



 **pioneer**  
equipment company

## A Message from the President



We are here to pioneer. Since our inception Pioneer Equipment has been focused on providing equipment solutions to the developing world.

We recognize that our international customers are making big capital investments in machinery that needs to work effectively overseas in order to give them profitable returns. Pioneer has therefore chosen to focus on providing only quality equipment that will meet the rigorous challenges prevalent in infrastructure development.

In the same light we endeavor to establish Pioneer's credibility by preparing equipment per manufacturers standards, shipping on a timely basis as well as supporting our customers' technical needs at destination.

Our multi-lingual staff is also trained to deal effectively with cultural differences, unique equipment requirements and financial challenges of our international clients.

You only have one chance to make a first impression. Consequently, we treat each customer as a potential life long friend and business partner. We believe that Pioneer's personal approach, global services combined with our commitment to quality gives our customers the long term business value they are looking for.

Sincerely,

*Michel Allen*

Michel Allen

The background of the page features a large yellow and blue wheel loader in the foreground. In the background, there is a white building with a blue roof. The Pioneer Equipment Company logo, which includes a stylized globe icon and the text "pioneer equipment company", is visible on the side of the building. A blue and white accessibility sign is also visible on the building's exterior wall.

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## Quality Heavy Equipment

Our focus is to provide only quality equipment for infrastructure projects especially in the developing world. Pioneer has put in place quality control procedures to ensure that every piece of equipment is inspected and serviced before shipment. Our technical staff regularly reconditions machinery at Pioneer's workshop facilities in Jacksonville.



## Personalized Approach

Multi-cultural, multi-lingual staff allows us to cater to our customers' needs in a very personalized way. Years of experience with the developing world has endowed us with a certain level of insight and patience in dealing with these challenging business environments.



## Global Service

With over 500 machines shipped worldwide, Pioneer's corporate structure is focused on serving international markets. Pioneer in-house staff specializes in international sales, logistics and finance services.

# Focus on Developing Nations



200  
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**Established in 2004**, Pioneer Equipment Company is a privately held, family-owned corporation. We treat our customers, our staff and our vendors as extensions of that family.



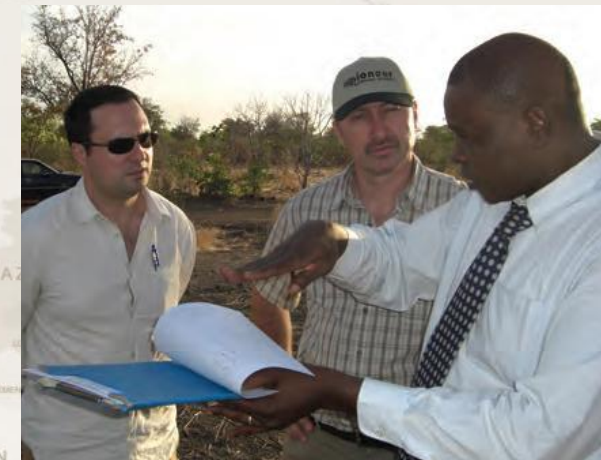
## Multi-national

Pioneer's staff is truly global, hailing from the U.S., Europe, Africa and the Caribbean. Our Multi-lingual crew conducts business regularly in English, French, Spanish, Italian, Portuguese, German and several African languages.



## Relationship-Oriented

Pioneer approaches each customer as a potential lifelong friend and business partner. Our attention to individual needs and service details makes their business experience with our company very personable. Our friends dine at our house, and we dine at theirs.



## Africa Agency Network

In addition to traveling regularly overseas to visit our project sites, Pioneer has invested resources to develop staff on ground in Africa. Pioneer representatives are able to provide personal after-sales service ranging from customs clearing and local parts delivery to project consulting.

# Personal Presence on a Global Scale



# Reconditioned Mining & Construction Equipment

## Value Proposition

Quality Reconditioned Equipment provides our customers with a value alternative to the high cost and production lead-times of new equipment.

### **Benefits:**

Equipment is delivered to destination job site ready. Reliable machines enable customers to meet deadlines, avoid downtime and costly repairs. Lower upfront capital outlay equals quicker return on investment.

## Pioneer's Heavy Equipment Product Line

### **Earthmoving & Mining**

Bulldozers, Excavators, Motor Graders, Wheel Loaders, Rock Drills, Off Road Trucks

### **Road Building & Paving**

Compactors, Rollers, Pavers, AC Distributors

### **Transportation**

Semi-Tractor Trucks, Lowboys, Dump Trucks, Concrete Trucks

### **Cranes**

All Terrain, Rough Terrain, Hydraulic Truck, Crawler, Tower

# Focus On Quality





**CAT**

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Building Africa's  
Infrastructure

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# Reconditioning Process

## Pioneer's 100+ Step Quality Checklist

- Used equipment is tested at Pioneer's facility as per manufacturers' specifications
- Power train systems tested – Engine, Transmission, Hydraulic, Cooling, Final Drive
- Oils sampled, Pressures recorded, Fluid leaks noted
- Electrical system tested, Diagnostics analyzed
- Undercarriage, Tires, Brakes measured
- Body condition, Paint inspected
- Work order is issued based on above service inspection report
- Pioneer's technical staff reconditions and services the used equipment at our workshop facility
- Final inspection report is issued to certify the machine is ready for shipment as per Pioneer's quality standards







# New Equipment

## Designed for the Developing World

- Manufactured in the U.S.A. using latest CAD design & engineering
- Customized for easy maintenance in rough conditions worldwide
- Pioneer staff provides on-site assembly and training
- After sales technical support & parts delivery

## Pioneer's New Product Line

- Dredges
- Workboats
- Swamp Buggies
- Stone Crushers
- Asphalt Plants
- Cement Plants
- Lowboy Trailers

Pioneer is a certified dealer for:  
Dredge and Marine Corporation (DMC)  
Globe Trailer MNG, Inc  
Wilco Manufacturing, LLC  
Marine Inland Fabricators

## Manufactured with Simplicity





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Building Africa's  
Infrastructure

CAT

**VOLVO**

**CTP**

**GROVE**  
OPERATION  
INFORMATION

**DIESEL**

**Manitowoc**  
Crane Care

**VOLVO**

**OS-S**  
SDS 2

PA1615





## Finance

Our finance personnel welcomes global methods of payment including payments in local currencies, letters of credit and deferred instruments. Our experience with international finance allows us to offer different solutions to finance equipment purchases.



## Logistics

Pioneer's in-house logistics staff ensures your equipment is shipped safely and quickly. Direct contacts with U.S. Customs, ocean carriers, air freight, and trucking allows Pioneer to effectively control the supply chain.



## Parts

Pioneer Express, Inc. was created to service customers' parts requirements both before and after sales. In house staff ensures a quick turn around on parts delivery from point of purchase to point of delivery overseas.



## Consulting

Pioneer's specialty is consulting first time projects in construction, mining, and marine. Our staff has gained invaluable experience in launching complex systems like crushers, asphalt plants and dredges in Africa. Consequently, Pioneer can offer a practical, results based approach that works effectively for our customers in the developing world.

# Let Pioneer Handle It



# Pioneer Equipment Locations

## Pioneer Equipment Company

### HEADQUARTERS, U.S.A.

8515 Baymeadows Way, Suite 201  
Jacksonville, Florida 32256  
Phone: +1 904 732 2151  
sales@pioneerjax.com

### WORKSHOP & YARD

7185 West Beaver Street  
Jacksonville, Florida 32254

## Pioneer Equipment Mali Sarl

### BAMAKO, MALI

BP : 1953, Badialan II, Imm ABC  
Appart N° 05  
Phone: +223 20 22 11 09, +223 66 77 97 04  
salesfr@pioneerjax.com

## Pioneer Equipment Ghana Ltd.

### ACCRA, GHANA

P.O. Box 1138, Accra, Ghana  
Phone: +233 244 99 7057  
sales@pioneerjax.com  
salesgh@pioneerjax.com

## Pioneer Representation in Africa

ZAMBIA

IVORY COAST

GABON

GUINEA-CONAKRY

BURKINA FASO

SENEGAL

## Pioneer Equipment Nigeria Ltd.

### LAGOS, NIGERIA

8 Doby Haven Estate Ikota Lekki  
Lekki Yard: Igando Oloja Lekki  
by Ibeju Lekki LGA- Lagos  
Phone: +234 803 720 3990  
salesng@pioneerjax.com

### PORT HARCOURT, NIGERIA

26b Elingbu Link Road  
behind Fetona Plaza off Stadium Road  
Port Harcourt  
Phone: +234 803 253 6976  
salesng@pioneerjax.com

### WARRI, NIGERIA

128 DSC Expressway  
Ovwian-Aladja  
Warri, Delta State  
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7185





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