

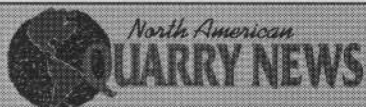
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Quarries in the News

Michigan Aggregate Machinery Rebuilds/Refurbishes/Resells Wash Plants and Other Mining Equipment

by Mike Gallagher, Midwest Editor

Bill Horan has a special place in his heart for used wash plant equipment from the mining industry.

And well he should, as that machinery has helped make his company—Michigan Aggregate Machinery—a multi-million dollar, international player in supplying limestone, gold, aggregate and other quarries with his highly prized mining equipment.

The Northville, MI-based company is world renowned for providing top-notch rebuilt and refurbished machinery in the competitive industry.

And while the family owned Michigan Aggregate Machinery handles just about any piece of equipment that can be found at quarry sites around the world, it is wash plant equipment that sparks a special feeling in Horan.

"I am heavy into the wash

Horan's claims.

"Michigan Aggregate Machinery is head and shoulders above everyone in the used mining-equipment business," said Samuel E. Cline of Atlanta, a retired mining engineer and part-time consultant to Wall Street investment firms specializing in mining stock.

"Their reputation is that they only will put out top-quality equipment on the market," said Cline. "And that reputation speaks for itself. They are successfully doing business internationally while their competitors are scratching just to make a go of it here in the US. It's a tough profession and they are certainly kings of that industry niche."

But becoming king of the used mining-equipment market is not easy.

Horan said that one reason good used mining equipment—

machinery from a place in Scotland; and now were dealing with some equipment in Guatemala. I go wherever the business is."

One of the hardest components to find in decent enough condition to refurbish, he said, is screening equipment.

"Screens are usually the first things to go because they are self-destructive machines that shake like hell," Horan said. "Motors don't wear out as a rule. And a sand screw is usually protected pretty well by the wear shoes that keep it from the abrasive product."

The future looks bright for Michigan Aggregate Machinery, predicts Horan.

"With our company, top quality used equipment is always in demand. What also helps us is that mining equipment manufacturers are always way behind in their production schedules. A quarry that needs something immediately goes to a manufac-

plant equipment as I cut my teeth on that stuff while I was growing up," he said. "I'm the third generation of my family that has been washing sand and gravel throughout Michigan. Now I deal with this same equipment, only now it's on an international scale."

Screens. Motors. Rotors. Gyrotory crushers. Sand screws. "We handle it all," Horan noted.

From a seaside resort in the Grand Cayman Islands, Horan told *North American Quarry News* how his company earned its celebrated perch in the used mining-equipment market.

"We look at the market from a little different angle," said Horan. "There is a tremendous need for good, used wash plant equipment and just about any other type of mining equipment. The demand always outstrips supply. Most of the equipment that becomes available on the market is usually worn out and not very good. We have problems finding the good stuff."

His company will only purchase—when it can be found—used mining equipment that can be properly reconditioned and rebuilt. What sets Michigan Aggregate Machinery apart from most of its competitors is the guarantee that comes with each piece.

"Our name and our reputation is what we have to offer and we believe we should stand behind what we sell with a guarantee," said Horan. "And if I didn't have quality mechanics and people who really know their business, we wouldn't have made it this far. I'm proud of the fact that our company has never been sued, especially during these litigious times."

Industry watchers back up

especially washing plant machinery—is hard to come by is it lasts such a long time.

"Historically, Eagle Iron Works has been the industry leader in the manufacturing of this type of equipment," he said. "Plain and simple they just make the best machinery. Nobody even comes close. And when a quarry buys their equipment, like their wash plant components, they usually die with it. It just keeps on working."

As a result, Michigan Aggregate Machinery usually finds its equipment at auctions or sales by mining companies that have gone out of business.

"It certainly doesn't happen all the time, but when the resources run out, mining companies fold and that is when we try to buy the best of the lot," said Horan.

American and foreign manufacturers of like machinery are usually poor quality imitators of Eagle Iron Works, he added.

"What I had to do in frustration from not being able to find a good supply of Eagle equipment, is I started buying the stuff from a manufacturer in China called Trio," said Horan. "Trio is based in California, but builds in Shanghai. It's run by an American who has a Chinese partner. They have about 40 employees who do good quality work. China is better known for the manufacture of crude mining equipment, but we found this company to be an exception."

Horan now spends his time trotting the globe making deals to buy and sell his used mining equipment.

"We recently bought out a whole mining company in England to obtain their equipment," he said. "I was in Africa at a gold mine; we're buying

turer and are told it may be a 16-week wait. We have a quality refurbished piece ready for them right now."

A 23,000-square-foot fabrication facility in White Pines, MI, is a key to the company's operation, he said. "Not only do we have a team of highly skilled welders and machinists working for us, but from a geographic standpoint it works very well because we get a lot of equipment from the closed mining facilities in Canada."

To bolster their international trade, Horan's company also has formed a strategic alliance with Equiptrade Ltd., a United Kingdom company that helps facilitate sales around the globe. Recent large orders for Michigan Aggregate Machinery have come for such destinations as the Sudan, Dubai, Saudi Arabia and Nigeria.

And as part of a strategic diversification plan, the company also offers a range of services that include mine and aggregate plant liquidation, asset recovery, consignment sales, design and fabrication of new portable crushing and recycle plants, crusher repair, sale of new screens, feeders, wash plants and fines recovery systems.

Some equipment currently available from Michigan Aggregate Machinery includes:

- Coarse material washer (2000) TRIO 36" X 18', 150 TPH
- Sand screw (2000) TRIO 54" x 34' single, 275 TPH
- Logwasher (2000) TRIO 44" x 30', 175 TPH

For more information about Michigan Aggregate Machinery, or to check on available equipment, call (248) 349-8887, or (800) 255-9103, or fax inquiries to: (248) 349-6091.