CORNELL PUMP COMPANY

APPLICATIONS

MINING

MINING APPLICATION IS NO WOODEN NICKEL IN COLOMBIA

Cornell has been active in the agricultural and municipal markets throughout Colombia, and South America, for a several of decades. Working to convince mining companies of the ultimate pricing savings of installing premium products with lower operational and maintenance costs has been challenging, however. In 2011, Cornell's Colombian distributor secured the bid for a dewatering application in the nickel mine in the Northern Andean region of Colombia. Much work went into securing the contract, as the mine was generally closed to new products, there was an entrenched sales network, and there were concerns about the initial pricing of Cornell relative to lower cost/lower quality competitors.

Despite these challenges, the distributor secured a job for three Cornell 8NHTA-RP-EM18-3 units and provided the engine and pontoon locally to keep the packaged price to a minimum. Since 2018, pumps have run flawless for 9,000 hours. Not a single spare part has been required, preventing additional costs and, more importantly, allowing the mine to operate without downtime, avoiding any disruption of nickel production.

The dewatering application in the nickel mine is not unique. Cornell has had great success in mines throughout Australia and Indonesia for years. Currently, there are more than 1,000 units in the Pacific Rim region are all working, as well as in Columbia.

SECRET TO THE SUCCESS—CYCLOSEAL® AND EFFICIENCY

Much of the success is attributable to Cornell's patented Cycloseal system design, which reduced seal maintenance at least threefold. Australian distributor says the Cycloseal design is a game changer for the mines. A typical dewatering application experiences over 15,000 hours of operation before seal maintenance is required. This is unprecedented with diesel-driven applications in severe environments. More challenging applications containing 3-5% silt suspended in the water still realize over 5,000 hours before the seal needs replacement.

At an now more than $5,000 per seal replacement (including drive time, crane rental, labor, and seal price), any additional operational time is a massive windfall for the mines. With the Cornell Cycloseal out-performing the competitors, the seal replacement costs become very significant and can justify any initial price difference that may be associated with a Cornell.

Cornell also generally offers industry-leading pump efficiencies. Not only will a customer get the most robust and maintenance-free pump available for the mining market with the purchase of a Cornell, but they will also experience a pump with the lowest operating costs.