

CAPITAL EQUIPMENT NEWS

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SEPTEMBER 2017

AT THE FOREFRONT OF A PARADIGM SHIFT



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AT THE FOREFRONT OF A PARADIGM SHIFT

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REVISITING THE PDS SUBJECT

I recently visited a limestone mine in Mafikeng in the North West Province of South Africa and was really impressed by the level of attention to detail at this operation, especially as far as matters relating to equipment management and safety are concerned. From a safety perspective, the adoption of proximity detection system (PDS) technology is a key enabler on site. Despite early resistance to this technology, management at the operation is seeing the massive benefits of the PDS system.

Legislation for the mandatory use of PDSs on trackless mobile machinery was promulgated by South Africa's mining regulator, the Department of Mineral

Resources (DMR) in February 2015. The Mining Industry Occupational Safety and Health (MOSH) initiative, led by the Chamber of Mines' Learning Hub, undertook a study which became the basis of the implementation of PDSs on surface mines.

The study, initially aimed at underground mining operations only, shifted focus to opencast operations and used DMR data from 2008 to 2013 to analyse the risks and prevalence of accidents at such operations. The analysis indicated that 83% of fatalities during that period happened at locally-owned and operated mines, as opposed to large internationally-owned mining groups. The MOSH study was initially aimed at underground mining only, but recently shifted focus to opencast operations, including quarries.

Quarry operators feel hard done by this legislation. Their argument is that a one-size-fits-all approach to eliminating fatalities on operations is not necessarily useful unless proper studies are done across the full spectrum of mines and quarries in specific focus areas. The number and types of machines used in quarries are very different to those found in the MOSH studies. For example, fewer machines operate in typical sand and stone quarries, and the sizes of these machines tend to be smaller than on a mine. Operators are more aware of their surroundings and can more easily detect objects in their work areas.

On the back of the pushback from the mining sector and quarrying fraternity to deploy these systems at their opencast operations, in general, I feel it is important for them to understand exactly what the regulation says. The current regulations for diesel machines, specifically for opencast mines, are only a warning mechanism. The PDS needs to warn the driver that there is another machine in proximity, which the mine itself must have identified as unwanted or risky.

The regulation says, in a separate paragraph, if the driver of the vehicle does not respond to the warning, the vehicle

needs to come to a slowdown or standstill. However, that specific part has not been promulgated yet. The regulation says it will be promulgated at a time when the technology is mature enough. The general belief in industry is that the second part is premature. As a result of these inputs, the regulator (DMR) said it will only be promulgated at a later stage.

As quarry operators argue, is there any value if the regulations or leading practice differentiate between mines and quarries because of different risks, and resources? The regulation, if you read it verbatim from the government gazette says, "where a significant risk exists". In other words the regulator has left it up to the specific company to assess whether the risk exists.

The regulation does not define that risk. This implies there is a way for the industry to deal with the uniqueness of operations. It now lies in the hands of industry to compressively assess its risks. For example, the probability of a vehicle to be in an accident in a quarry, because of berms and dedicated lanes, is extremely small. I believe one is able to justify that they don't have that risk, and therefore they do not need to install PDS technology. If one looks at the intent of the regulation, it is good. Industry players now really need to apply their minds on how they are going to deal with it.

Despite early resistance, I believe the market will eventually realise the benefits of the PDS system. It has been implemented to achieve zero harm. There have been way too many fatalities and that's why the legislator is driving this. As one key supplier says, the PDS will also get through the same phase as Personal Protective Equipment (PPE). Initially when legislation came into effect compelling people to wear hard hats and glasses, nobody liked it. People just don't like change. I believe PDSs will go through the same acceptance phase to get to the point where people will never mine without them. 🌐



Munesu Shoko – Editor



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AT THE FOREFRONT OF A PARADIGM SHIFT

In a fundamental change in approach that dispelled the conventional 'bigger is always better' mentality, PPC Slurry took a decision in 2015 to replace a fleet of its rigid dump trucks – a hauling solution it had run for over 100 years at its limestone operation – with four Scania mining tippers to load run-of-mine material from the face to the processing plants. Two years on, the decision is paying substantial dividends through several cost advantages, writes *Munesu Shoko*.

Change, in any form, is often difficult. Many businesses often find themselves resisting change, perhaps because of the perceived risk or fear associated with it. In mining and quarrying, tippers have always been regarded as ideal for light duty applications such as re-handling of ore and hauling of crushed material from the crushing plants to stockpiles. For long, tipper vehicles have been excepted from some arduous applications such as hauling run-of-mine (ROM) material from the rock face to the processing plants, where yellow metal haulers have always been the preferred solution, especially reinforced by the 'bigger is always better' mentality.

For PPC Slurry, the decision to ditch its conventional yellow metal rigid dump trucks (RDTs) it had trusted for over 100 years to haul ROM material from the quarry face to the processing plants, and opting for Scania mining tippers for an application

"We needed to look at something else. We decided on a construction-type of a vehicle, but one that would be able to carry larger payloads that we wanted to."

often regarded a no go area for this type of vehicles, called for a complete "paradigm shift". "To change to Scania, after running a specific brand of RDTs for over a century, took a complete change of mind-set for us as management, as well as our people," says Andre Niemand, technical advisor: Mining at PPC Slurry.

Key considerations

Several factors were behind PPC Slurry's big shift from conventional yellow metal haulers to Scania mining tippers. The unavailability of tyres for this range of RDTs became a turning point for an operation where downtime, due to any standing equipment, is out of question. Tyre companies that previously supplied tyres for this range of haulers had ceased to import them. Slurry started looking for alternative suppliers, but the TKPH of the alternative tyre range was very low, and during hot seasons, tyre bursts became the order of the day.

For an operation that has embarked on a major expansion programme, looking for a cost-effective hauling solution as part of the larger cost-cutting initiatives to support the financing of its ongoing expansion project was another major driver in relooking the hauling gear. As part of its strategic approach that aims to double its business every 10 years through a diversified product and solution strategy, PPC recently invested a whopping



PPC Slurry has deployed a total of four Scania mining tippers to haul ROM material from the face to the processing plants at its limestone operation.



With its 2 x 900 kg front axles, a 32 000 kg Bogie GVM and a 50 t chassis, the Scania G410CB8x4EHZ has a payload of 34 t.

R1,7 billion to upgrade Slurry's Kiln 9, which is scheduled for its first clinker production at the start of 2018. The brownfield project, which kicked off in October 2015, will increase cement production at Slurry from 1,2 million tonnes per year (mt/y) to 1,9 mt/y.

To be able to finance such a capital-intensive project, a number of cost cutting initiatives were identified. Transport – which



SITE HIGHLIGHTS



Scania mining tippers offering 28-32 t of payload



83 % utilisation of the vehicles



20% savings on maintenance costs



50% savings on fuel



250-hour service regime



Andre Niemand, technical advisor: Mining at PPC Slurry (third from left), and Ruben Govender, key account manager – Mining at Scania South Africa (far right), are joined by three drivers at PPC Slurry.

accounts for a third or more of any mine's operational costs – is often the biggest variable cost for any mining operation, but based on Niemand and his team's understanding that hauling is also one of the operational processes where significant cost reduction is often possible, the company started to investigate a possible cost effective hauling solution. "We needed to look at something

else. We decided on a construction-type of a vehicle, but one that would be able to carry larger payloads that we wanted to," says Niemand.

Bauma ConExpo Africa 2015 lived to its billing as a perfect deal-centric platform for fleet owners and suppliers when a member of the PPC Slurry team stumbled upon Scania's G410CB8x4EHZ mining tipper at the

show, a vehicle optimised for quarry work and mining. After consultations with the Scania team, PPC Slurry eventually invested in a total of four Scania G410CB8x4EHZ mining tippers in 2015. Two years on, the range has ticked all the right boxes, all the way from productivity, versatility, through to lower fuel consumption and lower service and maintenance costs.



The current utilisation of the Scania mining tippers at PPC Slurry is about 83%, way more than the 72% world benchmark.

Massive gains

With its 2 x 900 kg front axles, a 32 000 kg Bogie GVM and a 50 t chassis, the Scania G410CB8x4EHZ has a payload of 34 t. “We are running four Scania mining tippers, giving us between 28-32 t of payload, depending on how we load,” says Niemand. Speaking of some of the key benefits of these trucks to date, Niemand tells **Capital Equipment News** that the current utilisation of the vehicles is about 83%, which is way more than the 72% world benchmark.

Another major advantage of using the Scania range of mining tippers is that they offer lower operating and capital costs. Service and wear parts are far cheaper than yellow metal haulers. “We are saving 20% on maintenance costs compared with the conventional range of haulers we used to run,” says Niemand.

From a service point of view, the trucks have a thorough 250-hour service regime. “Servicing is a very important aspect of equipment lifecycle. A well-maintained piece of equipment offers less downtime, higher productivity and lower operational costs. We recommended 250-hour service

“We are saving 20% on maintenance costs compared with the conventional range of haulers we used to run.”

intervals because this is a dusty environment. Regular service intervals help prolong the lifecycle of the vehicles,” says Ruben Govender, key account manager – Mining at Scania South Africa.

The truck’s lighter body translates into increased payload and lower fuel consumption. Massive fuel savings, as high as 50% compared with the previous range of conventional yellow metal haulers, are being realised at Slurry. The Scania mining tippers are hauling material from the face to the primary crushers at 2-3 km distances, achieving cycle times of about 13 minutes. Each truck is doing between 4-5 trips per hour, consuming 14-17 l of fuel per hour, depending on driver behaviour.

To further increase productivity and enhance fuel savings, site optimisation is also a key focus for Niemand and his team. “To avoid unnecessary idling and standing time at the tipping point, we have created a Strategic Stockpile, where, in an event the driver comes to the tip and the robot is red, they can offload at the Strategic Stockpile instead. This prevents unnecessary idling time at the tipping area,” says Niemand.

From a capex point of view, gains are also massive. “When we calculated what it would cost us to buy a new conventional RDT and do three rebuilds over its 18-year lifetime, versus buying a Scania tipper and replace it every three years over the same 18-year period, figures showed that we would be able to save about R6 million,” says Niemand. This figure is still achievable when factoring in two bucket replacements within the three-year lifecycle. “We are looking at new, robust buckets of better

quality than the ones we have at this stage. These will be able to last the entire three-year lifecycle, meaning that we will be able to save more.”

Strong relationship

For an uptime-conscious operation such as Slurry, Niemand reiterates that they have to depend on good and reliable aftermarket support to keep their equipment running at all times. A positive customer-supplier relationship begins with the initiative of the supplier to demonstrate their sensitivity to the customer’s needs. From the onset, Scania went the extra mile to understand Slurry’s operating conditions, its needs and potential solutions.

Niemand is very appreciative of the support offered by Scania, especially the regular visits by Govender and Charnie-Lee Kruger, key account managers: Mining at Scania South Africa. “We appreciate the service and support Scania gives us. They attend to any issues that we may have timely and they go the extra mile to make things work for us,” says Niemand.

Initially there were some challenges, which have been ironed out through the strong working partnership between Slurry and Scania. For example, in the first place, Slurry had some problems with a few add-ons such as the bucket and hydraulic systems.

“Scania was willing to take some of the cost to get these problems fixed. We realised that if a supplier was prepared to shoulder some of the cost on our behalf, then we should, on our part, stick with them,” says Niemand. “Scania showed us that they were prepared to invest in the success of their mining tipper in the local market. They made us part of their development process. We worked together closely and we have since prevailed over the initial challenges we had,” adds Niemand.

The relationship is blossoming and PPC Slurry has since placed an order of three more G410CB8x4EHZ mining tippers, and Niemand is prepared to invest in even more units in anticipation of a new offering expected to roll off Scania’s production line early next year. “We are definitely going to buy more Scania trucks once the new range becomes available,” says Niemand, who is looking at bumping up the fleet to about 10 units that will be able to put through a total of 1 100 t per hour through the crushers.

“Our association with PPC Slurry is more than just a customer-supplier relationship; it’s a partnership. We had some initial challenges which we ironed out together, and we continue to grow together as a team,” concludes Govender. 🌟



HOW GOOD
IT IS WON'T
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HOW MUCH
IT SAVES
YOU WILL.

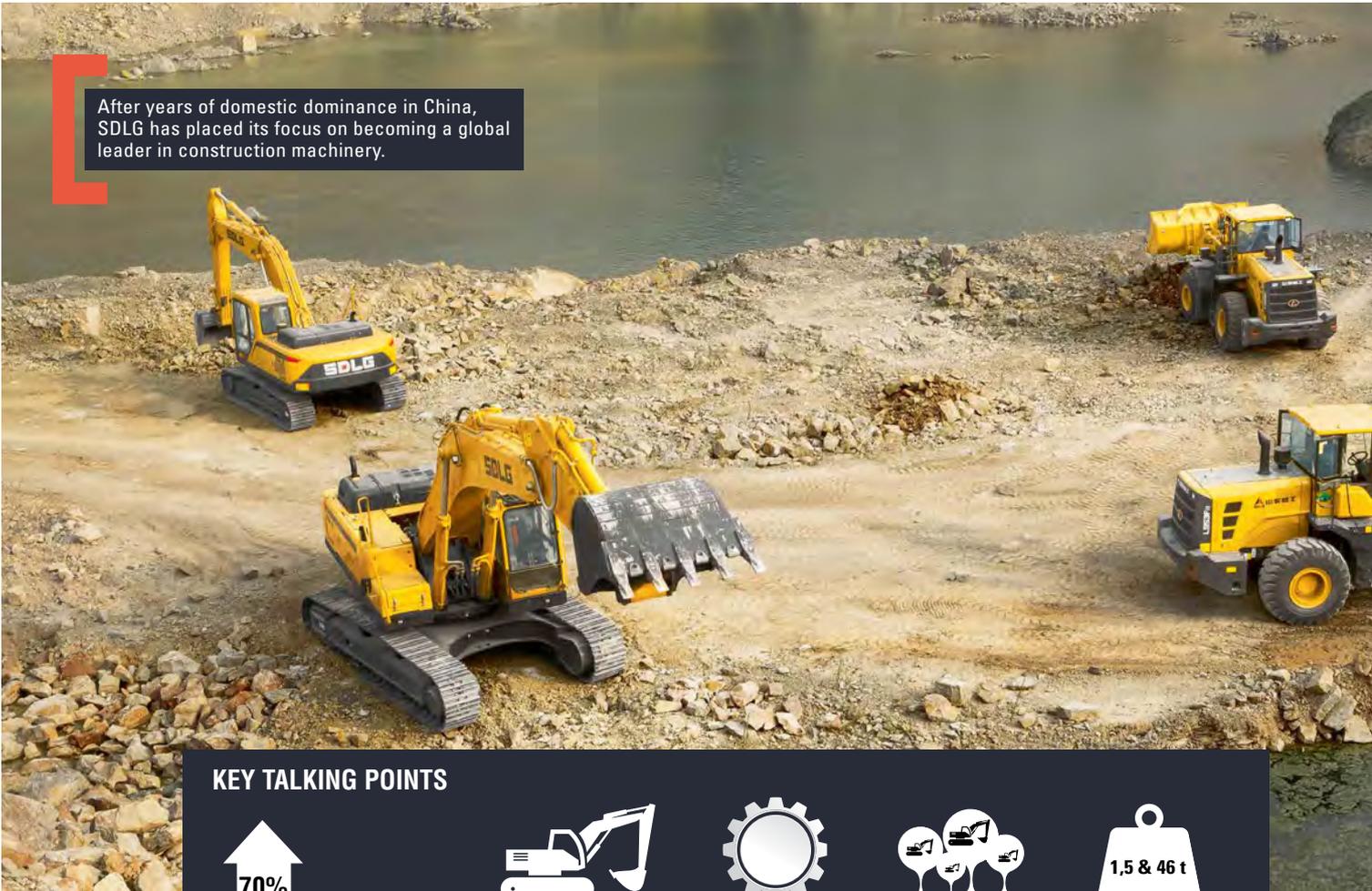


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SCANIA

After years of domestic dominance in China, SDLG has placed its focus on becoming a global leader in construction machinery.



KEY TALKING POINTS



In 2007, Volvo Construction Equipment acquired 70% of SDLG



In 2010, SDLG expanded its product offering with the opening of a 197 000 m² excavator production line



SDLG has completed about 40 technological innovation projects at state level



The OEM is among the Top 4 sellers in the Chinese excavator market



Excavator series ranges between 1,5 and 46 t of operating weight

SEEKING GLOBAL DOMINANCE

On the back of an apparent shift towards value brands in the global construction equipment industry, Chinese manufacturer SDLG has set itself an ambitious target to become a global leader in the international construction machinery sector. Backed by key investments into world-class R&D and manufacturing processes, an ever-growing global footprint, and a strategic product expansion programme, the building blocks to achieve the objective are well in place, writes *Munesu Shoko*, who recently visited SDLG's manufacturing facility in Linyi, China.

That value brands are gaining a larger share of the global construction equipment market is undebatable. Industry figures have it on good authority

that 80% of global construction machinery sales belong to the value sector, especially driven by the insatiable appetite for this gear by developing markets. For example, about 60% of the African wheel loader market belongs to Chinese brands, while 80% of the same market in Russia is also dominated by value offerings.

Shandong Lingong Machinery Co. Ltd is one of China's leading manufacturers of construction equipment, which it markets under the SDLG brand name. SDLG products are targeted at the value segment, and considering the apparent global shift towards low-spec, low-priced construction equipment, the company has seen exponential growth of its business in recent years, both in its domestic Chinese market and export destinations.

After years of domestic dominance in China, especially in the wheel loader market, SDLG has placed its focus on becoming a global leader in construction machinery. The building blocks for the seemingly ambitious objective are well in place, considering that



Shandong Lingong Machinery Co. Ltd is one of China's leading manufacturers of construction equipment, which it markets under the SDLG brand name.

the OEM is already one of the world's leading wheel loader suppliers, by volume. Guo Shaohua, communications director at SDLG, reiterates that the quest to be a force to be reckoned with on a global scale will be achieved through the company's commitment to the growth of its sales and distribution network and a product line that continues to grow and develop technologically, among other key initiatives.

The Volvo factor

In 2007, SDLG entered into a partnership with the Volvo Group, in which Volvo Construction Equipment (Volvo CE) acquired 70% of the Chinese OEM. From the onset, Volvo CE's investment in SDLG was meant to bring long-term growth for the company, and 10 years on, the partnership is leading to tangible benefits for SDLG customers globally.

The influence of having a large parent has been obvious. A lot of time has been spent on product expansion, improving product quality, the way SDLG goes into export



SDLG's F-Series wheel loader range, a radical upgrade of the previous L-Series, made its debut earlier this year in the Middle Eastern and African markets.

markets, how the brand is supported and strengthening the sales team and global dealer network.

"Following our partnership with Volvo CE, a series of product, service and distribution improvements have firmly taken root at SDLG. For example, with the support of the Volvo Group, SDLG has significantly strengthened its scientific research arm to develop international cutting-edge innovative technologies."

The company's ambitions to be a leader

in the global construction machinery will be met primarily through delivering high quality products. To achieve this, SDLG continues to invest heavily in its research and development (R&D) to ensure that products are in line with the current technological advancements. "We have completed about 40 technological innovation projects at state level that have gained recognition through the National 863 Programme, the National Torch Programme, the National Key Technology R&D Programme, as well



In 2010, SDLG expanded its product offering with the opening of its 197 000 m² excavator production line based at its 1 127 000 m² Linyi manufacturing facility.



SDLG has an expanded range of motor graders.



as the National New Products Programme.”

During the recent visit to SDLG’s manufacturing facility, **Capital Equipment News** was afforded the opportunity to tour the company’s R&D facility, where we witnessed the massive world-class technical centre and testing laboratory. The centre incorporates a 3D design system, Computer-Aided Engineering (CAE) analysis and Product Lifecycle Management (PLM). The Linyi-based centre also has partner facilities in Shandong Province’s capital city, Jinan, as well as abroad in California, United States.

“We have also set up our very own technical innovation system, known as the Lingong Technology System. It combines advanced processes with high-level research and development, well-prepared product planning and strong team cooperation to ensure our products remain relevant to their targeted markets to meet specific customer demands.”

Product expansion

One of the key pillars of SDLG’s global drive has been the relentless product expansion strategy in recent years. Initially only producing wheel loaders, in 2010 the OEM expanded its product offering with

the opening of its 197 000 m² excavator production line based at its 1 127 000 m² Linyi manufacturing facility. SDLG excavators – ranging between 1,5 and 46 t of operating weight – are currently only sold in China, the Middle East and Brazil. The range will be made available for other export markets in future.

In the few years SDLG has been involved in the production of excavators, the OEM has maintained a Top 4 position in sales in the Chinese excavator market. It has also maintained a Top 8 position in sales volumes for Chinese excavator business globally.

As part of the product expansion programme, in 2014 SDLG benefitted from Volvo CE’s discontinuation of its Volvo-branded backhoe loaders and motor graders. The products were thus transferred to SDLG. At the time, the product lines of technologically-advanced and high-spec Volvo-branded backhoe loaders and motor graders addressed a relatively small premium segment of the market. SDLG-branded backhoe loaders and motor graders now better serve customer demands in the large and growing value segment of the market.

Following the transfer of these products

from Volvo CE, SDLG went on to launch its first backhoe loader – the B877, which made its debut in the Middle East in late 2014, before it made its grand entrance into Africa at bauma Conexpo Africa 2015.

In recent years, the company has also expanded its road machinery range. It now consists of 12-26 t single-drum rollers and a 3 t double-drum hydraulic roller. This is complemented by an expanded range of motor graders, ranging from 138-220 hp. This year also saw the arrival of SDLG’s first asphalt compactor for the Middle Eastern and African markets. The introduction of the SDLG RD730, a 3 t capacity double drum asphalt compactor, comes at a strategic time when infrastructure projects and investments are said to be increasing in the region, particularly in Africa.

“We have also set up our very own technical innovation system, known as the Lingong Technology System. It combines advanced processes with high-level research and development, well-prepared product planning and strong team cooperation to ensure our products remain relevant to their targeted markets to meet specific customer demands.”

SDLG this year launched its first asphalt compactor – the 3 t RD730 – for the Middle Eastern and African markets.



Feature upgrades

From a product perspective, the benefits of being part of a larger and technologically advanced Volvo Group are very apparent. Feature upgrades in recent products such as the F-Series wheel loaders and the Variable Horsepower motor graders are testimony of the company's relentless focus on technological advancement.

Earlier this year, SDLG launched variable horsepower versions of two of its biggest selling motor graders for Middle Eastern and African markets. The new G9190 and G9220 VHP (automatic variable horsepower) motor graders provide an automatic mode for transmission, allowing operators to shift seamlessly between manual to automatic transmission. This gives them greater control over the grading process while optimising fuel efficiency.

"The new VHP models give the operator greater control over the grading process, with the freedom to shift from manual to automatic transmission when they choose," says Shahir El Essawy, SDLG's business manager for Hub South. "They are also fitted with a piston pump hydraulic system that always delivers the optimum oil flow to the hydraulic functions, regardless of engine speed. In this way, VHP allows the operator to concentrate on grading with greater precision for superior results, while the machine focuses on being more fuel-efficient."

SDLG's F-Series wheel loader range, a radical upgrade of the previous L-Series, also made its debut earlier this year in the Middle Eastern and African markets. The first units of the L958F have already been launched in southern Africa by Babcock.

Behind the new design of the wheel loader range are several new technical improvements. A key feature upgrade is the new SDLG VRT200 transmission, which offers an 8% increase in comprehensive efficiency over the older ZF 4WG200.

With four forward gears, four reverse gears and a large adjustment range of speed ratio, the new transmission gives full play to the engine power for improved fuel economy. The VRT200 transmission also benefits from an electro-hydraulic shift with functions of kick-down, power cut-off and shift interlock, making the gearshift stable. A ladder buffering design for the clutch improves shift stability. Maintenance is also convenient on the VRT200 compared with the 4WG200; not only can the transmission and transfer case be separated, but also contains an external pump for easy access.

Expanded footprint

SDLG's global expansion strategy has been given a strong base by the company's strong footprint in its domestic Chinese market. In China, SDLG has a total of 132 distributors, complemented by 875 outlets of secondary network, allowing the company to be represented within a 50 km radius in all key areas.

In recent years, SDLG has also continued to reinforce its international reach in its quest to solidify its status as a global player in the construction machinery industry. The opening of its world-class excavator production facility in Pederneiras, Brazil, back in 2013, marked a new chapter in the OEM's global development strategy.

In 2014, as part of the global expansion programme, SDLG launched its range of equipment for the first time in Myanmar and Nepal. In October 2014, SDLG became the first Chinese construction equipment manufacturer to open a parts warehouse in

south-east Asia, improving parts availability and service response time in the region. Located in Singapore, the parts warehouse now serves all south-east Asian markets.

This was followed by several other launches into global markets such as Turkey in 2015. The brand also enjoys a lot of success in North America, where it initially launched with seven dealers operating across 12 locations, but within two years of its presence, the company's network had expanded to 29 dealers and 53 locations across the United States and Canada by 2016. To date, its global distribution network consists of 96 dealers in 79 countries. This is complemented by three overseas training centres in Russia, Dubai and Brazil.

Greater focus has been placed on developing markets, with Africa being one of the key regions. SDLG has benefitted from Volvo CE's strong dealer network in the region, where Magnus Rieger, marketing & communication manager at SDLG – Sales Region EMEA, says about 99% of existing Volvo CE dealers have taken SDLG into their stables. "I believe we have the best service network among Chinese OEMs in Africa," says Rieger. "We have seen more and more customers in the region doing repurchases, which is a clear sign that they have initially liked the product, but more importantly, because they are satisfied with the dealers' great work in terms of aftermarket support."

In southern Africa, through the representation of Volvo CE's dealer of many years, Babcock, SDLG has enjoyed major success since 2012. A growing population of machines in southern Africa is a key indicator of the brand's continued growth. The very first SDLG wheel loader, an LG958L, to be sold in southern Africa by regional dealer Babcock International, has now amassed some 5 000 operating hours in extreme conditions at South African Bulk Terminals in Durban.

Grant Sheppard, SDLG brand ambassador at Babcock's Equipment division, is encouraged by the future prospects of SDLG's continued growth in southern Africa, especially on the back of a continuously improving product. "We see that even some blue chip companies are starting to realise the benefits of purchasing a value brand from a reputable supplier," says Sheppard. "We are now doing business with some of the big companies, which, historically, have only purchased premium gear. There is a marked improvement in the quality of the product, and it is encouraging to see that the OEM is also listening to market requirements. New products, such as the new F-Series wheel loader range, are proof that the feedback from the ground is being incorporated into new machine designs," concludes Sheppard. 🌐

"I believe we have the best service network among Chinese OEMs in Africa. We have seen more and more customers in the region doing repurchases, which is a clear sign that they have initially liked the product, but more importantly, because they are satisfied with the dealers' great work in terms of aftermarket support."



JMC SA has officially launched the new Changan Star III Series in South Africa.

JACK OF ALL TRADES

With its three derivatives – single and double cab, as well as the completely new minivan edition – the new Changan Star III Series is a go-anywhere 1 t delivery vehicle developed with versatility in mind to suit specific needs of various industries, writes *Munesu Shoko*.

In its quest to establish itself as a leading vehicle supplier catering to the needs of small businesses, Jiangling Motors South Africa (JMC SA) has introduced the new Changan Star III Series, said to define a new era in the 1 t delivery vehicle range with its three derivatives that allow it to be deployed across a number of applications.

This is complemented by a raft of feature upgrades, ranging from bigger and longer load bins, more engine power, through to enhanced safety features and an ergonomic driving experience.

According to Rocky Lui, regional sales manager at JMC SA, the new Star III Series is a radical redesign of the previous Star II Series, previously launched locally some three years ago. He believes that it is a product worth the three-year wait, as the company's rigorous research and development (R&D) regime exhibits itself in the form of a refined product designed to improve productivity for customers through its increased loading capacity, while reducing operational costs, largely via a powerful engine that delivers more power, but consuming much lesser fuel.

At the forefront of the major improvements to the new Changan Star III Series is the addition of the minivan to the exist-



MAJOR IMPROVEMENTS



Enlarged load bin of 2,75 m for the single cab



Double cab now allows for more passengers but still has a large 2,06 m load bin



A completely new minivan derivative



Warranty increased from 2 years/50 000 km to 3 years/ 100 000 km



Increased engine power of 72 kW



Lower fuel consumption of 6,5 to 7,8 l/100 km

ing single and double cab derivatives. This allows the range to be a great fit for several businesses, including couriers, government services, builders, general construction contractors, plumbers, gas suppliers, painting contractors and furniture stores, among others.

Liu says R&D plays a major role in the development of new products, and one of the major issues that informed the development of the new Changan Star III

KEY SPECS

	SINGLE CAB	DOUBLE CAB	MINIVAN
Cabin Model	Std & Lux	Std & Lux	Std
Transmission	5 Speed Manual	5 Speed Manual	5 Speed Manual
Engine model	DOHC JL473Q	DOHC JL473Q	DOHC JL473Q
Engine power	72 kW	72 kW	72 kW
Torque	119 Nm	119 Nm	119 Nm
Fuel consumption	7,8 l/100 km	7,2 l/100 km	6,5 l/100 km
Wheel base	2 900 mm	2 900 mm	2 560 mm

RETAIL PRICES

MODEL	PRICE
Changan Star III 1.3 SC Std	R139 990
Changan Star III SC Lux	R149 990
Changan Star III 1.3 DC Std	R154 990
Changan Star III DC Lux	R164 990
Changan Star III 1.3, 5-seater Minivan Std	R154 990
Changan Star III 1.3, 5-seater Minivan Lux	R162 990
Changan Star III 1.3, 2-seater Minivan Std	R150 990
Changan Star III 1.3, 2-seater Minivan Lux	R158 990



With a load bin of 2,75 m, the single cab derivative is said to have the largest load bin in its 1 t size class.

Series is the need for increased versatility. He reasons that fleet owners often base their new vehicle purchases on several common factors such as fuel economy, total cost of ownership and performance, but versatility has become a key consideration when they make their buying decisions.

With a load bin of 2,75 m, the single cab derivative is said to have the largest load bin in its 1 t size class. The minivan, a completely new addition to the range, will cater for an array of small business owners looking to transport their loads without exposing them to adverse weather conditions. "The double cab now allows for extra passengers, carrying a total of five, while it's still able to carry its load comfortably with its 2,06 m load bin," says Liu.

Upgrades abound

The range's better loading capacity is

complemented by a more powerful German-made 1,3 l DOHC petrol engine delivering 72 kW of power and 119 Nm of maximum torque. Apart from the reliability synonymous with German craftsmanship, the new engine is said to offer better fuel economy, consuming between 6,5 and 7,8 l/100 km. The single cab consumes up to 7,8 l of fuel per 100 km, while the double cab uses up to 7,2 l and the minivan consumes about 6,5 l per 100 km.

With safety in mind, the new range's body has a total of nine beams, based on Changan's 3H design: High Rigidity, High Loading and High Durability, says Liu. This is complemented by an enhanced braking system that allows the Changan Star III Series to come to a complete halt within a 46 m braking distance when travelling at 100 km/h. The new series also benefits from tried and tested componentry from well-known parts suppliers such as Bosch,

TRANSPORT

UAES and SANDEN.

Warranty for the new range has increased from the 2 years/50 000 km offered on the previous Changan Star II Series, to 3 years/100 000 km on the new Star III range. This is complemented by competitive retail prices said to make the Star III Series the most affordable 1 t delivery vehicle range in its class. The range retails between R139 990 and R164 990.

As part of the stringent testing regime, the new Changan Star III Series has been exposed to some extreme climatic tests before its official launch. It has been put through its paces in some extremely low temperatures of -52° in Russian snowfields and China's northern border of Mohe. It has also done the hard yards in extremely high temperatures of about 50°C in Turpan, China and the Middle East deserts.

"As part of the strenuous climatic testing, the new Changan Star III Series was also subjected to an altitude of over 5 200 m in Qinghai, in the Tibet plateau. It also went through a performance test in extremely high dust conditions (120mg/cm³)," says Liu.

Service and support

Nicolene Breitenbach, national marketing manager at JMC SA, tells **Capital Equipment News**, that since its glamorous official local launch in July this year, the

Changan Star III has seen strong interest from local fleet owners, and a sizeable number of units have already been sold.

Collin Zhu, MD of JMC SA, is confident that following the launch of the upgraded range, the Changan brand will continue to grow in South Africa, leveraging JMC South Africa's extensive footprint in the country. JMC SA opened its doors some eight years ago, and within that period, the Chinese automotive giant has expanded its service and support footprint significantly, with 20 dealers already under its books in South Africa.

In 2013, JMC SA took over the distribution of the Changan brand in South Africa, following the termination of the latter's agreement with its previous importer in the country. Service concerns under the previous importer, according to Liu, had a significant impact on the brand, which traded as Chana at the time. To resuscitate the brand, JMC SA took over the distribution of Chana in South Africa in 2013, and reverted back to the original Changan name.

While Changan has just over 9 000 units operating in South Africa since its arrival in 2008, the automotive maker boasts a strong track record in its native China where it has been the most selling brand in the country for several years running. In 2015, Changan topped the sales volumes

in China with a total of 1 538 000 sold, representing a mammoth 11,3% year-on-year (Y-o-Y) growth. This was followed by a 11,7% Y-o-Y growth last year, retaining the top selling brand accolade in the process with a massive 1 718 000 units sold. Changan has been among the top four Chinese automobile manufacturing companies since 2009, and its total sales volumes eclipsed the 10 million mark in 2014.

While the brand has made its mark in China, it has also made major advances into export markets in recent years. Changan has over 6 000 sales and service stations in 60 countries, with about 150 000 service staff in total. This is complemented by its 12 global production bases (three under construction) spread across China, Russia, Iran and India, as well as 32 engine plants.

From a manufacturing point of view, Changan also understands the significance of investing into R&D to boost its product development in a cutthroat global automotive industry. It has since established a global R&D network with eight R&D facilities in Chongqing, Beijing; Hefei and Hebei, China; Turin, Italy; Nottingham, United Kingdom; Detroit, United States; and Yokohama, Japan. "The automotive industry is evolving, and only through proper R&D can a brand survive and lead," concludes Liu. 🌐

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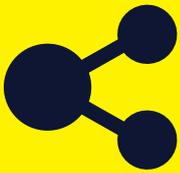


SETTING NEW PAVING STANDARDS

Leading-edge advances in road construction equipment are propelling the industry in new directions. Nowhere is this more obvious than in asphalt paving technology, writes *Munesu Shoko*.



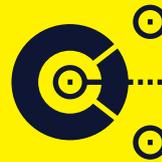
KEY TALKING POINTS



More machine to machine communication data shared by the paver and other pieces of equipment on site, will be key design focus areas of the future



The integrated generator is the power behind Cat's quick heating screed system, which is said to cut heating times by half



Cat F-Series pavers of all size classes share common control surfaces that are intuitive and easy to use



The main focus on Vögele's new generation pavers is ease of operation

As paver designs continue to evolve, original equipment manufacturers (OEMs) are developing technology that continues to set new benchmarks in efficiency, fuel savings, operability, as well as reduced operating and maintenance costs, among other key features. Some of the leading names that come to mind as far as this technology is concerned include Vögele, Caterpillar, Ammann, Volvo CE, Roadtec and Bomag, to mention a few.

As these OEMs continue to jostle for a share of the global paver market, an array of new models continue to come to market for all sectors and size classes, all the way from compact units up to large highway class machines.

According to Waylon Kukard, sales manager at Wirtgen South Africa, apart from innovative designs, the company's competitive edge is its extensive Vögele

product range, which is divided into five classes to cater for the varying needs of different applications. For example, Vögele's Mini Class – comprising the Super 700-3 and Super 800-3 – is ideal for limited access areas, bicycle lanes, cart paths, walking paths, as well as patching. It is generally for paving widths of up to 3,5 m.

Vögele's Compact Class – comprising the Super 1100-3 & 1103-3, as well as Super 1300-3 & Super 1303-3 – is widely used in residential road applications with paving widths of up to 5 m. "Our Universal Class – the Super 1600-3 & 1603-3; Super 1700-3 & 1703-3; and Super 1800-3 & 1803-3 – is the

most versatile in the Vögele product range, perfect for residential paving applications as well as highway paving," says Kukard, adding that this is the most popular class in South Africa, used in applications with paving widths of up to 10 m.

The Vögele Highway Class – comprising the Super 1900-3, Super 2000-3, Super 2100-3 and Super 3000-3 – is ideal for big paving projects, such as large highway applications as well as complete runway replacements, with paving widths of up to 16 m. The Special Class comprises the Super 1800-3 Sprayjet, Super 2100-3 IP (Inline Pave) and MT3000-2 Power Feeder.

"Caterpillar has recently been on an expansion spree of its entire paving range that has significantly expanded its product offering in this market segment."



Cat F-Series pavers of all size classes share common control surfaces that are intuitive and easy to use, allowing the crew to focus on the work at hand.

The main focus of Vögele's new generation pavers is ease of operation, high daily production capabilities with increased paving quality.

“The integrated design makes it quieter, and its power output also allows the engine to run at a lower engine speed, which contributes to low noise as well as lower fuel consumption.”

As part of its broader plan to gun for an increased share of the asphalt paver market, Caterpillar has recently been on an expansion spree of its entire paving range that has significantly expanded its product offering in this market segment. Jon Anderson, Global Sales Consultant at Caterpillar, tells **Capital Equipment News** that the smallest in the range is the AP255E, which comes with a steel track undercarriage, and with its 0,15 m-3,4 m paving width, it is ideal for commercial applications and paths, among others. The biggest in the range is the AP1055F, with a Mobil-Trac and 3 m-10 m paving width. It is ideal for urban works, paths, roadways, runways, highways and racetracks. This is primarily sold in North America. Other models in the Caterpillar range include the AP300F (0,7 m-4 m paving width); AP355F (0,7 m-4 m paving width); AP500F (2,55 m-7,5 m paving width);

AP555F (2,55 m-7,5 m paving width); AP600F (2,55 m-8 m paving width) and the AP655F (2,55 m-10 m paving width).

Cat innovations abound

The talking point is really the raft of sophisticated asphalt paver technology that is now available on the market. A key feature that sets Caterpillar's range apart from the rest – especially the highway class (large), including the AP500F, AP555F, AP600F, AP655F, AP1000F and AP1055F – is the integrated 70 kW generator. “This is an exclusive feature and a differentiator for Cat pavers,” says Anderson. The integrated generator is the power behind Cat's quick heating screed system, which is said to cut

heating times by half.

When Barloworld Equipment introduced the AP600F in southern Africa in early 2016, Johan Hartman, Barloworld Equipment's paving product manager, reiterated that, operating as a core part of the machine, the generator is connected directly to the machine's engine, and in conjunction with the heat distribution system of the new SE50 and SE60 screed platforms, it heats the asphalt to the appropriate temperature in just 15 minutes, down from 30 to 45 minutes on the previous range.

When heating, the paver runs at 1 300 rpm, way lower than the common 2 200 rpm most of the pavers in this size class run at. “The integrated design makes it quieter, and

Vögele's PaveDock and PaveDock Assistant ensure that the material is supplied from the feed truck or material transfer vehicle to the paver promptly and reliably.



Cat pavers are known for their advanced Cat Mobil-Trac undercarriage design which delivers high manoeuvrability and speed around the job site.



its power output also allows the engine to run at a lower engine speed, which also contributes to low noise as well as lower fuel consumption," says Anderson.

Meanwhile, Cat F-Series pavers of all size classes share common control surfaces that are intuitive and easy to use, allowing the crew to focus on the work at hand. Integrated Cat Grade Control is also easy to use, very precise and flexible in terms of setup. Cat Grade Control is a factory integrated feature, offering more machine accuracy, smoother operation and better control. "Position-sensing cylinders and integrated Cat Grade control make adjustments and operations smooth and accurate," says Anderson.

Cat pavers are also known for their advanced Cat Mobil-Trac undercarriage design. Mobil-Trac delivers high manoeuvrability and speed around the job site, as well as an exceptionally smooth ride and excellent floatation. Another key benefit is that Mobil-Trac requires no maintenance.

"Cat F-Series pavers feature our world-class material handling system. A single touch feeder system activates four independent systems to ensure a consistent, even material flow," adds Anderson. "Meanwhile, an automated travel feature ensures that augers and hydraulic main frame extensions

raise with the screed, preventing damage during transport."

German engineering

The latest in Vögele's range is the Dash 3 generation pavers launched in 2013, which Kukard says has been running with great success globally. The Special Class – the Super 1800-3 Sprayjet – was also recently launched. "The main focus of the new generation is ease of operation, high daily production capabilities with increased paving quality," says Kukard.

The new Super 1800-3 SprayJet is a redesign of the previous -2 generation. It comes with an array of new innovations, and one key feature is that the operation of the spray module has been integrated into the ErgoPlus 3 operating concept. The module is designed as a completely self-contained functional unit. The modular design allows the Super 1800-3 SprayJet to be used both as a spray paver and a conventional asphalt paver, and makes the machine simple to service.

"The super 1800-3 Sprayjet allows for paving of ultra-thin layers on spray seal which is accurately sprayed onto the road section that has to be paved by the onboard spray module just before laying down of

the asphalt material. It has been adapted to easily change from a Sprayjet paver to a conventional paver, thus being two pavers in one," says Kukard.

The Dash 3 technology is highly advantageous, especially when working on construction projects in urban areas. The Vögele EcoPlus package, for instance, significantly reduces both fuel consumption and noise levels. Fuel costs are cut by about 25% through the combination of energy-optimised tamper drive, variable speed fan, controlled hydraulic oil temperature circuit and a splitter gearbox with ability to disengage hydraulic pumps.

The AutoSet Plus incorporates two functions: the "repositioning and transport" function makes it easier to change between work sections on the job site. The paver is automatically set in transport mode at the push of a button and the existing settings are automatically saved.

The "paving programmes" function allows to save power and screed settings, which can be retrieved at a later stage when required, for example, on job sites with comparable conditions. This ensures quick and safe relocation of the paver on site and makes it possible to store individual, frequently recurring paving programmes. PaveDock and PaveDock Assistant ensure that the material is supplied from the feed truck or material transfer vehicle to the paver promptly and reliably.

Road ahead

Technological innovation seems to continue unabated in asphalt paver designs. So, what does the future hold? Kukard says Vögele has put a huge emphasis on making sure that the paving process runs as smoothly as possible and has thus developed the WITOS paving programme which is a complete process management solution. "I believe that this is where major development focus will be moving forward," says Kukard.

"One key area that has always been a driving force in the Wirtgen Group has been the push to make operating our equipment as easy as possible, thus ensuring the highest productivity rates possible. Therefore, this will always be an area of focus and development for the Wirtgen Group," says Kukard.

Anderson believes that more machine to machine communication data shared by the paver, hauling trucks and rollers, among other pieces of equipment on site, will be a key focus area of the future. "This information could help monitor the mix delivery and temperature from the time it leaves the plant to its arrival at the job site and help ensure that the delivery is choreographed to minimise waiting, and that material is at optimum temperatures for placing," concludes Anderson. 🌐



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The new JLG 1500AJP features an industry-leading work envelope – offering platform capacity of 270 kg unrestricted and 450 kg restricted – allowing it to take more materials to heights than any other articulating boom lift on the market.



REACHING **NEW HEIGHTS**

1500AJP – KEY TALKING POINTS



Reach at height: 300% more working envelope than the closest competitor



360° continuous turntable rotation



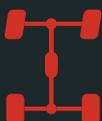
Below-grade access: 63% more working envelope than the closest rival



4x4 Four-wheel drive



Platform capacity: 67% more capacity than the closest competitor



Hydraulically-powered pivoting axles that expand quickly for fast setup time



The new JLG 1500AJP – said to be the tallest and furthest reaching articulating boom lift in the world – is now available in Africa for the first time following its recent launch by the Eazi Group, and will offer new work-at-height capabilities in applications where massive height, reach and power over obstacles and barriers are of priority, writes *Munesu Shoko*.

The most common work-at-height conundrum is still how to safely and efficiently access working areas over obstacles and barriers, but even more so when extended vertical reach and horizontal outreach are of utmost significance. These are some of the concerns that informed the design of JLG's



The jib pivots 125° horizontally to provide extra manoeuvrability at elevated worksites.



KEY SPECS

Model	JLG 1500 AJP
Platform height	45,72 m
Platform capacity (Restricted)	450 kg
Platform capacity (Unrestricted)	270 kg
Engine	Deutz TCD 3,6 T4F
Up-and-over height	18,40 m
Working height	48,15 m
Working outreach	23,5 m



Operators of the new 1500AJP articulating boom will appreciate the LCD panel that clearly communicates the position of the boom in the work envelope and the status of its operating systems.

new 1500AJP articulating boom lift. Apart from multiple boom sections that hinge, or articulate, allowing operators to gain access to work areas over obstacles and barriers, the 1500AJP offers industry-leading reach at height – 300% more working envelope than the closest competitor.

Having made its global debut at CON-EXPO-CON/AGG earlier this year, the first 1500AJP unit in Africa has just hit the South African shores through none other than the authorised distributor, Eazi Group, Africa's market leader in the rental, sales, servicing and training of work-at-height and material handling solutions. **Capital Equipment News** was recently afforded an exclusive opportunity to put the new unit through its paces, which has since been introduced in Eazi Access's ever-growing rental fleet.

Brett Fleming, CEO of Eazi Group, says the 1500AJP articulating boom lift ticks all

the right boxes for customers seeking greater vertical reach and horizontal outreach across a spectrum of applications such as mining plants, heavy industrial facilities, petrochemical plants, aluminium smelters and construction of multi-storeyed buildings, among other uptime-conscious, but confined working spaces.

"It is ideal for any production plants. We see it being a great fit in construction, too, especially on the back of a major trend towards multi-storeyed buildings,"

"It is ideal for any major production plants. We see it being a great fit in construction, too, especially on the back of a major trend towards multi-storeyed buildings."

says Fleming. "The beauty of an up-and-over machine is that, in confined working areas, the machine is able to closer to the structure due to its market leading up and over clearance."

Competitive edge

With its 48,15 m working height, up-and-over height of 18,4 m and working outreach of 23,5 m, the new 1500AJP is said to reach over 63% more work space than the closest competitive articulating boom

A key innovation on the 1500AJP is its Quick Stick that enables the machine to move from the ground to maximum platform height in 2 minutes 15 seconds and return to the ground exactly at the same speed and time.



in the market. The new boom lift also features an industry-leading work envelope – offering platform capacity of 270 kg unrestricted and 450 kg restricted – allowing it to take more materials to heights than any other articulating boom on the market.

“We have already seen considerable demand for the product, and the key reason being that it’s the first time in the industry we have had this much up-and-over and outreach capability in an articulating boom lift,” says Fleming. “Operators will also appreciate the 450 kg platform capacity which is available throughout the vast majority of the working envelope.”

The machine also features a standard 2,4 m jib that raises and lowers 130° to provide additional reach, up-and-over capability and the ability to position the platform independent of the main boom. In addition, the jib pivots 125° horizontally to provide extra manoeuvrability at elevated

worksites. “The jib can pivot vertically or horizontally for better access at elevated worksites. The major advantage is that it can be rotated left and right, up and down, allowing for the movement of the basket without having to move the whole machine, which certainly improves productivity,” says Fleming.

Another key innovation of the 1500AJP is its Quick Stick feature that enables the machine to move from the ground to maximum platform height of 48,15 m in 2 minutes 15 seconds and return to the ground exactly at the same speed and time. This is said to be an industry-leading lift speed, allowing operators to spend more time working and less time positioning the machine.

Innovations abound

The other benefit of the 1500AJP is its below-grade access capability, said to

offer 63% more working envelope than the closest rival. This feature allows the machine to work below ground level. “You can boom down, which is actually quite unique for a product of this nature,” says Fleming.

Operators of the new 1500AJP articulating boom will also appreciate the LCD panel that clearly communicates the position of the boom in the work envelope and the status of its operating systems. They can also be assured of a smooth, comfortable transition from full function speed to full stop, thanks to its end of stroke cylinder dampening. “The LCD display shows you exactly where you are in the working envelope,” says Fleming.

The LCD display also shows the operator exactly which boom they are moving. “It makes the operator comfortable knowing that they are moving the right articulation point,” adds Fleming.

With serviceability in mind, JLG incorporated an innovative swing-out engine tray that provides easy access to key service points. This is complemented by a hydraulic system that simplifies hose routings and reduces leak points. In addition, an LCD panel located at the ground control panel uses text and fault codes to improve troubleshooting and reduce the number and duration of service calls.

For a long time, manufacturers of this kind of equipment had to overcome the Achilles’ heel of boom lifts: ease of transportation. Previously, making boom lifts stable at height required a wide wheelbase, extra counterweight or outriggers, all of which can hinder efficient transportation. But JLG’s design addresses these concerns with axles that extend or retract in less than one minute for this particular purpose. Built on the same chassis as the JLG 1850 telescopic boom lift, the 1500AJP has a maximum transport length of 12,10 m, width of 2,5 m, machine height of 3,1 m, as well as maximum transport weight of 26 027 kg, doing away with the need for any oversized load permit during transportation.

Improving market conditions

Despite the challenging economic conditions, Eazi Group reports steady growth of its business, especially on the rental side – showcased by the recent biggest JLG machine order to date. Fleming reasons that when times are this tough, businesses are looking for solutions to help boost productivity, generate cost savings and improve safety on sites.

The new 1500AJP forms part of Eazi Group’s recent investment in its largest order of JLG machinery for both its rental

“We have already seen considerable demand for the product, and the key reason being that it’s the first time in the industry we have had this much up-and-over and outreach capability in an articulating boom lift.”

fleet and sales divisions. The massive US\$9 million deal for a total of 178 JLG machines represents the company’s largest machine order to date, eclipsing the previous purchase by a whopping US\$2,7 million.

“Our strategy is to always bring new innovations and technologies to the local market to assist our customers achieve significant productivity improvements in conjunction with improved safety and overall risk management,” says Fleming. “Operating conditions are calling for ways that significantly enhance productivity and safety. As a result, we see renewed interest in new, innovative work-at-height solutions and materials handling technologies such as ours.”

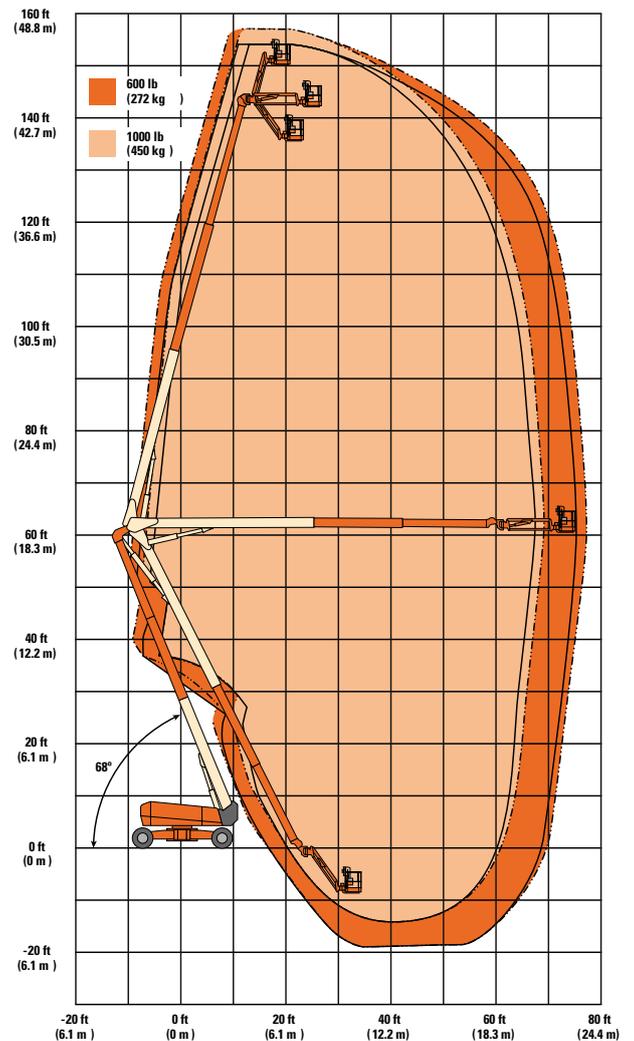
Fleming reiterates that Eazi Group’s vision is to make a difference in the lives of its customers, especially when times are this hard, by giving them solutions that save them time, improve productivity, reduce risk and keeps people safe at job sites.

He adds that the spin-off of Eazi’s continued growth is that the business is able to grow its workforce, significantly contributing to the country’s economic growth. Eazi started out with only two people back in 2003, and now has 7 00 employees within the organisation across sub-Saharan Africa.

The company recently opened its Eazi University. “This is all about constant education for our employees to equip them with the necessary skills they need to better service our customers,” says Fleming. “It’s also part of our skills retention strategy, which aims to keep our people in the business by creating opportunities for them to grow and progress within the company.”

“Since the launch of Eazi University at the beginning of April this year, three sales-related, as well as two technical courses have been completed to date,” concludes Fleming. 🌱

Reach Diagram



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When one identifies the need to have a skid steer loader on site, an important primary consideration would be to consider what the primary function of the loader is.



SKIDDING TOWARDS INCREASED PRODUCTIVITY

To meet the changing needs of end users, skid steer loader designs have evolved over the years but, one of the challenges facing buyers today is selecting the right machine for the right job, owing to the array of options available. OEMs size skid steers by rated operating capacity, but that's just the starting point of other key considerations. There are various other deliberations, ranging from lift type to knowing attachments you will be using, among others, writes *Munesu Shoko*.

The skid steer loader continues to be one of the most favoured pieces of equipment on many local sites, if not across the world. One thing for sure is skid steer loaders have moved well beyond their founding purpose, as today's models are more powerful, comfortable and versatile, and future models will continue to build on these traits.

While all these features appeal to every fleet manager, it is very crucial to determine whether the unit you are buying will meet your application's needs to remain productive

and boost the bottom line. When one knows that they have a job that needs a skid steer, what should be the primary consideration before they even start shopping around for one?

Vijayakumaran Rengaraju, market development engineer at Caterpillar, tells *Capital Equipment News* that the jobsite and the tasks that need to be carried out, to a large extent, inform the buying decision. "It is worthwhile to consider the applications the machine will be used for, the work tools that will be needed and then decide on the size class and configuration, as well as, of course, value and build quality," says Rengaraju, adding that first-class product support also helps maximise uptime and productivity, and this should be an important factor in any buying decision.

Jan Stansfield, sales manager at Bobcat South Africa, reasons that when



Caterpillar is said to be the only manufacturer to offer a piece sealed/pressurised cab that offers advantages from a comfort, health and service perspective.

“A radial lift machine has a lower weight and lower cost than a vertical lift model of similar configuration.”

one identifies the need to have a skid steer loader on site, an important primary consideration would be to consider what the primary function of the loader is. “This will inform the process of fine-tuning the short-term and possible long-term considerations,” says Stansfield.

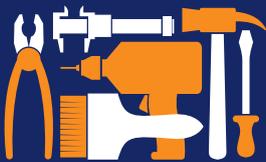
Lift type

Lift type – radial or vertical – is a key focus area when looking to specify a right skid steer loader for the right job. Rengaraju reiterates that the choice of lift type is also application driven. “The terms radial and vertical indicate the path the loader arm end follows when going up and down in the lift cycle,” says Rengaraju. “A radial lift machine has a lower weight and lower cost than a vertical lift model of a similar configuration.”

Rengaraju adds that radial lift provides a compact and simple linkage design with good reach at mid-lift heights, and is ideal for tasks such as loading/unloading pallets from flatbed trucks with a pallet fork attachment or for drilling holes with an auger, for example. In a nutshell radial lift machines offer good performance in a range of applications, including digging, dozing and/or finishing grading/backfilling.

A vertical lift design delivers higher lifting heights and extended reach at the top portion of the lift cycle, while preserving the excellent mid-lift reach found on radial lift machines, explains Rengaraju. “Materials handling, truck loading, digging and stockpiling, are just a few examples of applications where a vertical shift machine excels,” says Rengaraju.

QUICK TAKE



The tools required for an application often have an influence on the machine configuration



Site specific safety requirements are an important consideration in any buying decision



Radial lift skid steer is ideal when digging and lifting material at 50% of the maximum lift height



Vertical lift loader is ideal for lifting at maximum height with forward reach as a key component



Tyre wear is an area where there has been a lot of concern when it comes to skid steers



A vertical lift design delivers higher lifting heights and extended reach at the top portion of the lift cycle.



A radial lift machine has a lower weight and lower cost than a vertical lift model of a similar configuration.

Stansfield says when selecting a skid steer loader and whenever the two loader arm configurations are in question, there are two issues to look at. "Are you considering lifting at maximum height with forward reach as a key component? If so, then the vertical lift arm configuration will be the ultimate choice," says Stansfield. "If one is predominantly digging and lifting material at 50% of the maximum lift height, then the radial lift loader would be the ideal solution.

Stansfield also adds that the attachment to be used also plays a crucial role in the choice of the correct loader arm design. "For example, pallet forks work effectively with vertical lift loaders when placing pallets or objects at maximum lift height due

to the reach advantages of the vertical lift path arm design," he adds.

Ultimate tool carrier

One of the key attributes of a skid steer loader is its versatility, and this machine has simply been designed as the ultimate tool carrier. But, how does the type of attachments influence the unit one has to buy? According to Stansfield, the flow rate required to operate the attachment, as well as the physical attachment's operating weight, will dictate the loader platform size and whether high-flow or standard flow auxiliary hydraulics are required on the particular loader.

Rengaraju agrees that skid steer loaders are indeed preferred for their versatility.

"These machines are equipped with a quick coupler for changing attachments quickly," he says. The tools required for an application often have an influence on the machine configuration. "For example, if a customer wants a solution to cut concrete along a road for laying cables, a hydraulically-powered wheel saw would best work with a loader which has higher hydraulic flow and pressure to deliver the desired productivity," says Rengaraju, adding that, therefore the machine will have to be configured with high-flow hydraulics.

The use of heavier tools, according to Rengaraju, such as powered wheel saws, may require additional rear counterweights. On the other hand, if a skid steer is used to dig and grade with a general purpose bucket and occasionally with a broom for street cleaning, then standard flow hydraulics will suffice. "Other external factors, such as the temperature and dust may lead to selecting an enclosed cab," adds Rengaraju.

Other considerations

In addition to the basic configuration (width, height, weight, lift height and rated operating capacity), Rengaraju reasons that safety is a key consideration on any site and a rear view mirror and a rear view camera can provide added visibility to improve awareness to working surroundings.

The same view is shared by Stansfield, who further reiterates that site specific safety requirements are an important consideration in any buying decision. "These include the need for a closed cab and air-conditioner, stop blocks, fire extinguisher and in some applications fire suppression systems as well," says Stansfield.

Rengaraju says productivity is also a key parameter and factors such as operator specific machine settings, ride control and return to dig/work tool positioner, may also dictate the choice of a skid steer loader unit one has to buy. Comfort, especially where long working hours are the order of the day, may also point towards the need

"Are you considering lifting at maximum height with forward reach as a key component? If so, then the vertical lift arm configuration will be the ultimate choice."

for a unit with a high back-heated seat, one-piece sealed and pressurised cab, for example.

Continued development

The skid steer has also evolved over the years with a number of changing designs and general feature upgrades to meet the ever-changing matters of importance for end users.

“Skid steer loaders have certainly evolved in terms of design changes over the years and the most notable are sealed cabs with factory-fitted air-conditioners as an option. Locally we have also flame-proofed skid steer loaders for coal mines, specifically for underground applications,” says Stansfield.

Meanwhile, Caterpillar’s D-Series skid steer range incorporates several design innovations. Caterpillar is said to be the only manufacturer to offer one piece sealed/pressurised cab that offers advantages from a comfort, health and service standpoint. It protects from dusty environments and has a lower in-cab noise. The entire cab lifts up to provide easier access to the components underneath for servicing. “Hand controls move along the seats and adjust forward and back to allow operators to customise for comfortable operation,” says Rengaraju.

Caterpillar also introduced an Advanced Display monitor where up to 50 different security codes can be set up. This can store and recall operating preferences for each code, allowing individual operators to tailor the machine to their experience level and application, a particularly useful feature for big fleet owners. With dangerous and hazardous environments in mind, Caterpillar also now offers a remote operating system. Either manual operation or remote control can be selected at the flick of a switch.

“Skid steer loaders have certainly evolved in terms of design changes over the years and the most notable are sealed cabs with factory-fitted air-conditioners as an option. Locally we have also flame-proofed skid steer loaders for coal mines, specifically for underground applications.”

Addressing shortcomings

The skid steer loader, despite its popularity, has had a number of its own downsides, ranging from tyre wear to short loading heights, to mention a few.

Rengaraju says skid steer loaders have traditionally delivered a rougher and bouncier ride that can affect operator comfort and material retention. To get the better of this shortcoming, Caterpillar’s speed-sensitive ride control system delivers a smooth ride by cushioning the loader arms, such as during carry and travel operation, by suspending the load to maximise material retention. “The speed sensitive ride control system automatically engages when the machine reaches its activation speed, which can be adjusted by the operator. It provides optimal ride performance and material retention during material transport. The system automatically disengages at speeds below activation speed to provide maximum digging and load placement performance. It allows for better material retention, increased productivity and greater operator comfort while working at higher operating speeds in rough terrain,” explains Rengaraju.

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Bobcat's new T870 torsion suspension machine offers 10% more lift capacity than the previous roller suspension model.



Pallet forks work effectively with vertical lift loaders when placing pallets or objects at maximum lift height due to the reach advantages of the vertical lift path arm design.

“On the electronic foot throttle pedal, a throttle-smoothing feature monitors the operator accelerator-pedal movement. This feature provides additional operator comfort and aids material retention when using the foot throttle to modulate engine and travel speeds. When the machine is travelling over rough terrain, resulting in the operator’s foot moving up and down on the pedal, the electronics ‘clip’ the extremes of the pedal travel to yield steady, even travel speeds,” he adds.

One of the key shortcomings of a skid

steer, especially when compared with other comparable solutions such as the compact wheel loader, is its limited loading height. This is one of the downsides of the skid steer which JCB recently addressed with the launch of its Teleskid, the world’s first skid steer and compact track loader with a telescopic boom, at CONEXPO CON/AGG 2017.

The JCB Teleskid is a revolutionary new product that can reach 60% further forward than any other skid steer on the market and – in an industry first – it is

said to be the only skid steer in the world that can dig below its chassis to a depth of around 1 m. In addition, this innovative new machine can reach 8% higher than any other skid steer.

“Through innovation, this machine will surpass the expectations of our customers as the world’s first skid steer and compact track loader with a telescopic boom. The JCB Teleskid can reach further forward and lift higher and dig deeper than any other skid steer,” says Tim Burnhope, JCB’s chief innovation and growth officer. The JCB Teleskid has a forward reach of 2,4 m – making it 60% better than the nearest competitive skid steer. With a lift height of 4 m, the JCB Teleskid can reach 8% higher than any other skid steer in the world.

Stansfield says tyre wear and tear is an area where there has been a lot of concern. However, due to the inherent nature of the skid steer design and steering/turning principles, there have been large improvements on tyre material compounds and tyre types developed to cater for a variety of different applications.

The road ahead

As machine designs continue to evolve, so where will skid steer loaders go from here? What are the potential trends for future machine designs? Stansfield says the skid steer loader will continue to be a prominent machine in the compact loader segment. With an increased focus on mechanisation and efficiencies on the job site, the machine will continue to offer increased hydraulic performance and lower fuel consumption to cater for the ever-increasing demands on loaders, as well as the capabilities of loaders to function as effective tool carriers.

Rengaraju says customers are demanding more from compact machines such as skid steer loaders, to offer more comfort and improved visibility and versatility. “Cat skid steer loaders are available with high back, heated seats with independently adjustable arm bar/joystick positioning for exceptional operator comfort. The sight lines around the machine are excellent and can be further enhanced by a standard rear view mirror and an optional integrated rear view camera,” he says.

Rengaraju says future designs will further look at expanding versatility with new work tool attachments, machine features and technologies that make attachments easier to use. “Features such as creep control allow maximum productivity and comfort when utilising rotating work tool attachments like brooms, trenchers, cold planers (milling heads), among others,” concludes Rengaraju. 🌟

Goscor Access Rental introduces latest crawler boom lift

In terms of versatile and adaptable access, a crawler boom lift, which can cater for various ground conditions and workplace restrictions, is said to be the tool of choice. Goscor Access Rental has just acquired its first Mygale 23 crawler boom lift from ATN Platforms of France, said to be one of the most advanced of its kind available on the market today.

The Mygale 23 adds to Goscor Access Rental's existing fleet of Teupen crawler booms, which have seen great success locally, according to sales manager Marcus Gartside. Tracked crawler booms are also known as 'spider lifts', which is why ATN Platforms named its first crawler after the Mygale, a large and powerful spider related to the North American tarantula or South American bird spider.

This unit has a 23 m working height through a double articulated boom set-up, both of which are telescopic for compact stowage, without sacrificing maximum reach. For up-and-over capability, 11 m horizontal outreach is achievable at a height of 11,25 m, with no impact on its 230 kg lift capacity.

Equipped with a 12,5 kW Kubota engine, the Mygale 23 tackles slopes of up to 32% with ease. It can lift to full height in under a minute, and offers a full 360° rotation of booms and 180° of the basket for pinpoint positioning – all of this in a compact package weighing under 3,5 t.



The Mygale 23 crawler boom lift adds to Goscor Access Rental's existing fleet of Teupen crawler booms.

Safety features include load-and-tilt sensors, as well as automatic levelling via outriggers. In addition, the Mygale 23 offers a remote mobile control station, whereby the operator can drive the unit from outside the basket, restrictive 'slewing' (rotation) when in narrow outrigger mode, auxiliary emergency lowering from the platform and ground controls, and dual-speed controls.

Additional equipment from ATN Platforms available from Goscor Access Rental includes Piaf electric mast lifts,

and a smaller Zebra 12 boom lift. The new Zebra 16 has just been added to the range as well, in both standard (without outriggers) and STAB platforms.

The Zebra 16 STAB is a 16 m articulated boom lift with a working height of 16,8 m, a 9,3 m horizontal outreach, 45% gradeability, a Kubota drive, and 40 cm ground clearance. A full-colour LCD diagnostic system, also incorporated on the Mygale 23, makes maintenance and fault-finding that much easier and faster. 🌟

Haulotte's new HA80 RTJ builds on success of predecessor range

Haulotte's HA80 range builds on the same design, architecture and performance levels that drove the success of the HA46 and HA61 ranges of articulating boom lifts, the company says.

In line with the times, it also benefits from innovations that set it apart, such as the ACTIV'Lighting System and the STOP Emission System. It is also a versatile machine for multiple applications including construction, finishings, maintenance and renovation, industrial operations, demolition, as well as landscaping and tree surgery. Loading and unloading the boom on a truck is always a delicate procedure, and even more so in conditions of limited visibility, such as at dawn or dusk. To simplify this procedure while enhancing user safety, Haulotte developed an innovative and ultra-high performance lighting system, ACTIV'Lighting System-Safe Load. Located at several points around the machine, the lighting system illuminates controls and the area around the boom. Only offered by Haulotte, this is a unique feature essential for the safety of both men and equipment.

To prevent risks, particularly crushing-related, and protect operators, the HA80 range is equipped with the Haulotte ACTIV'Shield Bar 2.0. The system is now fully incorporated into the upper control protection cover to guarantee better ergonomics and enhanced robustness. Thanks to push forward principle bar, which provides a "safety gap", workers are protected from any risk of crushing without compromising productivity. It is also essential to feel safe when working at heights for hours, especially in sensitive or hard-to-reach spaces, at a height of more than 24 m. That is why a great deal of attention was focused



For enhanced visibility, the job can be raised to a vertical position even when the machine is moving at full speed.

on guaranteeing smooth and flexible movements for the boom. Three essential elements allow for more safety and comfort: boom rigidity; perfectly regulated boom kinematics thanks to the built-in computer; and automatic damping of ramp motion when approaching full extension. 🌟



Andre Ittmann, CEO of Cartrack South Africa, is of the view that the technology underpinning Fleet Management solutions has evolved to become a key point of competitive advantage.

TRACKING THE CHANGING FACE OF TELEMATICS

Telematics has traditionally been about the location of a vehicle. But, Andre Ittmann, CEO of Cartrack South Africa, reasons that the range of application is evolving quickly and the role of telematics is expanding fast. A case in point is Cartrack's expanding business portfolio; having started out in 2004 with a sole focus on stolen vehicle recovery, by 2006 the company had widened the scope of its business to include full fleet management and insurance telematics services, writes *Munesu Shoko*

Munesu Shoko (MS): Cartrack is traditionally known as a stolen vehicle recovery (SVR) company, but the business has surely evolved over the years. Tell me more about the developments.

Andre Ittmann (AI): When we started the business in 2004, Cartrack originally focused on stolen vehicle recovery (SVR), especially on the back of South Africa's highest vehicle theft/hijacking rates in the world. But, since

KEY TALKING POINTS



Stolen vehicle recovery services constitute 96% of Cartrack's business



93% stolen vehicle recovery success

2006, Cartrack widened the scope of its business to include full telematics services. While SVR still forms part of our business, we have also added Fleet Management and Insurance Telematics in the scope of our services. Whereas 10 years ago we were 100% an SVR-focused business, the ratio has now shifted to 61% of all units having Fleet Management capabilities as well.

MS: What prompted the big shift from purely SVR to full telematics services?

AI: Traditionally, within commercial fleets, telematics was all about the location of the vehicle and the driver. But, to further improve productivity and reduce costs, the range of application has since evolved very quickly over the years. The global market is moving more towards keeping cost control in mind as cost cutting has become, and will always be an important factor when it comes to Fleet Management. Companies now use Fleet Management tools to maximise the value of their operations, boosting driver performance and to engage in a powerful way with the end customers. Meanwhile, Insurance Telematics for driver risk assessment by insurance companies is another growing application of our telematics services.

MS: Just how big is your commercial vehicle business at this stage?

AI: In total we have about 500 000 vehicles on our books, including both Fleet Management and SVR services. If you drill down to commercial vehicles, I would say it's about 20% of that figure. We believe there



Fleet Management now constitutes 61% of Cartrack's business



South Africa represents 75% of the group's business

is still a lot of untapped opportunity in the commercial vehicle space, as well as the yellow metal equipment side of things.

There is need for strong awareness in that area for fleet managers to understand the benefits of fleet management technology. For example, on a mine where you run about 10 pieces of equipment, besides being able to track the vehicles 24/7, you can still see some important production figures, such as hours of operation, fuel consumption, driver behaviour and payloads. The biggest challenge is that most fleet owners still don't understand what they can do with this data, and it's all about a complete change of mind-set on their part.

MS: Speaking about a mind-set shift, how would you compare the uptake of these technologies in the local market, say five years ago and now?

AI: I think the demand has increased significantly. In recent years we have experienced double digit growth year-on-year. Three years ago the group also listed on the Johannesburg Stock Exchange. We have also expanded internationally and there are now 24 companies in the group, operating in Africa, Europe, Asia, America as well as New Zealand. However, South Africa remains our biggest market, representing 75% of the group's business. Our customer base is diverse, all the way from individuals, SMMEs to big corporates.

My view is that definitely people are starting to see the benefits of telematics in the local market. But, I think there is still a lot of untapped potential, especially on the

commercial front. The penetration rate in South Africa is around 30% against over 10 million vehicles on our roads, for example.

MS: Tell me more about your product offering.

AI: From an SVR point of view, we install a recovery device in the vehicle, and in an event the vehicle is stolen, we get event alerts such as strip warning, battery or ignition alerts. The vehicle can be tracked in real time, including when it crosses international borders. We have an inhouse recovery team that we despatch and utilise to perform recoveries. At the moment we have a recovery success of about 93%, which is probably the highest in South Africa.

MS: What about on the Fleet Management side of the business?

AI: On the fleet side, we have an in-vehicle unit, which also has SVR capabilities. It's linked to our FleetPages, a powerful web-based system that provides extensive features and benefits for fleet managers to optimise the productivity of their fleets and drivers. One can also download a mobile app, enabling the fleet manager to take full control of the fleet anywhere, anytime.

We find that fleet management tools are spreading beyond the context of the large organisations to be increasingly used by small operations, differently structured fleets and single users as well. But from a fleet management perspective, it is significant to mention that customisation plays a significant role in enabling a broader competitive advantage for fleet-driven businesses. For some companies, safety on the road is a key aspect, while for others, real time communication with customers is of essence. That said, I believe a strong Fleet Management system should be able to be tailored to hone in the most important areas.

MS: While benefits are clearly defined, there are still some issues around fleet management solutions, which are hindering uptake of this technology. At the heart of it is that some fleet managers are concerned that this technology is more than just a device that spits out a whole lot of information. What is your take?

AI: An important factor in the increasing strategic relevance of Fleet Management software to business is ease of use. Cartrack's software, for example, offers a dashboard lens to customers via a variety of interfaces, from a standard computer browser to a dynamic mobile phone app. The system can be managed by any relevant staff member, no matter where they are in the world.

To help new clients understand the system, we also offer training to new clients soon after setting them up. We try to limit the data at the start to avoid giving them an

information overflow. Once they get used to the system we go back and try to show them some more advanced parameters. You can set up the kind of alerts they want to get depending on the information they want reported on.

MS: Apart from SVR and Fleet Management, you mentioned that Insurance Telematics is a growing venture. Tell me more about this.

AI: Insurance Telematics is a big focus area for us going forward. The insurance landscape is changing. With telematics, insurers are now able to build better risk profiles and premiums are based on that. It is also worthwhile to note that global telematics research predicts that by 2030, nearly 50% of the vehicles on global roads will be insured according to usage-based policies. These policies rely on telematics data to monitor issues such as driver behaviour on the road. Better drivers will pay lower premiums, while drivers who are potentially dangerous on the road will see their on-the-road attitude reflected on their monthly insurance bill.

MS: Apart from fleet owners themselves, do you also deal with OEMs and their dealers?

AI: Yes. We have a lot of dealership business across South Africa. We install these units well before the vehicles are sold. We also have a lot of insurance companies that we support. We also do business with OEMs, and MAN Truck is one of the key manufacturers we deal with in the local market. We install our devices while vehicles are still on the assembly line. They see a lot of benefit from a warranty point of view. However, I believe the OEM business is a market we need to focus on more moving forward. We have actually established an OEM department which constantly communicates with OEMs.

MS: What is your outlook of the business moving forward?

AI: I foresee exciting times ahead with a lot of growth opportunities for our business. The data we have and the benefit it can give is still untapped. That's what we need to explore and expand on in the next year or two. That's where the industry is going and we need to make sure that we are there and we are part of it. I don't think what we have done from an SVR and fleet management will make us survive forever. We need to adapt to the change and make sure that we remain the leaders in the industry. Change is about big data and telematics. There is also a lot of talk about automated cars. I think we need to make sure that we are part of that. We still have a lot more to offer based on what we have done and learned in the past. 🌐

Mercedes-Benz SA recognises commercial vehicles dealers

Daimler Trucks & Buses (comprising of Mercedes-Benz Trucks, Freightliner, FUSO Trucks and Buses, Mercedes-Benz Bus & Coach and Western Star) and Mercedes-Benz Vans, both subsidiaries of Mercedes-Benz South Africa (MBSA), rewarded its most stellar commercial vehicles dealers for 2016 at a Dealer of the Year event held on 29 July in Zanzibar.

"Last year proved to be a tough one for the commercial vehicles industry, but our dealers proved their mettle and delivered the type of excellent results we are recognising them for," says Jasper Hafkamp, executive director of Daimler Trucks & Buses Southern Africa. "We measure our dealer partners' performance in terms of deliverables which include customer satisfaction, customer relationship management, new vehicles, after-sales and target performance."

SKF SA appointed official OEM supplier to Henred Fruehauf

SKF South Africa, global bearing and rotating technology and engineering specialist, has been appointed by Henred Fruehauf as an official OEM supplier. Acquired by SA Truck Bodies in 2002, Henred Fruehauf trailers is recognised for its rugged reliability and has been serving the local market for over six decades. The company's reputation for delivering uncompromising quality is based on the use of world class quality products.

So, when trailer downtime became an issue for large commercial truck fleets, Henred Fruehauf examined the situation and identified the source of the problem and looked at replacing its product supplier. Alongside quality, local product support is equally high on Henred Fruehauf's priority list and the company decided to approach SKF South Africa as a potential supplier. 🌐



Volvo Trucks South Africa's connectivity project aims to decrease downtime of its customers' vehicles and reduce the total cost of ownership of all Volvo trucks.

FleetFirst makes its South African debut

TrenTyre has introduced FleetFirst, a tyre management solution offered by Goodyear. Currently taking care of over 200 000 trucks in 28 European countries to help fleet operators reduce both downtime and total cost of ownership, FleetFirst has since arrived in the South African market for the first time, through TrenTyre.

FleetFirst provides premium quality tyres and service support, as well as round-the-clock roadside assistance. The approach ensures optimised fuel economy and longer tyre life, as well as reduced downtime through the efficient maintenance and roadside assistance that TrenTyre will be able to offer its customers in the commercial vehicle segment.

Through FleetFirst, which comprises a one-stop service solution, TrenTyre will be able to offer customers a comprehensive range of fleet efficiency services that are built around customer needs, and the versatility to choose between services. FleetFirst's range of services have been developed in direct response to real-time needs of customers, both local and abroad, and entails:

- TruckForce Mobile Vans, a premium truck tyre service provision, specialising in the complete lifecycle management of commercial truck tyres. Each location provides trained personnel and the

equipment necessary to take care of any tyre-related situation.

- ServiceLine24h, TrenTyre's emergency roadside assistance service, operated in a 24/7 call centre, uses a unique mapping system and leverages the company's intimate knowledge and understanding of truck tyres, ensuring downtimes are kept to a minimum.
- Fleet Online Solutions (FOS), an internet-based fleet management system with the latest development in tyre maintenance, enabling work to be carried out in locations across South Africa, and meeting customers' needs and expectations. Complete with an integrated management reporting suite and key performance indicator tracker, FleetOnlineSolutions is adaptable and can be tailored to the specific needs of individual customers.

"In a service industry, such as ours, we need to be sure that our service keeps pace with not only the technological advances being made, but also that we deliver our service in a manner which demonstrates innovation. Market needs are constantly evolving, and in a market where 'customer remains king', TrenTyre has invested in its operations to build distinctive capabilities to attract and retain our client base," says Stephen Smith, operations director at TrenTyre. 🌐

Volvo Trucks SA's connectivity project to maximise vehicle uptime

Based on its understanding of the importance of keeping its customers' vehicles on the road and ensuring their uptime, Volvo Trucks South Africa has embarked on a project focused on connectivity, encompassing optimised service planning, vehicle efficiency and reduced downtime.

Volvo Trucks South Africa says this project is driven by its commitment to decreasing the downtime of its customers' vehicles and reducing the total cost of ownership of all Volvo trucks. "This may be a challenging commitment to undertake, however, we are convinced that through our connectivity project plan, service contracts, competent workshops and state-of-the-art software, we will deliver on our commitment, ensuring maximum uptime of Volvo trucks on the road," says Theunis Eloff, Commercial

Aftermarket Director.

"As the customer satisfaction index (CSI) remains our top priority, we are confident that the connectivity project will support our efforts in this area," says Eloff.

Further proof of the company's commitment to its aftermarket is the continued gains that Volvo Trucks continues to make in this sector – as confirmed by the recent independent Scott Byers report. Volvo Trucks South Africa took top honours in the sales category where it achieved 99,2%, the highest in 16 years, according to the report. The Scott Byers report has further revealed that Volvo Trucks ranked second in both service and parts, which saw an increase from 94,69% and 92,43% respectively to 96,35% and 96,3%.

"This is an incredible achievement for us as the report is a clear indication of our team's commitment to making sure that our customers achieve optimal running time of their vehicles. It is also an indication of how we, as a business, have embodied the 'Volvo Way' as our foundation," adds Eloff. 🌐

Business confidence high despite declining truck sales

July 2017 saw the local commercial vehicle market experience negative growth in all three truck sub-segments of the market. This is according to the latest results released by the National Association of Automobile Manufacturers of South Africa, Associated Motor Holdings and Amalgamated Automobile Distributors.

When looking at the domestic and export year-on-year sales for July, Medium Commercial Vehicle sales declined by 6,01%, the Heavy Commercial Vehicle segment was down by 2,02% and the Extra Heavy Commercial Vehicle segment declined by 1,7%

“We continue to believe that extensive effort by business to uphold confidence has ensured that even though the results remained negative, the losses were relatively small,” says Gert Swanepoel, MD of UD Trucks Southern Africa.

The total market loss so far this year, compared with the same period in 2016, is only 3,6%, with a total of 14 853 trucks and buses sold locally.

“We still look at politics, the policy environment and the global market all having a negative impact on the local truck market,” says Swanepoel. “However,



The total market loss so far this year, compared with the same period in 2016, is 3,6%, with a total of 14 853 trucks and buses sold locally.

we are expecting a good result from the agriculture segment due to better production conditions, and increased demand for commodities from the United States and China should also boost our local economy somewhat.”

UD Trucks is also looking forward to the recovery of the construction industry, which should lead to increased sales in construction-related vehicles such as tipplers and cement mixers.

“We will wait in anticipation for the official release of the second quarter’s economic results but indicators are that we only experienced a so-called technical recession, so conditions are certainly looking slightly more favourable,” explains Swanepoel. “It is up to businesses and the truck industry as a whole to seize every opportunity out there and to contribute to the expansion of the economy as much as possible.”

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SKF

Lonagro appointed Bell dealer in Mozambique and Malawi

As part of its group strategy to grow its independent dealer network in select markets, Bell Equipment has appointed Lonagro Mozambique as its exclusive dealer in Mozambique and Malawi.

“Working through independent dealers has proven to be a model that allows us to provide better coverage and support to our customers in markets where areas are vast, and machine populations are low,” says Stephen Jones, Bell Equipment’s Group Marketing Director. “In the equipment industry, infrastructure and investment are required to provide support that is essential to users of the equipment. In our experience, synergies develop quickly with dealers that have complementary products that can help support the necessary infrastructure and better weather market cycles.”

Lonagro is a division of the Lonrho Group, which holds John Deere Agriculture dealerships in several African countries. It has quickly made a name for itself in the highly contested agriculture equipment market by displaying a willingness to invest and take a long-term view of the countries in which it operates as well as its equipment users and future opportunities.

“We assessed a number of different

business models as well as other potential dealers as part of a business improvement project launched early in the year,” adds Jones.

“From the outset it became clear that a closer relationship with Lonagro would provide benefits for Bell, Lonagro and, most importantly, our Bell customers. Synergies are clear with regards to management structures, scarce skills, logistics, facilities and understanding customers. This gives Bell confidence that Lonagro, as a top performing John Deere dealer with a dynamic and motivated team, is well positioned to support our existing customers and grow the footprint of our machines in the region.”

Lonagro is equally excited about the opportunity provided by being able to supply and support the extensive range of Bell products into the territory. “While the market remains difficult we are confident in the future of the countries. Long-term agriculture, mineral resource and infrastructure opportunities are vast, and with our Bell alliance we can now supply a significant range of products that will be used in these industries. This will allow Lonagro to continue to invest and position itself as the clear equipment provider of



Bell is confident that Lonagro is well positioned to support its existing customers and grow the footprint of its machines in the region.

choice,” says Reinhardt van Zyl, MD of Lonagro. 🌟



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Dezzi launches new backhoe loader in South Africa



Weighing in at 7 800-8 750 kg, the 883 Dezzi CMI is fitted with a standard 1,1 m³ bucket.

South African original equipment manufacturer, Desmond Equipment SA, based in Port Shepstone, KwaZulu-Natal, has introduced a new backhoe loader to the market – the 883 Dezzi CMI.

“The joint venture we have established with Cukurova Machine Industry (CMI) leverages Dezzi’s engineering and manufacturing capability. We are the perfect South African dealer partner for CMI, providing a platform for this product into the market,” says director Carl Gutzeit.

The Dezzi CMI will be distributed in South Africa by Dezzi. Aftermarket service will be offered through its national service network, with branches and dealers in Port Shepstone, Cape Town, North West, Port Elizabeth, Camperdown, Gauteng,

Bloemfontein and Dalton.

The backhoe loader is fitted with a ZF rear and front axle. Its Tier II Perkins engine, offering 74,5 kW at 2 200 rpm, is complemented by a ZF transmission offering four forward and four reverse gears with a maximum travelling speed of 40 km/h.

The backhoe boom, arm and loader are controlled by mechanical levers. The Dezzi CMI can be customised according to customers’ needs with the options of a hydraulic joystick for loader control.

Weighing in at 7 800-8 750 kg and fitted standard with a 1,1 m³ bucket, it is fitted with a ROPS/FOPS cab, which can be entered from either the left or right side, with doors opening wide for easy access. ☺

New Dynapac soil compactor offers new possibilities

Dynapac SA has launched its new Dynapac CA255 soil drum roller (SDR) said to be a low maintenance, fuel efficient machine that delivers reliable, high quality compaction to South Africa’s 10 t market segment.

The CA255 follows close on the heels of its bigger sibling, the CA270, which has done well in the 12 t segment since its introduction in 2012. “Because of the CA270’s success, our emphasis has, up to 2016, not been on the opportunities presented by the 10 t segment,” says Neville Marthinussen, business line manager at Dynapac SA.

“We are certainly focused on new market development, so the much-needed introduction of our CA255 a few months ago has opened up new opportunities for us within the 10 t segment. Now that we are able to offer a quality Africa spec compaction solution for both the 10 and 12 t segments, our growth in the SDR segment is evident. The big contributor is the 10 t category due to the fact that the

CA255 has been very well received. This unit is ideally positioned and priced to fill the gap for small and medium market segments due to its affordability, fuel savings, reduced Rand/m³ compaction cost, higher production ability and consequently low cost of ownership.”

Featuring a large fuel tank sufficient for a full day’s work as well as front and rear working lights, the machine is capable of working reliably for long hours in tough applications and harsh conditions, compacting most soil types as well as all types of base courses and reinforcement course. The CA255 is ideally suited for road building as well as layer works compaction required at airfields, ports and harbours, as well as industrial project sites.

Drum-driven, the soil compactor features a 50 mm drum frame and heavy duty rear axle with failsafe brakes. The quality of the compaction is determined by two important factors – static linear load and amplitude; the more static linear load, the better the quality of the compaction and

Busting potholes

Bobcat Equipment South Africa, part of the Goscor Group, has launched the ‘pothole-busting’ Pavijet MG7 paver in South Africa. The internationally-patented paver is ideal for local maintenance jobs such as patching roads, sidewalks, pavements and parking lots, among others, according to Andre Steenkamp, national sales manager at Bobcat Equipment South Africa. Not only is the Pavijet MG7 compact and easy to use, it also has the capability to bypass any obstacles such as advertising signs and trees, due to its retractable screed. In addition, the new paver is versatile, capable of laying both hot and cold asphalt, as well as cement, sand and even crushed stone. In addition, the Pavijet MG7 can be controlled from either a skidsteer loader and/or wireless remote control for increased flexibility. The latter allows for a complete view of the work in front of the machine to boost both productivity and safety. The paving width is 0,2 to 1,9 m, while the paving height is -5 to 25 cm. The paving speed is up to 25 m/min, and the hopper capacity is 1,4 m³. The hydraulic pressure is 180 bar. The machine weighs only 711 kg, and includes a 60 Hz vibration option.

World’s first hybrid-electric horizontal drill

Finnish manufacturer Visedo has co-developed what is claimed to be the world’s first hybrid electric horizontal drilling machine for groundwork applications, in conjunction with Dutch industrial drilling equipment manufacturer Normag. Visedo, which manufactures electric power for heavy duty vehicles on land and sea, developed the hybrid powertrain for the new steerable-drill system, which can halve fuel consumption and associated emissions while also reducing noise.

The new Visedo-Normag drill system can dig lateral shafts of up to 1,2 m diameter to be bored through subsoil for distances of 3 km, while performing drilling duties for water, drainage, sewerage and ducting for pipework and cabling for power and other services in fully developed urban areas.

the higher the amplitude, the greater the depth effect. At 30,9 kg/cm, the Dynapac CA255 is said to boast one of the highest static linear loads in the industry compared to similar machines, and offers two different amplitudes – a high amplitude of 1,7 mm for thicker layers and a low 0,8 mm amplitude for thinner layers. ☺

New tech to enhance Osborn's machines

Because of the shortage of skilled machine operators and service technicians, and the increasing demand for safer operations, mines, quarries and plants around the world are striving to do more with less human interaction.

Leading South African equipment manufacturer Osborn is responding to the skills deficit, and to the growing demand for better, smarter, safer machines, with a strategy that will leverage the latest state-of-the-art technology to advance and enhance its range of engineering products, which includes crushers, feeders and screens.

Osborn's equipment upgrade and modernisation programme is to include remote control systems that will enable the operation of its machines from tablets and mobile phones, reveals marketing director Martin Botha. He says that the company is taking its cue from US-based Astec Industries' sister company TelSmith, which

has launched a remote crusher automation system dubbed "Trac10".

"The stand-alone remote control system monitors crusher operations, provides automated calibration and setting controls, and protects the crusher from overload, all to yield greater crushing performance and efficiency," explains Botha. "Optimum crusher settings are maintained via remote adjustment using the Trac10. The operator can initiate an automated calibration process via the touch screen monitor, which automatically 'zeros out' and resets the proper setting. Operators can also modify the crusher settings at any time, even while crushing."

Because Trac10 monitors crushing operations, it helps to protect mines and quarries' investment and lowers operating costs, adds Botha. "Trac10 includes sensors that continuously monitor crusher lube, hydraulic and electrical systems, making adjustments and providing advanced

warnings, even though the operator may be busy in another area. Historical records and trending data provide additional troubleshooting tools, and may be used for predictive maintenance. The TelSmith Trac10 can be installed economically into any plant," he notes. "As a stand-alone crusher control system, it provides SBS crusher operators with many of the advantages of automation without the expense of a complete rework of plant controls."

Botha says that Osborn's latest strategy reflects the company's commitment to continuous improvement. "Osborn has been in business for almost 100 years, but we will never rest on our laurels when it comes to the quality and performance of our machines, or to customer satisfaction. We have strived to investigate what is on offer internationally, what customers want from their equipment, and ensure that Osborn's offering is world-class and exceeding their expectations." 🌐

IN BRIEF

US\$1,1 million savings with Mobil DTE 10 Excel

ExxonMobil has helped a gold mine in the US save more than \$1,1 million by switching to its premium hydraulic oil, Mobil DTE 10 Excel 46. The lubricant helped optimise the performance of two 250 t capacity Terex excavators, helping to boost productivity, save fuel and enhance safety.

The mine operator previously used a conventional hydraulic oil on the two Terex O&K RH 340 hydraulic excavators. But frequent failures due to cavitation damage and the effects caused by seasonal temperature swings meant the company had to replace 52 main hydraulic pumps at US\$54 000 each over a 40-month period.

ExxonMobil field engineers partnered with the mine in California to identify a lubrication solution capable of mitigating equipment failure and cutting costs. The team recommended transitioning to Mobil DTE 10 Excel™ 46 premium hydraulic oil. Formulated with a proprietary additive system, the oil's high viscosity index and strong shear stability means it offers wide temperature range performance and can help optimise machinery operating in the toughest of conditions.

ALE successfully completes SA mining project



It took just eight days to receive and deliver all 30 components.

ALE has successfully transported 30 components making up two new Sandvik bucket wheel stacker reclaimers inside Richards Bay Coal Terminal, South Africa.

The components weighed between 16 and 139 t and ranged in dimension, with the widest measuring 10 m, the highest measuring 18,9 m and the longest measuring 63 m.

ALE received the components with the ship's gear at Richards Bay Coal Terminal and transported them 1,2 km to the laydown area using 28 axle lines of SPT in a configuration of 4 file 14. The lighter components were staged at the quay and loaded with a reach stacker or mobile crane onto 8 axle lines of conventional trailer.

There were two heavy lift items, the tripper car and the bucket wheel boom (measuring 63 m long), that were transported

in specialised support frames so they could be carried at height to clear obstacles on the route.

"During the project we worked very closely with the client to find a solution that would reduce the road works as much as possible. By designing a bespoke support frame for the particularly long components, we could provide a solution that could clear the route," explains project manager Vivian Young.

"We also faced the challenge of working within a confined space at the port, with limited storage facilities. This meant that we had to devise a plan to transport all pieces directly to site within a short period of time of six days. This project demonstrates our capabilities within the mining sector to deliver a bespoke and quickly-mobilised transport solutions," concludes Young. 🌐

Sandvik LHD fleet to the rescue

Sitting amid the hardest rock in southern Africa, Vedanta Zinc International's Black Mountain base metals mine in the Northern Cape of South Africa is reaping the rewards of optimising its mining fleet with record production levels and ever-improving profitability.

With 65% of production from cut & fill mining and 35% from open-stopping, the mine operates around the clock. Black Mountain Mining (BMM) is heavily dependent on its load-haul-dump (LHD) fleet to haul ore in continuous 24/7 tramming cycles. The mine requires extreme reliability from the equipment to meet production requirements. Machinery breakdowns can restrict operations in the decline or access to production levels and have severe consequences for production and profitability.

For several years, this had been the case with several of the machines in its 18-strong LHD fleet. Their comparatively low availability had hamstrung the operation and given rise to considerable frustration and lower than expected production rates on the mine. However, the tipping point came when management reviewed statistics of machines in the fleet and approached Sandvik Mining

and Rock Technology, the OEM with the best performing LHDs on the mine, to replenish and optimise the rest of its fleet in line with the mine's expectations.

According to Praveen Piniseti, Sandvik Mining key account manager, the mine has subsequently embarked on a programme to standardise its fleet with reliable and durable Sandvik LH517 (17 t LHD) machines, systematically replacing other non-performing utility LHDs. New equipment usage strategies have also been implemented in partnership with Sandvik and are rapidly improving production.

Since the inception of the programme the mine has changed the composition of its fleet from just seven Sandvik LHDs to 13 out of the 18 machines on site. Others will be replaced in due course.

"This is an exceptionally tough mine with hard rock and long tramming distances that can reach up to 5,5km (round trip). The remote location of the mine and long tramming distances to surface through an old small decline make 'swop-outs' of faulty machines difficult and time consuming. But those are the challenges of the mine and the only solution is to have machines that are more reliable," he says.



Black Mountain Mining has embarked on a programme to standardise its fleet with Sandvik LH517 machines.

Piniseti continues that the relationship between Sandvik and the mine has developed into a close partnership. "Beginning with the company's CEO, Deshnee Naidoo, and general manager, Andre Trytsman, and extending to the men on the ground, the relationship is sterling. This is because they realise that for us it's not just sales talk. We actually do deliver on our promises regarding machines, management services and around the clock support." 🌟

Monitoring to raise mill efficiency, reduce stoppage time

Unreliable and time consuming methods of monitoring the condition of mill liners are now a thing of the past, as mines can now ensure higher efficiencies by tracking liner wear in real time.

With the introduction of MultoScan by Multotec Rubber, milling plants can accurately measure a mill's liner profile and predict the point at which the mill will start becoming inefficient. The automatic measurement and display of the charge level confirms that the operation of the mill is correct.

According to Matthew Fitzsimons, technical manager at Multotec Rubber, wear rates of liners are not linear, as the increased slippage of the charge on worn liners tends to exponentially increase

the wear rate. Data generated by the MultoScan is analysed and interpreted by highly-skilled technicians using Multotec's Hawkeye proprietary programme, so there is no time lag, allowing plants much quicker responsiveness.

"When combined with critical mill operating parameters, this data can help predict the point where the liner becomes inefficient and hence when the mill itself will become inefficient," says Fitzsimons. "Customers can receive immediate feedback on the condition of the liners, so any urgent issues can also be timeously addressed."

The traditional way of monitoring liner wear was the time consuming and often inaccurate pin-gauge method. The

MultoScan now provides an effective alternative, while also being much more affordable than the highly sophisticated but expensive monitoring technology in the market.

Repeatability of the MultoScan results means that there is hardly any room for human error in this system. It also saves mines significantly in terms of the time value of mill stoppages for taking manual wear readings.

Further savings can be harnessed by reducing the stockholding of liners that mines need to keep; this is due to better information on the liner profile, giving maintenance crews the ability to set the trigger point for the liner inventory as and when they need it. 🌟

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Linden Comansa's new CUBE cab increases productivity

Tower crane manufacturer Linden Comansa has introduced its new CUBE cab, a far more spacious cab model in which operators will be able to enjoy optimum visibility of the working area.

The company says combining a great look with productivity and comfort in a single product isn't normally a simple task, especially when it comes to construction machinery. However, its new CUBE cab in its tower cranes is said to successfully combine these three qualities, while bearing in mind that the cab is a work space and, as such, productivity should always be the number one requirement.

Proper visibility of the site and the working area is assured from the front of the crane's CUBE cab, all of which is made of glass, not only at the front but also on the sides and at the floor, and even at the roof when installed in luffing jib cranes. Thanks to the optimum visibility of the load and working area, the crane operator has greater control over the operations and the surrounding area, which also means greater safety.

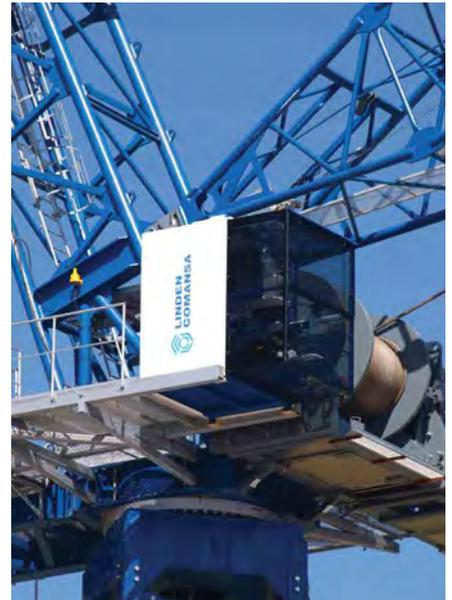
In terms of the external appearance, the aim is a modern and innovative design that gives Linden Comansa's cranes a distinctive look. Inside, all of the elements have been

designed to convey warmth and comfort to the user, through their materials and good quality finishes.

The cube-shaped design of the cab with flat glass panes not only looks good, it also aims to make maximum use of the space, which is not possible with curved front panels or tilted windows. Thanks to the cube design, all of the elements of the cabin are distributed in a more intelligent way and there is extra space for operator ergonomics, and there is even room to comfortably fit a second person in the largest cab.

Linden Comansa's cranes are operated across the world, so the design of the CUBE cab has taken into account extreme thermal requirements, both hot and cold. Facilitating maintenance was also one of the goals during the design of this work space. As a result, the window panes are easy to replace when necessary and they can be bought anywhere in the world as they do not require a mould, unlike curved window panes.

The new cab will be available in two sizes, L and XL, and it comes as standard with most Linden Comansa cranes. The smaller range, including the 11LC132 and 11LC90 models and the models from the LC500 range, will



The XL CUBE cab will start being shipped in October 2017, while the L size will be shipped from November.

be keeping the current, smaller cab for now. The new L and XL cabs are slightly bigger than the current ones, so they cannot be installed on tower cranes that have already been delivered. ☺

Goscor supplies Crown forklifts to PUMA

PUMA South Africa recently acquired six units – 4 X Crown ESR 5260-2.0 reach trucks and 2 X Crown WT 3040-2.0 powered pallet trucks for its new state-of-the-art warehouse in Contermanskloof, Cape Town – from Goscor Lift Truck Company (GLTC).

PUMA warehouse manager, Adi Munter, says until recently he was using different brands of materials handling equipment (MHE) but decided to standardise with Crown to optimise efficiency. "It is best to work with one supplier to streamline operation, service and spare parts availability. We decided on Crown because of the quality of the product and GLTC's ability to provide the requisite level of service," says Munter.

He adds that an example of the added value that GLTC provided PUMA is a state-of-the-art battery bay, which is crucial to the efficient operation of the machines.

"PUMA is an iconic company which conducts its business in the most professional manner," says Gregg Tarr, GLTC Western Cape sales manager. "The fact it has decided to standardise its MHE with our Crown range is something we are extremely proud of."

Crown Pallet Trucks have developed a great reputation for being exceptionally manoeuvrable and able to fit into the tightest



PUMA South Africa has taken delivery of six Crown forklifts from Goscor.

of spaces. "Moreover, they are able to carry the heaviest loads and withstand tough impact," says Tarr.

The Crown WT 3040-2.0 pallet trucks that PUMA acquired come with advanced features that suit its specific warehousing needs. With a load capacity of 2 t, shock reducing suspension systems, completely programmable performance systems and electronic steering, the machines are de-

signed for efficient, easy and comfortable operation.

Goscor's Crown ESR 5260 reach trucks are especially designed to provide a solution for challenging material handling situations. Tarr adds that their low running cost, advanced operator comfort and excellent visibility are a few of the advanced features that encouraged PUMA to make the decision to purchase. ☺

Remote plant control with Keestrack-er

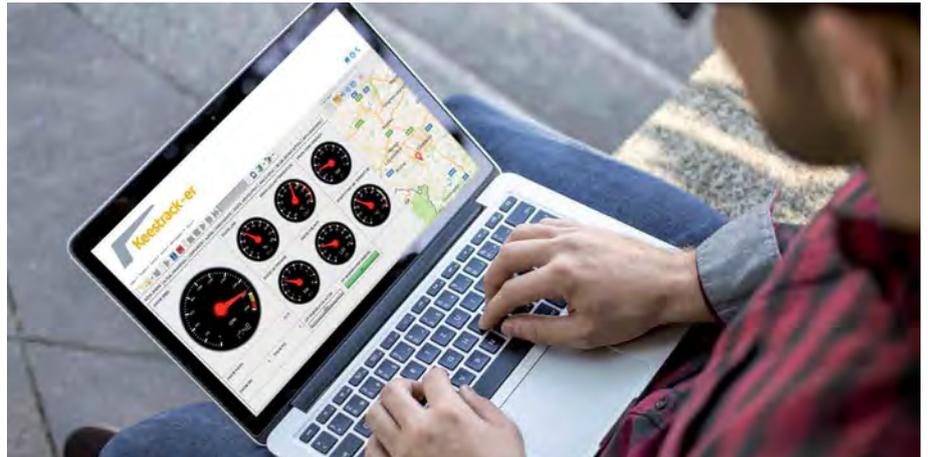
Keestrack, a Belgium-based manufacturer of mobile aggregate equipment, used this year's CONEXPO CON/AGG to showcase its GSM/Satellite-based monitoring tool, Keestrack-er.

Speaking to **Capital Equipment News** at the show, Marcel Kerkhofs, marketing manager of Keestrack, highlighted that continuous analysis of operational and productivity data are an important key to provide full availability and optimised productivity of machine fleets and processing equipment in quarrying and recycling applications.

"On Keestrack's mobile crushing and screening plants the advanced GSM/Satellite-based monitoring tool Keestrack-er guarantees full real-time location information and status reports, as well as offering access to the plants control software for immediate adjustments or larger updates," said Kerkhofs.

The Keestrack-er telematic system was first introduced as an option on the latest generation of Keestrack screens and crushers two years ago. Key components include a GSM/UMTS modem and a combined GSM/GPS antenna, which are linked through CAN bus to the machines' main control unit.

Real-time performance values – including engine/drive speeds, hydraulic pressures, crusher settings, stored data and the machine's accurate position – are



The Keestrack-er telematic system guarantees full real-time location information and status reports for mobile crushing and screening plants.

transmitted via GSM network and the local GSM provider's internet access to the central Keestrack server. The information memorised and administered on this server can now be safely and reliably retrieved at any time and from anywhere in the world. The interactive structure of Keestrack-er also allows direct access on the machine's PLC-controller to fix or update the plant software.

According to the varying needs of involved parties – machine owners, service experts at dealers and technicians in Keestrack's competence centres – Keestrack-er offers different service packages to display,

manage or edit the plant values and data.

The Telematic Viewer gives immediate access to all relevant parameters of drive components and installed ancillary equipment. For the ease of smartphone, tablet or laptop users important values are displayed in dashboard style, intuitive graphics inform about activated components such as screens and conveyors, as well as alerts in case of malfunctions and abnormal values. This enables users to react instantaneously to avoid further damages by stopping the operation or reviewing scheduled maintenance to minimise productivity losses. 🌐

Metso's new digital service enables data-driven operations

As part of its Life Cycle Services offering for the aggregates industry, Metso used CONEXPO CON/AGG 2017 to introduce a new digital solution to help further optimise mobile crushing and screening equipment operations and maintenance. Metso Metrics Services is another step in Metso's digital development, leveraging the possibilities offered by advanced analytics and cloud-based technologies.

Mobile crushers frequently move between sites, making it challenging to track, monitor and maintain a fleet of equipment for maximum performance. Through a remote communication device mounted on a mobile equipment, Metso Metrics Services provides a dashboard view of critical operational and maintenance data – from utilisation rates to production levels and fuel consumption. With secured access, the solution allows for data-driven decisions that impact crushing operations.

"Making the most out of the assets depends on data you can trust. Having the right information at the right time helps customers

make important operational or maintenance decisions to improve uptime as well as utilisation and production rates. Metso Metrics Services is designed to collect and provide this crucial data in one easy-to-use interface. Combined with the expertise of Metso's network for troubleshooting or optional assistance with analysis, the solution provides tools for continuous improvement, both in performance, as well as safety and sustainability," says Giuseppe Campanelli, vice president, Service Solutions at Metso.

Metso Metrics Services helps to identify underperforming assets and training opportunities, as well as to control maintenance and inventory costs. With the equipment maintenance plan integrated into the solution, plant operators can stay on

top of their equipment's needs – making it easier to anticipate change-outs of spares and wears.

"Metso Metrics is an excellent example of how we can help our customers take their operations to the next level with digitalisation," adds Campanelli. 🌐



Metso Metrics Services provides a dashboard view of critical operational and maintenance data.

Bobcat extends forestry cutter attachment range

Bobcat has extended the company's new range of forestry cutter attachments with a third model – the new FRC150ST – for use on the smaller Bobcat S630/H and S650/H skid steer loaders and T590/H and T650/H compact tracked loaders.

The new FRC150ST complements Bobcat's recently launched FRC150HT and FRC200HT high torque forestry cutter attachments – which are compatible with the larger Bobcat T770H and T870H compact tracked loaders, S770H and S850H skid steer loaders and the A770H all-wheel steer loader – provide cutting widths of 1,5 and 2 m, respectively.

Based on feedback from the field, the 1,5 m wide FRC150ST incorporates many improvements over the previous FRC150 model. Among the improvements, the FRC150ST is manufactured almost entirely from Hardox, with a specially designed new fixed motor offering greater output and efficiency. The enhanced design also offers a new, lighter drum, with carbide teeth, new hose routing and greater performance and manoeuvrability.

The FRC150ST forestry cutter mulches trees and underbrush in minutes – leaving a carpet of mulch behind when clearing trees and bushes for any kind of application. The variable front gate can be adjusted to provide

the coarseness or fineness of mulch that the finishing requires.

Providing a cutting width of 1,5 m, the FRC150ST forestry cutter is designed for continuous work on bushes and trees 100 to 120 mm in diameter, intermittent use for trees with a diameter from 150 to 200 mm and occasional use on trees 220 to 260 mm in diameter.

Applications are very varied and range from those in agriculture including vineyards, orchards, nurseries and tree care; forestry including cutting fire breaks in woods and forests, clearing work and removing unwanted undergrowth and trees; wildlife, national park and country estate management; perimeter maintenance of facilities such as schools and military bases; to site development in construction; land clearing for landscaping and recreation projects; and maintenance work on vegetation next to pathways.

Powered by a new high performance motor, the 1,5 m drum on the FRC150ST

forestry cutter is equipped with 30 fixed long-life carbide teeth. Other new features include three rows of counter cutters; a new adjustable push bar configuration; a new reinforced chain protection system at the back; a new HD belt cover; new adjustable skid shoes; a debris and seal application kit; an automatic drum brake system; an ACD Control system and a patented fixed knife rotor with tungsten carbide tips. ☼



Applications for the FRC150ST are diverse and include those in agriculture, such as vineyards, orchards, nurseries and tree care.

Wacker Neuson hosts farmer's day

Following its successful exhibition at Nampo 2017, compact equipment specialist Wacker Neuson South Africa recently hosted a farmer's day in Hartswater, Northern Cape, in collaboration with its dealer, Hooiland.

"The farmer's day presented us with the opportunity to demonstrate the all-round versatility and efficiency of our robust agricultural machines to over 200 farmers," says Dennis Vietze, MD of Wacker Neuson, sub-Saharan Africa.

Wacker Neuson wheel loaders, mini-excavators and telehandlers were put through their paces to show their capabilities in taking care of a wide range of applications in and around the farm, from general material handling functions such as loading and stacking to bush clearing and trenching.

Versatility is further augmented by the array of Wacker Neuson attachments including augers for hole digging and pallet forks for bale stacking, giving one machine the ability to perform the task of many. Farmers also had the opportunity to view Wacker Neuson's range of dewatering submersible and trash pumps.



Wacker Neuson South Africa recently demonstrated its agricultural machines to over 200 farmers during a farmer's day in Hartswater, Northern Cape.

Underlining Wacker Neuson's renowned commitment to service excellence, the company conveniently takes its products right to the customer's doorstep. Vietze affirms that they are able to host a live demo at any farm with any Wacker Neuson equipment that the farmer would like to view.

"Having agricultural equipment distributor,

Hooiland, as our dealer presents tremendous growth opportunities for our agricultural offering. Hooiland enables us to widen our agricultural footprint and to get closer to our customers, not only with our products but also with parts and service, ensuring long-term partnerships in the farming industry," concludes Vietze. ☼

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