at Civenex in Sydney in May and she had already found out first hand they were all extremely enthusiastic about the product's performance.

She was at Civenex to see how an Australian trade exhibition was run and she was impressed. "But it was at Civenex that I realised that the Australian market is very different to the Italian market. That is, trade fairs in Italy are very different, especially the demo areas that are vital for our customers. I think we should exhibit at trade fairs in Australia to make our

products more visible, and, in fact next year we will make a point of being there to show our bucket crusher."

She said the other facet of her trip, was to appoint local dealers as until recently, MB has managed mostly to sell its products directly from its Vicenza, Italy headquarters.

Guerra said MB's bucket crusher could be of great use to excavator operators all around Australia. "But at the moment operators around Melbourne seem to be showing most interest in them," she said.

East coast MB dealer since early 2008, has been Wagga Wagga-based Landquip

run by the Nason family. Trevor Nason is manager, Jay Nason is in charge of the sales team and Andrea Nason looks after marketing.

Jay confirmed the Melbourne area interest to *Earthmover*, as they have sold a number in Victoria, mainly because of the mix of earth and rocks across southern Victoria's volcanic plain.

Another interesting point about the Australian market is that the most popular model at the moment is the BF90.3.





(above) Typical MB bucket crusher raw material

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It weighs 3.5t and is suitable for excavators weighing between 20 and 28t. The mouth opening measures 900 by 450mm and the bucket 2.45 x 1.35 x 1.45m. Capacity is 0.75 m³ and it crushes all types of material

Guerra said the latest product from MB is an optional steel separator because many operators need to crush material containing it. "But most inquiries seem

to be for demos of the crusher bucket with the iron separator, and the customer is always fascinated by its performance. With our product the iron can be crushed and then separated from the crushed material. It is delivered on request to the customer together with a bracket and installation kit," she said. □

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