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**HARNESSING THE POWER OF
TELEMETRY SOLUTIONS**

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Fax: (011) 615-6108
www.crown.co.za

Printed by Tandym Print

The views expressed in this publication are not necessarily those of the editor or the publisher.



Total circulation Q1 2017: 3 662

<http://crown.co.za/capital-equipment-news>



MAKING THE OLD NEW AGAIN

Last year the global mining sector was in dire straits, on the back of downward commodity prices. With mining being a money spinner for most African economies, investments into infrastructure development activities also dried out, meaning both construction and mining contractors felt the full brunt of the slowdown.

With no sustainable pipeline of projects, investments into new equipment definitely slowed and the growing preference for used equipment became apparent. African fleet operators particularly are renowned for preferring this gear.

In a recent conversation with a representative of a major international OEM, he noted that the challenge today is that Africa is a market with the biggest number of used machines. He reiterated that when talking of used gear, he wasn't even referring to typical five to seven-year old machines that are the norm elsewhere in the world. In Africa, you can get a 20-year old excavator or even a 25-year old grader still working on site, and it would have changed hands more than five times with no form of ownership history at the disposal of a potential next buyer.

As you will see in the Equipment Rebuilds feature in this edition of **Capital Equipment News**, it is encouraging to note that in order to optimise the lifecycles of their equipment, both mining and construction equipment owners are resorting to refurbished and rebuilt gear. Equipment users understand the importance of preserving their investments by extending their equipment's life by having it refurbished or rebuilt. Both refurbishing and rebuilding improve the machine's dependability while increasing productivity and lowering production and operating costs.

However, there are very thin, but clear borders between used (as is), refurbished and rebuilt equipment, meaning that they are not one and the same thing. Though the three terms insinuate previous ownership, often used equipment is just bought with no available previous maintenance records or knowledge of previous concerns, while rebuilt equipment, when done under OEM standards, complies with quality standards, often with the same warranty options as new gear.

Though rebuilt equipment is often backed by standards, different vendors use different processes, parts, levels of exactitude and quality-acceptance levels to rebuild the equipment they sell.

It is often the norm that when times are this tough, price is the prime determinant of what we buy, but when the equipment you are buying is business-critical, quality and authenticity should be your most important considerations. When buying rebuilt equipment, there is a level of certainty premised on the fact that a rebuilt piece of equipment often has a warranty and possible maintenance programme. Should it fail, it will be under the same level of protection as new equipment.

Used equipment may have the price appeal compared with rebuilt, but I believe that when buying business-critical equipment, it is noteworthy to look beyond the price tag. Nothing can be worse than buying a piece of equipment at a bargain, only to have it fail shortly after it is deployed at a crucial jobsite where any form of downtime is out of question, especially considering that project timelines of today are unforgiving.

If you make a mistake on a small appliance, you will have few regrets and move on. That same mistake on a big piece of construction or mining equipment has far reaching implications that will haunt you for the long haul.



Munesu Shoko – Editor



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HOW MUCH
IT SAVES
YOU WILL.



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SCANIA

FM LITE-S BENEFITS



By tracking, monitoring and optimising asset utilisation, construction companies are assured of reduced stock loss, improved asset and vehicle utilisation, reduced maintenance costs, improved fuel efficiency and increased profitability.

HARNESSING THE POWER OF TELEMETRY SOLUTIONS

In a cut-throat trading environment, fleet-driven businesses of today, ranging from construction equipment owners to materials handling contractors and transport companies, are finding solace in fleet management solutions to be as efficient as possible. This is especially true in construction and materials handling applications where even the smallest amounts of time and money become critical issues in determining success.

Maximum uptime is the goal of every fleet owner as more operating time translates into more work and earning more profit. A properly implemented telemetry solution is proven to boost efficiency by improving fuel consumption, driver behaviour, equipment utilisation, as

Today's construction and materials handling sectors are competitive markets where even the smallest amounts of time and money become critical issues in determining success. With MiX Telematics' FM Lite-S and Forklift Manager telemetry solutions, specifically designed for construction equipment and forklifts, respectively, fleet operators are suitably equipped with the solutions they need to increase profitability, writes Munesu Shoko.

well as safety and security, to mention a few benefits.

MiX Telematics, a leading global provider of fleet and mobile asset management solutions, believes that when fleet operators are suitably equipped, the result is a guaranteed increase in

profitability. MiX Telematics manages over 600 000 assets in approximately 120 countries. The company's products and services provide enterprise fleets, small fleets and consumers with solutions for safety, efficiency, risk and security. Founded in 1996, the company has offices



0 1 2 3 4 5 6 7 8 9

Real-time hour meter reading



Improved service and maintenance scheduling



Accurate machine positioning



Real-time monitoring of equipment activity



Integrates with vehicle tracking platform



Improved billing through compliance monitoring



KEY BENEFITS OF FORKLIFT MANAGER

- Improve operator accountability
- Reduce operator behavioural risks
- Increase operator productivity
- Increase machine utilisation
- Reduce machine repair costs
- Improve machine life expectancy

in South Africa, the United Kingdom, the United States, Uganda, Brazil, Australia, Romania, Thailand and the United Arab Emirates, as well as a network of more than 130 fleet partners worldwide.

For construction equipment owners looking for ways to avoid downtime and make the most of their uptime, by selecting a MiX Telematics solution, they are able to increase productivity and improve service and maintenance scheduling, among other several benefits, says Peter Sim, MD at Tectra Telematics, an approved MiX Telematics channel partner, offering premium hardware and services across all assets and industries.

The same goes for materials handling application managers, whose jobs, through

the Forklift Manager solution, can be made easier by improving operator productivity and machine utilisation in warehousing applications.

FM Lite-S in detail

MiX Telematics' FM Lite-S is an internationally accredited management and monitoring system that seamlessly monitors equipment performance. Developed and manufactured in South Africa by MiX Telematics, the FM Lite-S system offers the user real-time delivery of information via GSM/GPRS, monitors productivity and allows the equipment owner immediate access to location, engine meter reading and improved service planning tools.

With MiX Telematics understanding that the rapid adoption of telematics for fleet management has left operators overwhelmed by the data they now have to deal with, the FM Lite-S is an end-to-end solution – implemented in close collaboration with the service provider – that makes continuous improvement possible. The MiX Fleet Manager web-based software package and the MiX Fleet Manager App provides the user with extensive management tools to manage and report on the fleet. The software enables the user to monitor machine usage, analyse fleet data and extract summary and detailed reporting.

“To reduce fuel costs and maximise production, the FM Lite-S affords the fleet owner remote access to critical, real-time hour meter reading. This is further complemented by its ability to offer real-time monitoring of equipment activity on site,” says Sim.

Fleet owners also understand that failure to prioritise the service and maintenance regimes for their machinery could easily send their business down in flames. Construction equipment isn't cheap, and you won't pay it off if it's not moving. Some equipment setbacks are out of the owner's control – such as an unexpected hydraulics failure – but if regular equipment maintenance is neglected, risks of continuous failures and resultant downtime are real. Headaches related to service and maintenance scheduling is now a thing of the past as

the FM Lite-S provides improved service and maintenance scheduling with its service planning capabilities.

The FM Lite-S also allows fleet owners to identify and rectify poor driving behaviour to reduce accidents and improve safety on site. Access to operating driver behaviour information also allows fleet owners to implement highly effective, targeted driver training programmes.

Operating details such as driving, idle, standing and parking times also curb fuel consumption.

Focus on Forklift Manager

For materials handling applications, Tectra Telematics, a channel partner for MiX Telematics that specialises in the materials handling sector, offers Forklift Manager, a telemetry solution for forklifts and warehousing equipment. Forklift Manager is an internationally accredited management and monitoring system that seamlessly monitors operator and machine performance and usage.

“The system controls access, improves productivity, enhances safety and reduces cost associated with machine maintenance, damage to facility, equipment and products in a warehouse environment,” says Sim.

The Forklift Manager Web application provides the user with an extensive management tool to manage and report on the fleet. The user can manage both operator and machine information; define and report on custom events; analyse fleet data by extracting detailed summary and trend reporting. The user database is web hosted with access from any web enabled PC as well as smart devices.

With uptime and productivity in mind, Forklift Manager provides instant automated access to crucial information such as live viewing of the status of operational detail such as driving, standing, idle, speed and engine hours. While operator identification and access control are key safety features, these also improve operator accountability, while reducing operating behavioural risks.

For more information on these solutions, please contact Tectra Telematics on 0861 TECTRA (832872) or email peter@tectratelematics.co.za



JCB's most significant change to its backhoe loader range has been the introduction of the JCB EcoMAX engine.

QUICK TAKE



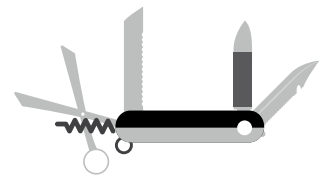
South African TLB market is about 1 400 units per year



Construction industry accounts for about 60% of local TLB market



Africa is predicted to take delivery of about 3 200 backhoe loader units this year



Versatility said to be the key competitive edge of the TLB



Last year, Bell Equipment launched its 316SL, an entry-level TLB ideal for general earthworks.

KING OF THE SITE

While the fundamentals have remained the same over the six decades it has existed: the backhoe loader, a single machine that can do both loading and excavation, has advanced in many ways over the years. While there is mounting competition from other pieces of equipment, there is general consensus that the versatility of this machine will be hard to beat for years to come. Thus it remains 'the king' of the local yellow metal equipment sector, writes *Munesu Shoko*.

In line with global trends, the African construction equipment market declined significantly in the past year on the back of a difficult economic spell, but the market for backhoe loaders, better known as TLBs (trailer loader backhoes) in local circles, remained resilient in the face of a challenging sales environment.

The backhoe loader definitely commands a stable sales base in South Africa, serving the specific needs of contractors, rental companies and municipalities, to mention a few. The South African market is currently about 1 400 units per annum, according to Stephen McNeill of Bell Equipment, who adds that the construction industry is by



Caterpillar was the first manufacturer to offer hydraulic displacement pumps on its backhoe loader range. The system allows lower fuel burn by up to 15% versus a fixed gear pump system.

far the largest recipient of TLBs locally, accounting for about 60% of the market.

Meanwhile, Andrew Boyers, business development manager – Africa at JCB, predicts that the backhoe loader market will be approximately 3 200 machines sold across the African continent this year. He concurs that the biggest market segment for backhoe loaders remains the construction industry, but also notes that sales into plant hire and agriculture sectors are growing steadily.

According to McNeill, the TLB remains a popular choice in the local market because it is a versatile machine that offers value for money for entry-level customers. “As it is a multi-purpose machine, it can be used in almost every industry, all the way from agriculture to construction and mining,” says McNeill.

Boyers, whose JCB range remains the most selling backhoe loader brand in Africa and globally, says the reason why the company enjoys so much success is that its backhoe loader is an incredibly versatile machine, ranging from the 1CX, said to be the smallest backhoe loader in the world, to the larger 5CX.

“The versatility of the backhoe loader is unrivalled by any other piece of equipment. The back end excavator arm can do the job of an excavator or a mini-excavator, while the front end shovel can do the job of a skid steer or a wheel loader,” says Boyers. He adds that the backhoe loader can do several jobs on site that normally call for two to four machines. “Couple that with a huge range of front and rear attachments, the backhoe loader can do pretty much anything,” he adds.

Declining market?

While the backhoe loader remains “the king” of the African construction equipment landscape, there is general sentiment globally that the market is declining, especially on the back of strong competition from other compact pieces of equipment such as the compact tracked loader and the mini excavator, a combination often chosen by contractors as an alternative solution. But, do we see this trend locally? Is the TLB really under siege?

“This trend has been noticed locally, but it is still very much in its infancy compared with international markets. However, we expect the trend to grow, and for this reason, we have introduced the Kobelco range of compact excavators, ranging from 1 to 4 t, to meet market requirements,” says McNeill, referring to Bell Equipment’s recent agreement for the exclusive distribution and support of the Kobelco range of excavators in southern Africa.

Mark Mulligan, backhoe loader application specialist at Caterpillar, says backhoe loaders are used in a wide range of segments, such as construction, mining, utility, agriculture, plant hire and forestry, and for that reason, there will always be a requirement for these machines. “Although the demand for backhoe loaders in North America and Europe has softened as customers have moved to specialist equipment for specific tasks, globally the picture has been one of steady growth, driven by demand from Asia Pacific,” says Mulligan.

Mulligan further argues that although mini-excavators and compact wheel loaders can replace some of the tasks done by a backhoe, they differ significantly in terms

of transportability, versatility, mobility and general applications. “Backhoe loaders are suitable for a combination of lifting, trenching, loading and excavating tasks and are able to travel at speed across large areas. They are great multi-tasking machines,” adds Mulligan. “Mini-excavators and compact wheel loaders offer advantages in terms of weight, fuel efficiency and size and can be used in more confined spaces. Owner operating costs together with the acquisition price are major factors in customers’ purchasing decisions.”

Boyers agrees with Mulligan, saying that in Europe there is evidence to suggest that the backhoe loader market is in decline, but that is largely due to more compact jobsites and a younger operator base. “This is not as apparent in the African market. There is organic growth of the compact excavator and tracked skid steer, but we find that customers still want the versatility of a backhoe that no other machine can offer,” says Boyers.

Competitive edge

Miguel Angel Torres, Business Director Africa at CASE Construction Equipment, argues that the versatility of the backhoe loader will always be its competitive edge. “With a CASE backhoe loader, you can undertake both loading and excavating with one machine. In fact, the CASE 570ST, with its 4-in-1 bucket, can be used for multiple applications such as light grading and materials handling with the clamshell configuration. This makes it more affordable than acquiring separate machines for each function,” says Torres.

He, however, adds that if the application is dedicated excavating, trenching or bucket loading in high volumes, then individual machines will be more suited for those specific tasks.

McNeill also agrees that the major advantage of a TLB is that it is a versatile machine that can do a variety of jobs. “It is also mobile, so it can travel medium distances between jobsites. Alternatives to the TLB would be a skid steer for the loading functionality and a mini-excavator for digging work. To replace a TLB with these two machines would mean maintaining two machines as opposed to one, as well as employing two operators instead of one,” argues McNeill. However, he adds that a skid steer and mini-excavator are lightweight machines that can be easily transported on trailers.

Boyers says roading or mobility has to be the number one benefit of the backhoe loader versus the compact excavator. “Transport costs are vastly cut by the fact that you can road machines to site,” says Boyers. “Versatility with the front end is also a huge advantage. Apart from the conventional

shovel, sweepers, forks, 6-in-1 buckets, to name a few, are also available for the backhoe, enabling it to do the job of a wheel loader, tracked loader and telehandler."

Major improvements – JCB

While the nitty-gritties have remained the same: a single machine that can do both loading and excavation, the backhoe loader has advanced in many ways over the years, in terms of innovative features, comfort and power, to mention a few. "JCB invented the backhoe loader in 1952 and we simply haven't stood still," says Boyers. "We are forever redesigning the backhoe to cater for the ever-changing working habits of our customers, making the machine more efficient, productive and comfortable for the operator."

JCB's most significant change to its backhoe range was at the heart of the machine, following the introduction of the JCB EcoMAX engine. "We manufacture the engine in-house, which enables us to match performance across our whole JCB-built drivetrain. This makes our backhoe loader range ultra-efficient, ensuring that every drop of fuel is used to get the best out of each component," says Boyers.

Away from the engine, JCB is constantly looking at how the OEM can improve productivity and ease of operation. "For example, our power slide option allows

the operator to effortlessly reposition the excavator arm without ground damage," says Boyers. "We also identified the need for the backhoe loader to operate on the road, that's why we introduced innovations such as TorqueLock, a powershift transmission and power breaks to our range to enable site-to-site transit efficiency in fuel, safety and comfortability for the operator."

JCB claims to offer the largest line of backhoe loaders than any other manufacturer to cater for all levels of customers in the African market. "The 1CX is the world's smallest backhoe loader based on a skid steer drive platform. The slightly bigger 2DX 4-wheel drive machine has been a great hit in agriculture and the military industries," says Boyers.

"We then have a range of 3CX's, including an Eco variant which is fitted with our EcoMAX engine, as well as 3CX Sitemaster, a top of the range machine which comes with an extendable dipper and 6-in-1 shovel. Our 3DX model provides the industry with a more entry-level option," adds Boyers. The biggest machines in JCB's stable, the 4CX and 5CX, have four equal size tyres providing greater traction in loading environments, which they are ideally suited for.

Cat revolution

Caterpillar has been manufacturing backhoe

loaders for nearly 40 years. Over that time, the OEM has incorporated a number of innovative features to provide greater performance and lower operating costs. For example, Caterpillar was the first manufacturer to offer hydraulic displacement pumps on its backhoe range.

"The system allows lower fuel burn by up to 15% versus a fixed gear pump system. Additional benefits come from reducing component wear as the machine doesn't need to work as hard as the supply of hydraulic fluid is matched to the demand," says Mulligan.

Other developments by Caterpillar include rear locking differentials as standard, ride control, boosted brakes, as well as continuous flow, a great option for customers who operate work tools such as brooms or cold planers as the flow can be auto-set, allowing the operator to produce a consistent finish, while reducing fatigue.

Caterpillar offers a comprehensive range of 11 backhoe models to answer the different needs of its customers across the globe. This range includes seven side-shift models. "Side-shift models are commonly used across Europe, Africa, Middle East, Russia, India and Australasia. Within the side-shift range, we offer two equal-size tyre models for customers who require additional performance, typically for loading

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Best Business Decision



BACKHOE LOADERS



The CASE 580T, with all-wheel steer, offers greater comfort and productivity in demanding applications.



Bobcat's recently-launched B700 backhoe loader offers greater performance with powerful breakout forces in loading applications, with strong full lift capacities and enhanced load over height and reach to execute the most demanding material handling jobs.

and trenching applications," says Mulligan. Available models for southern Africa are: 422F2, 428F2, 432F2, 434F2 EST, 444F2 EST (EST = Equal Size Tyre).

The Cat range also includes four centre-pivot models for customers in North and South America. Centre-Pivot is available for southern Africa as well, in form of the 416F2. "In addition, we offer a full range of Cat work tools to provide our customers versatility in a wide range of applications."

Further TLB improvements

For Bell Equipment, major improvements have been on the fuel consumption side of things, especially with the introduction of an Economy Mode, as well as a more efficient engine and driveline designs.

With the understanding that a comfortable operator is a productive one, operator comfort has been improved through better cab layout and positioning, improved seat design and greater operator visibility. "Machine performance has been optimised through an increase in engine power, the introduction of an automatic 5-speed transmission and hydraulic efficiency improvements," says McNeill. Meanwhile, machine security has

been improved by introducing a keyless ignition with security codes.

Throughout the evolution of the CASE backhoe loaders, the main features and benefits have been thoughtfully designed to offer the highest bucket dump heights, the longest excavator reach and dig depth, as well as greater fuel efficiency, according to Torres.

"The operator environment is also a key aspect to the overall cost effectiveness of the operation of a CASE backhoe loader. This means that careful attention has been made to ensure that our ergonomically friendly cabs suit the demands of the applications they are used in," says Torres.

With its popular CASE 570T and the new CASE 570ST with standard, factory-fitted air conditioner and a 4-in-1 bucket, CASE offers flexibility to customers looking for efficiency. The CASE 580T and CASE 695T, with all-wheel steer, assure the comfort and productivity requested in demanding applications.

Telematics to the fore

Telematics have become a gold standard for many equipment products and backhoe

loaders are no different. Information is power, says Torres, adding that the data provided by telematics systems at its most basic level, helps equipment owners make better decisions about how they run their businesses. "But, taking that basic data and adding some critical thinking to it can reveal new insights into the productivity and efficiency of your fleet," he says.

Idle time burns, working time earns, argues Torres. With that in mind, CASE SiteWatch provides real-time analytics to make it easy for fleet owners to track, measure and manage engine idle time, fuel levels and machine performance throughout the workday. It allows them to address inefficiencies and cut down on operating costs.

CASE also helps fleet owners protect their fleets with features such as machine curfew, geofencing and motion detection. "We provide one of the only services that tracks machine movement even when the machine is turned off. Not only will CASE SiteWatch send email messages whenever unauthorised usage or movement occurs, but even if a machine does leave the premises, the system can aid in tracking and recovery as well," says Torres.

For Caterpillar, telematics cover two elements: machine data and location. "Product Link helps customers take the guesswork out of equipment management and therefore maximise efficiency and lower operating costs. In southern Africa, our PL240, which provides location and hours, keeping the customer up to date, is fitted standard from the factory," says Mulligan.

Bell offers its proprietary Bell Fleem@tic telematics solution as an option on its TLBs, which provides customers with basic information about their machine once daily, as well as a summarised report every 24 hours, detailing hours worked, average fuel consumption, distance travelled, fault codes and engine on and off notifications.

As part of its dedication to looking at new, innovative ways to help fleet owners get the most out of their machines, JCB has introduced JCB LiveLink, a software system that enables JCB owners to monitor and manage their machines remotely. "All you need is a PC/Mobile device connected to the internet. The LiveLink terminal is built into the machine where it monitors machine information and sends information to the machine owner via mobile communications technology. To help our larger and more advanced dealers, we are now developing tools to enable data from LiveLink to be integrated directly into other business systems," concludes Boyers. 🌟

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COMPREHENDING FLEET MANAGEMENT SOLUTIONS

As capital equipment-driven businesses fight to reduce operational costs and maximise efficiencies, fleet management solutions can provide significant cost savings and operational efficiencies. The benefits of a fleet management solution are many and might vary upon the nature and area of expertise from company to company, but there are generally some major pros that occur when the technology is adopted. These include lower fuel costs; improved route planning; increased employee productivity; improved cost control; and important data collection, among others.

While these benefits are clearly defined, there are still some issues around fleet management solutions, which are hindering uptake of this technology. At the heart of this is that fleet managers don't realise that this technology, and the big data that can be derived from it, is more than just a device that spits out a whole lot of information. It's an end-to-end solution –

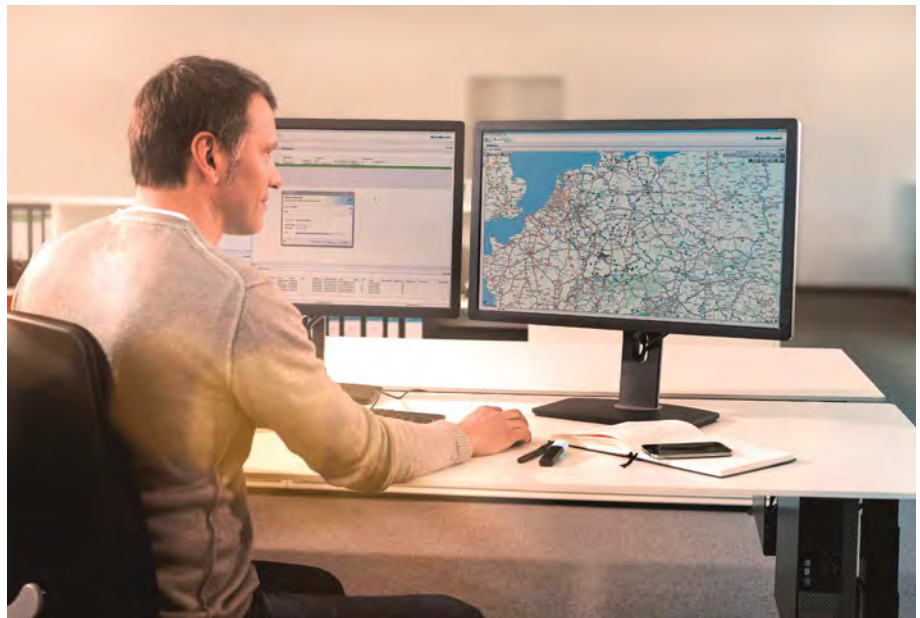
Every mile logged in a company truck goes against the company's bottom line in the form of fuel expenses, tyre wear and eventual maintenance costs, to mention a few. While the benefits of acquiring a fleet management solution are well documented and some industries have gone further down this route, there are still some concerns around this technology, writes *Munesu Shoko*.

implemented in close collaboration with the service provider – that makes continuous improvement possible. The main challenges for local fleet managers as far as fleet management solutions are concerned are costs and management of data, as it is important for fleet managers to get the right data out of the system that is relevant to their business.

However, the logistics industry seems to be one fleet-driven sector leading the adoption of fleet management and tracking solutions with little concerns. With the

Internet of Things (IoT) seemingly taking over and the number of connected devices increasing (research predicts over 46 billion devices will be connected to the internet in 2021), service delivery in many industries has improved significantly as fleet management and tracking has become a lot easier and much more interactive than in the past, according to Adam Orlin, head of Investec Import Solutions.

Orlin says the use of IoT connected devices can help manage risks that the transport and logistics industry are faced



It is important for fleet managers to get the data that is relevant to their business out of the fleet management system.

AN EFFECTIVE APPROACH TO FLEET MANAGEMENT SHOULD INCLUDE AT LEAST FOLLOWING SERVICES



The remarketing of off-fleet vehicles



An optimal replacement policy



Renewal of licences and the allocation of traffic fines



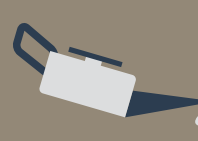
Vehicle selection



Purchase management



Maintenance (including service and tyres)



Fuel management



Utilisation management through telemetry

with on a regular basis. "Because these devices communicate and with the use of systems such as BlueLink, which Investec Import Solutions created and uses, customers are able to track their shipment and see the expected delivery time and can be alerted if there are any delays, providing them with any necessary information they need that can help mitigate any risk that may happen and prevent any undesired outcomes," says Orlin.

Orlin adds that the adoption of this technology in the logistics landscape is being embraced more often than not. "Businesses in the logistics industry have this type of technology, which is offered to their customers at no additional cost," he says.

The case of logistics

Orlin says in the import industry, IoT is able to improve customer service through the use of technology to track shipments and provide information to the customer

on where and when their shipment is and when it will arrive.

Investec Import Solutions is a premium import and working capital specialist in South Africa and a pioneer in providing fully-integrated import solutions through bespoke systems and patented processes. The company reasons that with the rise of IoT, big data and cloud technology is being incorporated into the transport and logistics sector as there is a growing need for instant and efficient customer service. Consumers are also becoming accustomed to instant connectivity and receiving any information they need, and it is for this reason that many are turning to tracking technology to ensure this is able to happen.

"In the import process, tracking technology is being used to improve customer service by tracking shipments and providing information to the customer on where and when their shipment is and when

it will arrive. Additionally, it enables them to pull data from their shipment history for reporting processes as well as manage their supplier performance. This is all achievable through vehicles and shipment containers being connected with sensors that share the data instantly," says Orlin.

Orlin says from a business point of view, the logistics industry understands the importance of using tracking technology as it has many benefits that translate into ROI and customer satisfaction. "However, knowing this doesn't always translate to businesses implementing the solution, there might be some internal challenges that might outweigh the prospects of investing in such technology," says Orlin.

"Innovative changes like these come with a lot of research from redesigning the way the business operates digitally, figuring out what you want your system to do and what your customers will get out of the system (more value for their money)



Adam Orlin, head of Investec Import Solutions, says the adoption of tracking technology in the logistics landscape is being embraced more often than not.

and how much this will cost the company. For many this is not an easy task, especially if there are other issues at hand," he says.

However, Orlin notes that this trend is growing with more and more companies incorporating tracking technology to monitor shipments. "What is crucial is making sure that what you are offering is unique to your business and your customers will not find it anywhere else," he argues.

Reasons behind non-adoption

While there is a larger uptake of fleet management solutions in logistics, some fleet-driven businesses are still reluctant to make use of these solutions. John Loxton, head of WesBank's fleet management division, says the local fleet management industry can comfortably be described as world class, yet it is difficult to explain why local fleet owners do not make more use of professional fleet management services.

Loxton sheds light on the reasons why fleet management does not have as much support as in developed economies. "We probably have lack of trust here in the ability of service providers," he says, adding that the apparent lack of trust may have a number of possible causes, including perception around outsourcing and confusion as to what fleet management is.

Speaking about outsourcing, Loxton says fleet owners have the perception that they can achieve the same benefits as professional fleet management companies can offer. "In the majority of cases this is unfortunately a myth. The principal of economies of scale is as old as the mountains and is a proven form of optimising costs," says Loxton.

In the majority of cases the professional



John Loxton, head of WesBank's fleet management division, says a holistic approach to fleet management, combined with the right fleet management partner, should without doubt and too much trouble lead to considerable savings.

service providers in the fleet management industry manage fleets in excess of 20 000 vehicles. "It should, therefore, be logical that the buying power of these service providers will be more powerful than that of an individual fleet owner with, for example, 500 vehicles," says Loxton.

Loxton says that professional service providers not only provide economies of scale, but also structure, pro-active planning and discipline. It is therefore superficial to measure the value of fleet management by only comparing relative buying costs. "Consider the complete value chain to see the full extent of fleet management in context," he says.

Loxton also weighs in on the confusion as to what fleet management is. "There is a whole legion of companies who refer to their services as so-called 'fleet management'. The owner of a workshop in Johannesburg cannot possibly claim to be delivering comprehensive fleet management services as much as a telemetry provider in isolation cannot claim it either. Yet these services are advertised as such and this adds to the wrong perceptions about what fleet management actually entails," says Loxton.

Loxton says the maintenance management and telemetry of a fleet are merely components of fleet management which in isolation cannot offer the same advantages as the holistic approach of professional fleet management.

He further argues that to reduce fleet management simply to a matter of comparing "costs", is to negatively and unnecessarily affect the perception of effective fleet management. A holistic approach to fleet management, combined

with the right fleet management partner, should without doubt and too much trouble lead to considerable savings. A common aim are savings of 10-20%, according to Loxton.

"My advice to any fleet owner is to select a fleet management service provider based on experience and reputation, form a strong partnership with the service provider and ensure both partners enjoy the benefits of such a relationship where their interests and objectives are aligned," adds Loxton.

Greater alternative

Letlotlo Phohole, CEO of LeoTracking, says while the benefits of telematics in business are well-known, the problem is that with the current economic climate, most companies in the transport business are experiencing unpredictable orders, while paying for a fixed monthly fleet management and tracking fees regardless. This, at times, leads to cancellation of the vital fleet management service, which leads to further losses.

"This is not fair when some of the fleet is literally parked for days and not generating any income," says Phohole. "This is where we realise that many fleet owners are eating into their bottom lines, daily, and unnecessarily so."

LeoTracking is an innovative company, owned and managed by technical and financial professionals that identified gaps in the fleet management market and has come up with the concept of Pay-As-You-Track. "Our new offering is aimed at business where you manage how they drive; schedule and manage tasks and know if executed in time or not," says Phohole. "We support over 400 tracking devices, and customers can bring their own device to save on the previous investment made."

With Pay-As-You-Track, also known as Pay-As-You-Drive, you get charged a daily rate per vehicle. This gives the fleet owner the power to directly manage driver behaviour (Manage-How-They-Drive) and save cash every time part of the fleet has not moved for the whole day. "This is a direct money saving option and you own your data," says Phohole.

Also, Pay-As-You-Track, just like the Pay-As-You-Go in the cellular business, implies that you own the device and it's a month-to-month contract offering. "It is only fair to also look at the alternative – Pay-As-How-You-Drive, which is used by insurance companies to reward you for good driving. The rewards can be cash but the difference is in who owns the data and what can they do with it," concludes Phohole. 🌐



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Cummins Southern Africa's Master Rebuild Centre has been expanded to handle bigger engine ranges such as the 78 I QSK78 which weighs in at 10 t.

BREATHING NEW LIFE INTO OLD GEAR

As the costs of doing business keep rising, the thought of purchasing new capital equipment may seem to be out of question for many in the foreseeable future. In such an environment, many companies find that the best way to stretch their dollar while servicing their contracts and operations comes via either refurbishing or rebuilding equipment, writes *Munesu Shoko*.

In a difficult economy, fleet owners, ranging from mining and construction companies, to quarry owners, transport companies and their related contractors, find it difficult to invest in new gear to service their operations and contracts.

To survive the tide of a downward economic cycle, there has been a clear shift towards used, refurbished and rebuilt equipment. Although the three terms insinuate previous ownership, they are not one and the same thing.

Ernest Human, marketing manager at Dura Equipment Sales, one of the biggest and most reputable used equipment dealers in South Africa, explains the differences between the three options. Used equipment is normally sold "as is", while refurbishing entails the replacement of a few of the identified components on a piece of equipment. Meanwhile, rebuilding equipment entails stripping of the unit completely from the "front to the back", including engine overhauling. Certified equipment rebuilders adhere to strict OEM standards when rebuilding. "When done under OEM standards, rebuilt gear complies with OEM quality standards, and is often backed by the same warranty



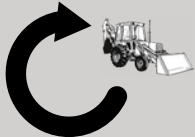
TALKING POINTS



Haver & Boecker's refurbishment programme gives customers the opportunity to save as much as 40% over buying new



Price of refurbished can be as high as 50% of new equipment



Price of rebuilt can be as high as 70% of new gear



Cummins' engine rebuild carries a new warranty of 12 months and unlimited hours



Cummins' engine rebuild process offers "as-new" reliability and life-to-overhaul



Dura Equipment Sales is one of the local companies with the capacity to offer a broad range of equipment needs all the way from purely used to refurbished and rebuilt.

options as new gear," says Human. Though refurbished equipment is often backed by OEM standards, it comes with a shorter warranty than that of rebuilt gear.

Key considerations

It is often the norm that when times are this tough, price is the prime determinant of what we buy, but when the equipment you are buying is business-critical, quality and authenticity should be your most important considerations, says Human. Different vendors use different processes, parts, levels of exactitude and quality-acceptance levels to refurbish or rebuild the equipment they sell, but Human reiterates that the bottom line is to buy from a reputable supplier if opting for second-hand machinery, whether used, refurbished or rebuilt.

Human believes there is no right or wrong in any of the three options. He believes that they just suit different companies and

applications. He is of the view that used equipment (as is), is an alternative for small to medium-sized companies looking to service short-term projects, as it is a more affordable option. However, he also reiterates that there is a very big need to buy from a reputable supplier of used gear. For example, Dura's buying process entails thorough internal and external tests, and other key considerations such as previous maintenance history and hours on the clock. "If we determine that the particular piece of equipment is not suitable for a 'second life', we would rather buy it for used parts, which is also a big market locally," he says.

When it comes to refurbished gear, Human says there are also several tests run on the machine to determine the extent of repair to be done. However, there is also need to consider the price factor when replacing components as they may push the price of the refurbished machine to more than half of that of a new one, which may

make it an unsustainable option.

"When buying rebuilt equipment, it is of utmost significance to ascertain that the equipment unit has a warranty and maintenance programme. This way, should it fail, it will be under the same level of protection as new equipment," he says. Pricing on rebuilt gear, for obvious reasons, is much higher than that of both used and refurbished equipment. It can go as high as 70% of that of a new machine, depending on the initial purchase price and the intensity of the rebuilding process.

Making the old new again

Haver & Boecker, a leading global manufacturer in processing, handling, mixing and loading systems, notes that as costs of equipment keep rising against a tough operating environment globally, purchasing new vibrating equipment is just out of reach for many companies this year.

The company has since announced the



To meet the increasing demand for engine rebuilds, Cummins embarked on a capital expansion programme to increase the capacity of its Master Rebuild Centre in Kelvin, Johannesburg, South Africa.



When buying rebuilt gear, it is of utmost significance to ascertain that the refurbished piece of equipment has a warranty and maintenance programme.

addition of a refurbishment programme to its breadth of services and equipment for the mining and aggregate industries. The new programme gives customers the opportunity to save as much as 40% over buying new, while having the assurance that their refurbished machines will operate at peak capacity.

"As an industry leader, we offer our customers an array of services and upgrades to improve their equipment and add value to their process, which is why we added refurbishment to our circle of offerings," says Karen Thompson, president of Haver & Boecker.

Peter Kilmurray, vice president of Sales at Haver & Boecker, says the company has the capacity to update old screening equipment with all the bells and whistles of new technology, at nearly half the cost of purchasing a new machine.

As part of the programme, Haver & Boecker's technicians inspect and document all critical components and parts on a vibrating screen onsite or at the new Haver Service Centre. Each customer then receives a complete report documenting the specialists' recommendations. Technicians improve screening performance by implementing necessary upgrades using both new and re-engineered components.

Refurbishments can take as little as one week to complete, depending on the scope of the work. They include everything from installing wear liners to replacing the shaft or adding an automatic lubrication system to extend bearing life. Following the refurbishment, Haver & Boecker tests the vibrating screens with Tyler's Pulse vibration analysis service programme, which monitors the health of vibrating screens to ensure optimum screening

performance and equipment durability.

Once completed, the machine is painted and leaves the Haver Service Centre looking brand new. All refurbishments include a one-year warranty. For more extensive coverage, customers may opt into an asset management programme tailored to each operation that includes monthly, quarterly or yearly equipment audits by certified technicians, whose goal is to increase equipment lifespan.

Engine rebuilds

With commodity prices at historic lows in recent years, it has become popular for mining companies to overhaul essential equipment components. According to Cummins Southern Africa, a prominent engine manufacturer, there has been a significant increase in demand for critical rebuilds of high-horsepower engines as mining companies seek to optimise the lifecycles of their equipment.

To meet the increasing demand, the engine maker embarked on a R5,4 million capital expansion programme in late 2015 to accommodate bigger engines such as the QSK78, which weighs in at 10,2 t, at its Master Rebuild Centre in Kelvin, Johannesburg, South Africa. It services the whole of southern Africa, including Botswana, Zambia, Mozambique, Namibia and Zimbabwe, covering mining and other high-horsepower applications.

Since 2010, the company has noted increasing demand for rebuilding services for its high-horsepower range from the QSK 19 to QSK 78, according to Patrick Mohale, leader at Cummins SA's Master Rebuild Centre.

Cummins Southern Africa's high-horsepower facility was established as part of the engine maker's international strategy, announced in 2012, to increase high-horsepower engine remanufacturing capacity by 100% to meet demand for "a rapidly expanding population of mining equipment powered by its popular QSK and K-Series engines". At the time, the engine maker said it would double total high-horsepower rebuild capacity to about 7 000 units per year by 2016, compared with the 2011 capacity of about 3 500.

Cummins' engine rebuild process is said to offer "as-new" reliability and life-to-overhaul, and also carries a new warranty of 12 months and unlimited hours. The high-horsepower range spans from 450 hp to 3 600 hp and encompasses engines with displacements of 19, 23, 30, 38, 45, 50, 60 and 78 litres.

Increasing capacity

Mohale says the 3 366 m² Cummins Master



Haver & Boecker has announced the addition of a refurbishment programme to its breadth of services and equipment for the mining and aggregate industries.

Rebuild Centre has the capacity to perform complete rebuilds, partial rebuilds, warranty repairs as well as fix-as-fail services. "Fix-as-fail is when the engine fails at the mine site and has to come back to us. We troubleshoot to understand why it failed and we replace what is damaged," says Mohale.

The facility also has the ability to dyno test every engine after rebuilding to ensure engines perform to specification. To cater for this, Cummins Southern Africa invested in two dyno testing cells (800 hp and 4 650 hp) as part of the 2015 upgrade.

When an engine arrives, it comes with an instruction of what work should be done on it. The life history of the particular engine is also supplied. This includes previous issues it had and what sort of maintenance was carried out, as well as the whole service history. The information is provided by Cummins service technicians based at the mines, as well as area managers in different locations where the engines are operating.

Once the instructions and the life history have been received, the engine is dismantled in order to provide a quote. This is to ensure that the cost of fixing it will not outstrip the cost of buying a new one. In these circumstances, the customer is advised accordingly. "It is important that once we dismantle the engine we put together a quotation and only go ahead with the job when the customer agrees," says Mohale, who notes that there are some instances during zero-hour rebuilds that they discover damaged engine blocks, and this may in some instances lead to high rebuild costs. In these circumstances, buying a new engine is a better option than trying to fix it.

Most of the processes are done in-house, except for some machining processes on the blocks, cam shafts, con-rods and crankshafts that are outsourced to a service provider, Metric Automotive Engineering. 🌐

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SETTING NEW CLASSIFIED SCREENING STANDARDS



With its precise classification of different feed materials, combined with low fuel consumption and a range of innovations that speak to lower operational costs and increased safety, the newly-launched Kleemann MS 703 EVO classifying screen ticks all the right boxes for crushing and screening contractors already under pressure to survive the few and far between contracts and resultant shrinking margins, writes *Munesu Shoko*.

TALKING POINTS

Compact design for simple transport with flat-bed trailer



Remote control for unfolding the entire machine ensures increased safety



Classifying screen for up to four fractions



Large feed hopper for high installation flexibility



Reduced fuel consumption (about 50%, less compared with previous versions)

KEY SPECIFICATIONS

Model

Feed capacity
Maximum feed size
Feed height
Hopper capacity
Screening unit type
Screen casing size width x length
Drive concept
Transport width
Transport length
Transport height
Transport weight



With local crushing and screening contractors under pressure to survive the tide of a downward economic cycle, approving capital more rigorously and applying capital more efficiently, has moved to top of the agenda for many. As part of the thought process, procurement of capital equipment that ticks the right boxes – all the way from high application flexibility to fuel economy, intuitive operability and transportability – is currently in the spotlight.

With that in mind, Wirtgen South Africa has launched the new Kleemann MS 703 EVO classifying screen, mainly targeted at crushing and screening contractors, and said to come with all the necessary attributes of a great screening plant. What characterises a good screening plant? Precise classification of different feed materials, combined with maximum work output and low fuel consumption, rank highly among the key considerations for many contractors.

Due to frequent changes in work sites, especially for crushing and screening contractors, a space-saving transport position and short setup times are also highly significant. And, of course, a quick change of screening media is important to react to different material requirements in the shortest possible time. The new MOBISCREEN MS 703 EVO screening plant ticks all these boxes, making it a great fit for crushing and screening contractors seeking to keep a lid on operational costs, especially in an environment where contracts are few and far between and margins are very low.

While the machine boasts a range of innovations, Mike Newby, sales engineer – Mineral Technologies at Wirtgen SA, believes the biggest innovation, which is exclusive to Kleemann, is the very big safety feature of being able to unfold the entire machine via remote control. “Operators no longer have to stand close to the machine to press levers to unfold the screen and conveyors, which is a safety hazard; they can now perform that function using remote control, which is a lot safer,” says Newby.

Machine in detail

Kleemann has been manufacturing various mobile screens for many years, but only larger specialised models with outputs ranging from 650 to 800 t/h. Previously, on the smaller classifying screens of 350 to 500 t/h, Kleemann outsourced some of the manufacturing processes, according to Lantie van der Merwe, sales executive – Kleemann, at Wirtgen South Africa.

The new “EVO” screen ranges are manufactured by Wirtgen India, but still under the same German quality processes with which all Kleemann machines are subjected to. The “EVO” series of screens is the first compact Kleemann range to be exclusively manufactured by the company. This dispels any quality concerns often associated with the outsourcing of some of the manufacturing processes.

The MOBISCREEN MS 703 EVO is a triple-deck mobile classification screening plant for screening all types of stone of up to 150 mm, up to four fractions. With a feed capacity of 350 t/h, the screen comes with a large feed hopper which can readily be fed by means of a wheel loader, an excavator or directly from a crushing plant.

According to Newby, a key competitive edge of the new arrival is its significant lower fuel consumption. Powered by a 75 kW Deutz engine, the screening plant consumes about 11 litres per hour of diesel on average, using a diesel-hydraulic drive. This is a significant improvement when compared with the previous Kleemann MS 16 D range which consumed about 18-22 litres per hour. “We have run the machine at Willow Quarry for a while now and we are picking up fuel consumption of about 11 ℓ/h, which is a significant improvement on previous models,” says Newby.

The reduction in fuel consumption is largely due to the shift from a larger Caterpillar engine on the previous models, to a Deutz engine driving the new Mobiscreen MS 703 EVO. However, Newby reasons that the fuel economy is not only limited to the engine change, but also a range of other innovative features working in tandem with the motor to achieve massive fuel savings.

Kleemann MS 703 EVO
350 t/h
150 x 150 mm
3 650 mm
8 m ³
Triple-deck vibration screen
1 550 x 4 500 mm
Diesel-hydraulic
3 200 mm
16 750 mm
3 400 mm
33 000 kg

Wirtgen South Africa has launched the new Kleemann MS 703 EVO triple-deck classifying screen into the local market. Click the video icon to watch the video.





With safety in mind, the MS 703 EVO screen comes with a very big safety feature of being able to unfold the entire machine via remote control.



The Mobiscreen MS 703 EVO is a triple-deck mobile classification screening plant for screening all types of stone of up to 150 mm, up to four fractions.

Key features

Maximum work output is a key attribute of any screening plant. The screen deck area of 7 m² on the MS 703 EVO is designed for high material throughput. The adaption of the screen angle to the material properties guarantees optimum distribution of the material across the screening surface. An extra wide feed conveyor on the MS 703 EVO ensures uniform material distribution. "Guide plates distribute feed material over the entire width of the screen," says Van der Merwe, adding that the durable impact

plate protects the screen surface against wear.

Due to the nomadic nature of crushing and screening contractors as a result of the frequent changes in work sites, the compactness and light weight of the screening plant ensure ease of transportability. Measuring in at a compact 3,2 m x 16,75 m x 3,4 m in transport mode, the MS 703 EVO weighs in at 33 t, and this is complemented by a generous ground clearance for simple transportation from one site to the other.

With uptime in mind, short setup times

are highly significant, while a quick change of screening media is important to react to different material requirements in the shortest possible time. Newby tells **Capital Equipment News** that the new MS 703 EVO leaves no uptime questions unanswered with its simple and fast folding out of discharge conveyors for short setup times. "The side discharge conveyors remain on the machine during transportation and can be folded hydraulically into position in no time," says Newby.

Meanwhile, easy accessibility of crucial components ensures ease of maintenance. With its easy-to-operate control system via the control panel, handling of the MS 703 EVO is user-friendly and intuitive. "Known symbols from other Kleemann EVO crushing plants can be viewed easily," says Van der Merwe, adding that a control panel that can be plugged in at three different points, and allows for viewing of the executed functions, ensures increased work and operational safety.

Safety is as vital in quarries as it is in mines and dust inhalation can be a major problem. With that in mind, an optional belt cover and a water system on the fine grain conveyor significantly reduce dust emission from the screening plant. "The plant comes with an on-board water pump which injects pressurised water into the spray nozzles for dust suppression," says Van der Merwe.

Growing share of market

Despite a constrained market, Newby is encouraged by the growth in Kleemann's market share, both in Africa and globally. Bearing in mind that the brand was only marketed in Europe prior to 2006 when it was eventually acquired by the Wirtgen Group, Kleemann now commands a sizeable 10% share of the global mobile crushing and screening market, and a 5% market share in Africa following its mere six-year presence in the local market.

"Globally we have about 3 500 units operating. In South Africa we have close to 50 units operating in the field at the moment. In Africa we have about 5% of the total market share and this is impressive for a brand that has only actively marketed for less than six years," says Newby.

Newby notes that the market is currently challenging globally on the back of a constrained global market. Speaking of the local market conditions, he notes that the struggling Rand against major currencies, as well as the rating downgrades, have impacted negatively on the local economy at large, which is having a negative knock-on effect on both quarrying and mining contracting work. 🌐



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Going the Extra Mile



GOING THE EXTRA MILE

Versatility is right up on the checklist of most truck owners, and the new UD Croner, now available in the local market, goes the extra mile with its 13 variants and 21 customisable configurations to maximise adaptability across a number of applications, writes *Munesu Shoko*.



Truck operators often base their new vehicle selection on several common factors ranging from fuel economy, total cost of ownership through to performance. Notably, versatility has become a key driver of buying decisions as a go-anywhere truck is regarded as a boon in any fleet owner's stable.

Launched internationally earlier this year, the new UD Croner, a heavy commercial vehicle, replaces UD Trucks Condor in a market segment dubbed the "bread and butter" of the local commercial vehicle market. The Condor was discontinued earlier this year after serving the local market with ultimate dependability for many years. UD Trucks Southern Africa introduced the new Croner to its local customers at a glamorous event held at the Kyalami Racecourse last month.

To be assembled locally at UD's

Rosslyn, Pretoria plant, the new Croner is specifically developed for UD Trucks' growth markets, and will be introduced to UD Trucks Southern Africa's other markets in the SEA region later this year.

Speaking of the truck's value proposition, Jacques Michel, senior vice president of Group Trucks Asia, says the new UD Croner – named after God of time in Greek mythology – was developed with versatility in mind. It comes in three gross vehicle weight (GVW) models – MKE, LKE and PKE – and their 13 variants can offer up to 21 different basic configurations to suit specific needs of various industries.

Gert Swanepoel, MD of UD Trucks Southern Africa, adds that Croner is a versatile truck designed and engineered to help customers save time and money. "We believe that the more time the Croner spends on the road and less in the workshop, goes a

long way in adding up to the success of our customers' businesses," says Swanepoel. "By understanding customers' specific requirements and business needs, Croner is engineered to help fleet owners stay ahead of competition through the simple concept of saving time," he adds.

Highly adaptable

One of the key advantages of the Croner is the fact that it can be adapted for any heavy-duty role with an array of wheelbase selections to deliver greater productivity. There are six basic wheelbase choices ranging from 3 375 mm to 6 000 mm available for 9,5 t, 12 t, 14 t, 15 t or 17 t GVW variants. Longer wheel base choice of 6 500 mm is also available for 15 t and 17 t GVW variants, according to Toshi Odawara, vice president of Product Management at UD Trucks.



TALKING POINTS

- Comes in 13 variants
- Can offer up to 21 customisable configurations
- Six basic wheelbase choices ranging from 3 450 mm to 5 500 mm
- 5% more fuel efficient

Raising the bar

The new Croner is said to raise the bar high when it comes to fuel efficiency, and is up to 5% more fuel efficient than its predecessor, the Condor, according to Michel. Key to improved fuel efficiency is the new GH E engine series with common rail fuel injection technology. The regulation of fuel quantity and injection timing are electronically controlled via the Engine Control module.

With a maximum torque range of up to 1 050 Nm, the engines offer high torque over a wide speed range, translating into a broad economy band. The GH E engines are also able to operate efficiently without excessive revving outside the economy band, generating sufficient pulling power with less fuel consumption, which also translates into less component wear.

"A new aerodynamic cab design for all the Croner models, together with an optional air deflector for the PKE model, reduce coefficient of drag (CD) by 5% and improve fuel efficiency at highway speeds," says Odawara. In the interior, the vehicle allows for a variety of fuel efficiency control features. The cruise control, for example, reduces driver workload on longer journeys and helps reduce fuel consumption by maintaining a constant speed.

All Croner models also come equipped with an on-board fuel coach. "It's clearly displayed at the centre of the instrument cluster to guide drivers to use optimal revs or reduce unnecessary acceleration in real time," says Odawara.

Like the Quester, which has enjoyed a high level of success since its launch locally in 2014, the Croner also comes with UD Telematics Services as standard. Customers can make use of this service to obtain fuel reports, which can encourage better driving behaviour and protection of fuel assets.

"Fuel Utilisation Reports help customers understand how the truck and driver are performing, while Fuel Advisory Service helps customers improve driver behaviour and fuel loss alerts to prevent theft or misuse," says Odawara. In the event that UD Telematics are unavailable, a cable-connected follow-up tool serves as backup to provide analysis and optimisation of driver and vehicle performance. 🌐

The MKE, with GVW ranging from 9,5 to 11 t, is a compact sized heavy duty model optimised for urban usage, with better manoeuvrability in narrow roads and ideal for inner-city deliveries. "It is powered by a GH5E engine which comes in two options of 180 hp/360 kW (Euro 3) and 210 hp/157 kW (Euro 3 & Euro 4). Customers can choose between a manual 6-speed and automatic 6-speed transmission," says Swanepoel.

The LKE – with GVW ranging between 12 and 14 t – is a multi-purpose model for in-city and city-to-city distribution. It is powered by the same engine as the MKE and comes with the same transmission options.

The PKE has a GVW range of 15-17 t to cater for heavy-duty applications such as construction. The powerful 6-cylinder GH8E engine complements the truck's long haul and heavier load capabilities. It comes in two

options of 250 hp/186 kW (Euro 3 & Euro 4) and 280 hp/209 kW (Euro 3 & Euro 4), complemented by three transmission options of manual 6-speed, manual 9-speed and automatic 6-speed.

Swanepoel believes the automatic transmission is a game changer for the truck industry in the local market as it helps lower cost and downtime, bearing in mind that the traditional manual transmission is more susceptible to wear-and-tear, especially to its clutch in the long run.

"Croner's automatic transmission option can be crucial for markets such as South Africa where there is an acute driver shortage due to strenuous demands placed on drivers, especially in long haul driving," says Odawara. "Croner can help customers attract drivers as this option provides ease of drive and reduces fatigue for both experienced and inexperienced drivers."

CARRYING NEW PAYLOADS



At this year's TruckX, JMC South Africa will showcase its Carrying SWB light commercial vehicle range said to be the only one in its class offering a 1,6 t payload, writes *Munesu Shoko*.

KEY SPECS

Range	JMC Carrying SWB Series
Payload	1,6 t
Engine	JX493ZQ4A 2,8 Diesel
Maximum power	84 kW
Maximum Torque	235 Nm
Wheel base (short)	2 490 mm
Wheel base (long)	3 360 mm

TALKING POINTS

- 5 year / 120 000 km warranty
- 3 Year / 90 000 km service plan
- 24-hour Roadside Assist
- 12 km / ℓ of diesel

RETAIL PRICES

- SWB SC 1,6 t Dropside STD: R231 880
- SWB SC 1,6 t Dropside LUX: R239 880
- SWB SC Tipper STD: R264 880
- SWB SC Tipper LUX: R272 880
- SWB Van Body STD: R251 880
- SWB Van Body LUX: R259 880

The JMC Carrying SWB is said to be the only truck in its class size offering a payload of 1,6 t.



Photo credit: Chris Nel

Running a transport company is tough, especially in today's uncertain economy. It's even worse if you are new to the industry, with a whole lot of challenges to contend with, ranging from unaffordability, financing, through to running costs and fuel expenses. With that in mind, Jiangling Motors South Africa (JMC SA) has introduced its new Carrying SWB light commercial vehicle (LCV) range to the local market, said to be the answer to many of the small business owners' headaches.

JMC SA will use TruckX 2017, Africa's premier forum for the commercial transport industry, to showcase its full range of commercial vehicles, but it is the Carrying SWB range that promises to steal the limelight at a show aimed at strengthening the way in which decision makers receive the



The JMC Carrying SWB range comes with a 5 year / 120 000 km standard warranty.

insights that help them to keep their wheels of commerce turning.

This year's TruckX will be held on July 12 and 13 at the Kyalami Race Track in Midrand, South Africa. TRUCKX 2017 will be joined by two other major events – FLEETX and IMHX – each of vital importance to various sectors of the transport industry.

Capital Equipment News recently put the Carrying SWB Dropside model through its paces, and a couple of things stood out for us, including greater fuel efficiency, increased payload and a spacious cab, to mention a few.

Competitive edge

The JMC Carrying SWB range comes in three different variants: Dropside, Van Body and Tipper. Nicolene Breitenbach, national marketing manager at JMC SA, says a key competitive edge for this range is its 1,6 t payload, making the truck the only one in its class size to offer that payload. "This is a big plus, especially for small business owners seeking to increase their productivity on a single vehicle. They will now be able to carry a load bigger than the usual 1 t they are accustomed to when operating vehicles in this class size," says Breitenbach.

Ideal for builders, general construction contractors, plumbers, gas suppliers and painting contractors, the JMC Carrying SWB range comes with a 5 year / 120 000 km standard warranty. "We have recently upgraded our warranty on the complete Carrying range to include free top up warranty. This, supported by a 3 year / 90 000 km service plan and 24-hour Roadside Assist, is surely a winning combination," says Breitenbach.

The Carrying SWB's retail price ranges from R231 880 (SWB 1,6 t Dropside STD) to R259 880 (SWB Van Body Lux). "We are also currently running a limited R10 000 cash back special on all Carrying SWB trucks and R15 000 cash back on all LWB Carrying units," says Breitenbach.

Key features

Saving on fuel and increasing fuel efficiency remain priorities for fleets of all sizes. During

our week-long test drive, the Carrying SWB achieved an impressive 12 km per litre of fuel. This is as a result of the JX493ZQ4A 2.8 turbo-charged, direct injection diesel engine, the same engine said to be No. 1 in the diesel segment of Chinese light commercial vehicle manufacturers for the past 12 years, and has been exported to over 100 countries in the world. JMC opted for a direct injection, rather than a common rail engine, achieving 84 kW of power with maximum torque of 235 Nm @ 2 300 rpm.

The range comes with a Vacuum Assisted Hydraulic Brake System which relies on the engine vacuum to produce more power to the brake pads. With JMC's understanding that a comfortable driver is a productive one, the Carrying SWB range comes with adjustable seats and power steering for a greater driving experience.

The three models in the SWB range come in both short (2 490 mm) and long (3 360 mm) wheelbases. Another competitive edge is that, despite the 1,6 t payload, this range can be driven by a Code 8 licence holder.

Positive outlook

In a market segment that had the worst performance with a -18% decline last year, JMC recorded a total of 108 unit sales for the year, but Breitenbach believes there are better prospects of growth for the light commercial vehicle market this year.

"We found that the LCV segment was hit harder in the first half of 2016, thereafter it gradually increased until November when it started going down again as the festive holidays were approaching," says Breitenbach.

Breitenbach notes that 2017 started somewhat slowly. "We think it could be due to the lack of confidence in economic growth among our customers," she says. However, she is also of the view that there will be a slight to moderate increase in LCV sales throughout the year, and she hopes for a steady upswing after September. Armed with the JMC Carrying SWB range, which she terms the company's jewel in the crown in the LCV range, JMC SA will wrestle for a sizeable share of the market this year. 🌟

REDEFINING FLEET INSURANCE



Businesses operating in the transport industry have unique needs and are often confronted by some rather unique threats and risks. To meet the specialised requirements for commercial vehicle operators, Scania is redefining the insurance landscape with a set of products designed to plug the gaps in existing conventional insurance packages, writes *Munesu Shoko*.

When the business requires a commercial vehicle insurance solution, it is of utmost significance to consult with the right insurer to ensure that the business gets the optimum level of vehicle cover. For a transport business, a day, or even an hour of standing time due to delays in processing insurance claims, is out of question.

Such downtime has a snowball effect, according to Belinda Felix, Insurance Manager at Scania South Africa, who says that when a truck is involved in an accident, “you are not only crashing metal, it’s the business and people behind it who suffer the most”.

Felix says every hour the truck is not operating, customers are losing money, and when that happens, there is a high chance that they might not be able to pay back their financing premiums. “More importantly, downtime means that they may not be able to fulfil their contractual obligations, which may lead to termination of contracts,” says Felix.

With that in mind, Scania South Africa

has placed major focus on its insurance offering to be able to provide comprehensive, effective and tailor-made insurance products that are set to close the gaps in the existing conventional insurance packages already in the market.

Changing strategy

Scania has always had an insurance solution as part of its global finance and insurance strategy. But, previously the truck maker used to partner up with insurance brokers and let them run with the business. For the past two and half years, following the arrival of Felix, the company has worked a lot closer with the brokers and insurers.

Felix is an insurance guru who has done it all in this industry for the past 17 years of her career. She has been involved in transport, and especially truck insurance, since 2007. She joined Scania some two and half years ago, initially as an insurance

coordinator. With time, the company saw value in bringing the insurance business in-house, moving away from just passing on the leads to brokers, and Felix was subsequently appointed manager of the insurance division.

The process to bring insurance in-house was set in motion in September 2015 when Scania South Africa signed new agreements with new insurance brokers. The OEM has since tied in all the necessary networks including insurers, aftersales, brokers and repairers.

To further improve customer experience, Scania South Africa has since applied for its own broker licence, and Felix expects that by the start of 2018, the company will have its own brokerage licence that will allow it, together with insurers, to build unique Scania products that are not currently available on the market. “We will, as an OEM, be able to subsidise, take risk-sharing and make the product unique to the transport industry,” says Felix.

In the meantime, Scania South Africa has



Scania's insurance solution is aimed at increasing uptime for commercial vehicle operators.

since entered into a partnership with a local national broker, Commrisk Insurance Brokers, until the company acquires its own broker licence. "Commrisk, in the interim, will provide the insurance advice and solutions. However, we are also in the process of upskilling our own staff, ahead of licensing," says Felix.

She believes that offering comprehensive insurance solutions is the last puzzle of the company's drive towards being a one-stop shop, all the way from product to financing and insurance. "It's important for us to offer a one-stop shop to our customers. We are able to understand risk, not only from a finance perspective, but from an insurance standpoint as well, so that we can mitigate it for us, as well as the customer," she says.

Key benefits

The key benefit is that, as an OEM offering insurance solutions, Scania has better knowledge of its trucks better than anyone else. It also has the expertise in repairing



Belinda Felix, Insurance Manager at Scania South Africa, says the OEM's insurance solution is meant to offer products that meet the peculiar demands of operating commercial vehicles.

them. For Felix, the most important thing is that, if there is a problem with a Scania vehicle, the direct port of call would be the OEM, which is a great benefit for customers who, in most instances, have to contend with being sent from pillar to post as far as claims are concerned.

"Another benefit is that for us as an OEM to be in insurance, we can tailor make specific products to assist our customers. A lot of times in the market you just get the general standard motor cover that has been out there for many years and hasn't changed, whereas we have looked at it differently to consider where our customers are suffering and what are these existing policies not covering that we can cover," says Felix.

Scania will also look at the aspects that customers are claiming a lot on, and identify where it can build value add products that do not necessarily affect the current insurance portfolio. "There are a couple of products that we have developed with Commrisk and have rolled out, such as the Windscreen Cover, which is an embedded windscreen product. For every Scania chassis that you buy, you get cover limited to R15 000 per chassis windscreen. That's nice for our customers because windscreens get replaced quite regularly," says Felix.

Considering that Scania has customers running multi-brand fleets, and they will continue to be multi-branded, the Scania insurance solution covers all truck brands. However, in terms of repairs, only Scania trucks will be repaired in-house. But, Felix says there will be agreements with dedicated repairers for other truck brands.

Key considerations

Felix reasons that Scania's insurance is informed by the company's understanding that commercial vehicle operators need to

have correct insurance in place. She argues that commercial vehicle insurance requires that both the insurer and the broker understand the operational demands of operating commercial vehicles.

"Businesses operating in the transport industry often deploy vehicles to an especially far-reaching and intensive degree, and need an insurance that appreciates the unique risks that they face," says Felix. "Because customers deploy their trucks on different applications, on different roads and terrain, as well as times of the day, it's vital to have correct insurance that speaks to the very nature of those particular applications. We have had incidences where our customers have not been insured correctly and only realise that once an accident has occurred."

She reasons that Scania's insurance solution is meant to offer truck insurance that meets the peculiar demands of operating commercial vehicles. Felix says as an OEM, the company has the benefit of knowing the specs of its trucks, where they are going to be used, what they are going to be used for and how many drivers are going to be on board. "This allows us to make sure that all areas of insurance risk are covered for the customer," she says.

Local fleet operators are already fast realising the benefits of Scania insurance's value offering. Since the new Partner structure was implemented in September 2015, Scania South Africa already has about 135 customers on its books, with 800 new Scania trucks and about 80 used trucks already covered under the OEM's insurance. Felix says about 50 buses are also on Scania's insurance books. "We have done really well considering that the new structure was implemented only about two years ago," says Felix. In future, she expects these numbers to grow at about 10% year-on-year. 🌐



QUICK TAKE

- Greater focus on the people aspect, having right people doing the right jobs
- Strong emphasis on unparalleled aftermarket service
- To further grow the 160-unit rental fleet
- Top line company growth a major focus

Barry Owen spoke exclusively to Capital Equipment News at the recently ended NAMPO 2017.

DEFYING ODDS

Barry Owen, the newly-appointed MD of Bobcat South Africa and Goscor's Earthmoving Equipment division, concurs that he has taken the reins at a time when the local construction equipment industry is not enjoying the best of times, but he has some strategic plans to further grow both the Bobcat and Sany brands under his watch. By Munesu Shoko

Munesu Shoko (MS): What is your mandate in your new role at the Goscor Group?

Barry Owen (BO): I am in charge of the Bobcat South Africa business, as well as the Goscor Earthmoving Equipment division, which takes care of Sany's

earthmoving equipment. I am also in charge of the Rental division, which rents out construction equipment to end users. My mandate is to grow these three businesses, and top line growth is a big focus. It's a challenging, but exciting task

to lead these businesses at a time when they need to achieve their maximum potential in a constrained marketplace. However, we have a wonderful brand in Bobcat and a growing brand in Sany and I believe there is enough room to grow.

MS: You join at a time when the local construction equipment sector is on a downward cycle. Are you convinced you will be able to achieve the envisaged growth?

BO: I am coming in at a time when the industry is not experiencing the best of times, but, my mind tells me that it is due for recovery. Due to southern Africa's infrastructural gap, there are opportunities for both Bobcat and Sany brands and that excites me. Once the recovery comes, in both Bobcat and Sany, I believe we have some exciting brands to be able to gun for more market share. Bobcat is a leading



BARRY OWEN'S BACKGROUND

Owen joins Goscor from the steel industry where he worked for one of the big steel merchants for the past five years. At a time when sentiment is rife that the medium and long-term growth of many equipment suppliers will have to be garnered in Africa, he brings a wealth of African experience, having spent the last three years working on the continent. Prior to that, Owen spent a lot of time in the pharmaceutical industry. He qualified with a BSc in Biochemistry and a BSc Medicine (Hons), before acquiring an MBA at a later stage.



name in the compact equipment range, and Sany gives us the edge on the value end of the market, which is also growing. There are also big prospects in the rental market and we are well positioned to make the most of these.

MS: What is your strategy to achieve this growth?

BO: Every time I have a task to grow a business, the primary consideration is having the right people in place. I am convinced about the product and so the key thing is to look at the people aspect to make sure we have the right people doing the right jobs.

A key pillar of our envisaged growth is our aftermarket proposition to our customers, and you can't get this right without the right people. More than anything else, my key focus area is aftermarket. My very

first meeting when I arrived was with the service manager. Why? Because I think it's the most important function of the business right now. Once we get that right, we have a world-class business.

MS: Bobcat is a well-established brand in the industry, but how do you intend to erase the negative perception often attached to Chinese products?

BO: That is a challenge, but the Sany product range comprises high quality machines. The trick is to get this quality message out to the market. With Goscor support structures, we are ready to showcase the capabilities of these machines. I recall the days when Korean brands were used to be viewed with the same disdain that the Chinese products faced during their early days into the local market. Today, Korean brands are well established and, over time, have proved themselves in terms of both quality and service. That is the exact same level of customer perception that we intend to take the Sany brand to.

Upon assessment of the Sany product range we recognised a number of key attractions. Having been in the local market for 10 years already, with over 1 000 units already operating in the local field, Sany has already showcased its abilities to the local market. With the brand tying into Goscor's expansive regional footprint and having access to the group's infrastructure and strategic network, I foresee positive future growth.

MS: You mentioned the task of erasing the Chinese perception. Obviously, to be able to achieve that you will need to pull together with the principal. How is the support from Sany in your quest to grow the brand?

BO: It's absolutely critical that the principal offers the necessary support we need. We need to understand that Chinese OEMs are relatively new in terms of doing business in the rest of the world. Previously they were only focused on their domestic Chinese market and had no desire to expand into export markets.

While they have been here for about 10 years now, they are still adapting to the new business setup and the market fundamentals. But, partnering with a reputable dealer such as Goscor means that they are eager to learn the local way of doing business, and support plays a crucial role for any brand's success in the local market. They are still getting to understand how to work with a dealer, which requires a total change of mindset. It's incumbent on us to try and teach them the ways of doing business in the local space.

The market demands a quality product that gets the job done, but above all,

spares availability and greater aftermarket support are the ultimate key pillars of growth. We will also start to introduce some of the Sany machines into our rental division as a way to expose their quality and capability to the end user.

MS: Does Sany's bigger machines open up a whole new market which you previously didn't tap into with Bobcat?

BO: Yes. The only reason we could be able to have two earthmoving brands in one stable is the fact that they compete in different market segments. There is some overlap on the smaller ranges, but we don't do smaller Sany machines. We did that specifically not to compromise the Bobcat range already in our stable. It also opens up the potential for package deals, all the way from compact gear through to big excavators, graders and rollers.

MS: How big is your rental fleet?

BO: We run over 160 machines in our rental business. At this stage the rental fleet is largely Bobcat-driven and skid steers make up the bulk of the fleet. We also do telehandlers and mini excavators, which are still relatively new in the fleet. We also have TLBs but are still relatively new to this segment of the market, which we do plan to grow. We have a few Sany machines that are in the rental fleet but we are looking at adding five more units and we have already discussed that with the principal as a way of getting the necessary exposure for the brand. We run about 100 machines in and around Johannesburg with a view to growing our footprint in the Gauteng area and also nationally. Rental is a key focus area for the business going forward.

MS: What is your outlook of the business?

BO: I think it's still tough everywhere, but people still have long-term faith in South Africa and there is confidence that the market will come back. Recent and on-going political challenges have had a negative impact on business, and the real effect of credit downgrades probably have yet to be felt. I believe it's going to be tough for the rest of the year at the very least and I don't see a rebound in any of the sectors that matter to us for the next 8-12 months. But, I am excited that, within our business, we should have a pretty decent year. On the back of a slow economy where GDP growth is likely to be below 1%, I don't think we will be swept along by a "market-growth" tide. Because of this, the only way to grow will be to take market share from the opposition and to achieve this we will need to be better than them in all aspects. 🌱

Deere to acquire Wirtgen Group

Deere & Company has announced that it has signed a definitive agreement to acquire the Wirtgen Group, a leading global manufacturer of road construction equipment.

The purchase price for the equity is €4,357 billion in an all-cash transaction. The total transaction value is approximately €4,6 billion (about \$5,2 billion), including the assumption of net debt and other considerations. The Wirtgen Group had record sales of €2,6 billion in the year ending December 31, 2016.

Deere expects the transaction to be accretive to earnings per share and currently expects to fund the acquisition from a combination of cash and new equipment operations debt financing.

Headquartered in Germany, the Wirtgen Group has five premium brands across the entire road construction sector spanning milling, processing, mixing, paving, compaction and rehabilitation. Wirtgen's highly complementary product portfolio enhances Deere's existing construction equipment offering and will establish Deere as an industry leader in global road



Wirtgen's highly complementary product portfolio enhances Deere's existing construction equipment offering.

construction sector.

"The acquisition of the Wirtgen Group aligns with our long-term strategy to expand in both of John Deere's global growth businesses of agriculture and construction," says Samuel R. Allen, Deere & Company chairman and CEO.

"As we looked to the future, we specifically chose Deere as the buyer because of our long-held respect for the organisation and our full confidence that Deere is dedicated to the ongoing success of the Wirtgen Group and our employees worldwide," says Stefan Wirtgen, MD at Wirtgen. 🌐

Bell and Liebherr end excavator arrangement

Liebherr-Africa (Liebherr) and Bell Equipment (Bell) have mutually agreed to dissolve their Supply and Distribution Agreement, through which Bell Equipment sold Bell-branded, Liebherr-manufactured equipment in southern Africa.

The change will see Liebherr focus on providing and promoting excavators to a more diverse range of industries and customers. "Though our relationship with Bell has been very positive, we are excited about the opportunity this change brings about and look forward to increasing our presence in the bulk excavator market," comments Tendayi Kudumba, general manager: Earthmoving Equipment at Liebherr Africa.

"We have had a strong working relationship with Liebherr. Their products have been well suited to our markets and have performed admirably, but there is a need for both companies to ensure that they are best positioned for long-term sustainability, especially in the turbulent southern African equipment market," says Stephen Jones, Group mar-

keting director at Bell Equipment Company. "Bell will continue to support Liebherr machines that we have placed with our customers for as long as they are operational," adds Jones.

"Bell and Liebherr Africa appreciate the importance of strong and seamless customer support and, through our respective and comprehensive support structures on the ground in the regions, we aim to ensure that our mutual customers have both the confidence and options for the support of their machines going forward," concludes Jones. 🌐



Liebherr and Bell have mutually ended their excavator distribution agreement in southern Africa.

Infrastructure leads global drone revolution

The drone revolution is disrupting a broad spectrum of industries ranging from agriculture, mining to transport & logistics. The addressable market value of drone powered solutions is valued at over \$127 billion, according to a report recently issued by PwC on the application of drone powered solutions.

This is the value of current business services and labour that are likely to be replaced in the near future by drone powered solutions. The industry with the best prospects for drone applications is infrastructure, with a total addressable market value of about \$45,2 billion.

With drones poised to have an impact on the business operations of companies in a broad range of industry sectors, PwC has established a global centre of excellence that uses drones and advanced data analytics to help clients solve their business challenges.

"We are currently in discussion with several major South African companies from a wide range of industries about how they can use drones to improve their business processes. Using the analytical data collection ability of drones allows companies with complex infrastructure delivery and maintenance requirements to accurately assess the quality of their assets either under construction or already in operation,"

Bell and Kobelco in new excavator alliance

Bell Equipment has signed an agreement with Kobelco Construction Machinery Co. Ltd (Kobelco), for the exclusive distribution and support of the Kobelco range of excavators in southern Africa.

According to Bell Equipment Group marketing director, Stephen Jones, the company is looking forward to developing a long-term relationship with Kobelco that aims to provide both companies with the stability needed to realise their growth potential in the excavator market.

"The Kobelco focus on product innovation and efficiency resonates with our own ideologies and the company also shares our passion for customer support, making it a great fit for our business. We share a number of dealers around the world and we are fully aware of how impressive these machines are and the name they have made, specifically through the choice of premium components, overall reliability and low fuel consumption delivered by the Toyota Group's Hino engines," says Jones.

"We are fortunate to have teamed up with a leading capital equipment distributor in southern Africa, and also a like-minded company that believes in listening to its customers and reacting quickly," says John Boyd, MD of Kobelco Construction Machinery Middle East and Africa. "With



Bell Equipment will distribute and support the full range of Kobelco excavators in southern Africa.

Bell Equipment's broad product range, extensive distribution network and strong reputation for strong customer support, we believe that we have found the right partner for our products in this region."

Bell will be complementing its extensive product range by representing the full range of Kobelco excavators, from the small 1 t mini excavators through to the largest 85 t units. This will offer Bell customers both options for both the smallest applications as well as perfectly matched loading tools for Bell articulated dump trucks in the construction, quarrying and mining industries. 🌐

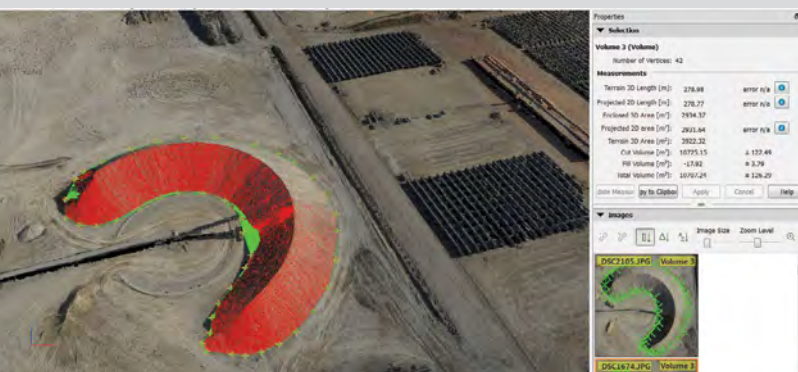
says Andrew Shaw, Capital Projects & Infrastructure Leader at PwC Africa.

"There is no doubt that drones are making the transition from a novelty item to an indispensable business tool and that the analytical capabilities they provide is evolving very rapidly and will change the nature of certain industries," adds Shaw.

Four years ago, PwC made a decision to invest in the PwC Global Centre of Excellence called Drone Powered Solutions. Its experts combine data acquisition by drones or if needed other aerial data sources with advanced image analytics, photogrammetry and machine learning. This, through data fusion, enables PwC to accurately

measure and evaluate in less than 1 cm detail all aspects of objects in the field.

Drone powered solutions are best suited to sectors that require both mobility and a high quality of data. Specifically, businesses that manage assets dispersed over large areas have a long history of issues that new drone powered solutions can address. Large-scale capital projects, infrastructure maintenance and agriculture can all benefit enormously from the integration of drones into day-to-day business. Insurance and mining will find potential process improvements as they gain new levels of data quality and accessibility. 🌐



The industry with the best prospects for drone applications is infrastructure, with a total addressable market value of about \$45,2 billion.

Guy Wilson leads at Terex Trucks

Guy Wilson has been appointed global sales director for Terex Trucks. In his new role, he will be responsible for leading the company's global sales team. With more than 10 years' experience in the construction industry, Wilson's role will be to manage and provide strategic direction to the sales directors, the regional sales teams and the Motherwell-based central key accounts resource.

A qualified chartered accountant, Wilson is currently sales & marketing director, EMEA at Terex Trucks. Prior to this he was MD for Volvo Construction Equipment Italia and before that he was CFO and deputy MD at Volvo CE's UK dealership. In addition to his financial and commercial experience, Wilson brings a wealth of knowledge of the construction equipment industry, particularly in sales and dealer management.

Vietze takes the reins at Wacker Neuson

The executive board of Wacker Neuson has announced two managerial changes for South Africa. Eugene Brown resigned from his position as regional president for the sub-Saharan Africa region, effective May 31, 2017 after five years at the company. In April, Francois Griesel also resigned from his role as national sales manager at the company.

Dennis Vietze has since been appointed to take over from Brown as the regional president for the sub-Saharan Africa region, effective June 1, 2017. Vietze joined the company in September 2000 and held various positions within the sales organisation before becoming director of Market Development in April 2013 at the company's production facility in Munich, Germany.

Leica iCON excavate systems for SVAB MACS

Leica Geosystems, industry leader in measurement technology, has announced its iCON excavate machine control solutions now support tilt rotator control systems manufactured by SVAB, a leading developer of ergonomic and user-friendly control systems for industrial vehicles and equipment.

The SVAB technology enables the Leica iCON excavate iXE2 and iXE3 multifunctional 2D and 3D control systems to read the rotation value through the SVAB MACS software. Designed to make excavating easier and more productive, iCON 3D can read and calculate the bucket's rotation and accurately guide the operator to the desired grade.

Is junk status' impact on construction industry exaggerated?

There has been highly publicised, widespread concerns about how South Africa's downgraded status by international agencies will affect the local construction sector. Fears of non-payment, rising credit costs and a number of projects being put on hold are some of perceived threats leading contractors to consider terminating contracts with state-owned entities.

"The real impact of South Africa's junk status on government led projects is widely exaggerated," says Nikita Lalla, partner at Dentons SA, a global law firm that advises on a wide range of matters including infrastructure, disputes, energy, natural resources, private equity and project finance.

Lalla says while the cost of borrowing and raising other forms of credit may have increased due to increased beta factors, this will not have an impact on a sponsor's ability to fulfil its contractual obligations.

"While I agree that investment coming into South Africa will be significantly impacted by our country's new status, the money the South African government has allocated to infrastructure and energy projects isn't going to disappear. There are also contracts in place to ensure that contractors on these projects receive timeous payments," says Lalla.

According to National Treasury, energy expenditure by government is expected to

total R180,7 billion over the next three years and there are countless other large-scale infrastructure projects, such as the Gautrain Commuter Expansion, the Johannesburg-Durban High-Speed Rail Link and the Gauteng Freeway Improvement: Phase II Bulk Distribution System, for example, that are all underway.

"Contractors shouldn't have a knee-jerk reaction to the junk status analysis being published in the media and terminate current contracts due to fear of non-payment, because infrastructure and energy projects are part of the country's long-term development plans and strategies," says Lalla. 🌟

SDLG launches new variable horsepower graders

SDLG (Shandong Lingong Construction Machinery Co. Ltd.) has launched variable horsepower versions of two of its biggest selling motor graders for Middle Eastern and African markets.

The new G9190 & 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."

The standard versions of the G9190 & G9220 motor graders were launched in 2015 and have been well-received in the market. Just last year, SDLG sold 28 G9220s – as well as 30 LG958L wheel loaders – to a Saudi Arabian customer to facilitate a large-scale road maintenance initiative.

The graders are well-balanced with good traction and excellent blade down force. The G9190 features a blade width of 3 962 mm with a blade pull of 9 990 kg, while the G9220 has a blade width of 4 267 mm with a blade pull of 10 530 kg.

The unique SDLG circle drive system comes with three support shoes and non-

The G9190 & G9220 VHP motor graders are the latest SDLG machines to join the 2017 line-up.



greasing slide bushings for better grading and easier maintenance. SDLG graders also feature an asymmetric drawbar ball stud that can be rotated 180° to keep the drawbar in horizontal level position – vital when performing fine grading. 🌟

Leon Goosen appointed CEO designate as part of Bell's succession plans

Bell Equipment's board of directors has announced the appointment of the company's COO and executive director, Leon Goosen, as CEO designate to succeed Gary Bell upon his planned retirement.

The appointment follows an extensive internal, local and international search process by an external service provider to identify candidates, who were assessed by a sub-committee of the board.

Goosen, aged 45, was a partner at Deloitte & Touche in South Africa and Namibia prior to joining Bell in 2007. He has held the position of executive director since January 2009 and has been COO since December 2014.

"We are delighted to be able to appoint at the helm of Bell Equipment a successor of

Leon's calibre. As COO Leon has worked very closely with the Board and Gary over the past eight years, and has made a considerable contribution to the strategic direction of the group," says Bell Equipment Limited chairman, John Barton.

"In the past years Leon has stepped up to his operational role and his knowledge and understanding of what is a very complex business has developed particularly well, and the executive team at Bell is very supportive of his appointment," says Bell CEO, Gary Bell.

"In an effort to ensure a smooth transition and retain the Bell family linkages it is envisaged that I will continue to play a meaningful role on the Board and, along with Ashley Bell's presence on the Board, we can

steer the business and retain the all-important family culture and sentiment that is core to the Bell business today," says Bell.

A date for the final appointment to the CEO position will be announced in due course. 🌟



Mines to gain control of yellow metal assets



SAMAR has announced plans to cover entire lifecycle of all yellow metal assets.

The Southern African Movable Asset Register (SAMAR) has announced its plans that will allow mines, contractors, manufacturers, importers, builders, banks, insurers, as well as the general public to control title and ownership of all movable assets, including yellow metal and other movable assets used during operations.

In Africa, many yellow metal assets are crudely marked and registered to businesses. However, SAMAR creates the most recent reliable record of an asset and yellow metal by updating records in real-time as changes are made by various system participants. This allows businesses to effectively manage and control the financing of assets and yellow metal not registered on eNaTIS throughout their lifecycle. This greatly reduces fraud, theft, double discounting, or incorrect depiction for value and insurance purposes.

Kyle Dutton, Project Manager at SAMAR, says the value of movable assets and yellow

metal financed and insured, is substantial and the risks of double financing and fraud requires additional control. The identification of these assets in instances where the purchaser owing, and/or in instances of loss due to theft, is also problematic for both financier and insurer. "SAMAR's use by the industry to load their yellow metal and other movable assets will greatly reduce risk and related costs. This is extremely valuable, as unfortunately, vast sums of money are lost each year due to multiple financing on the same asset – mostly due to lack of the marking of movable assets other than roadworthy and registered vehicles," says Dutton.

"SAMAR was created to easily identify and confirm ownership, and allows both the financier and the insurer to be able to have access to a database where the owner could be linked to the specific asset in question, similar to what e-NATIS does in the registered motor environment." 🌐

Regulatory uncertainty deters mining sector investment

Regulatory uncertainty is certainly a central topic of discussion in the mining sector at present. According to Jonathan Veeran, partner and deputy head of Webber Wentzel's Mining Sector Group, regulatory uncertainty is generally regarded as the biggest deterrent to investment in South Africa's junior mining sector.

"Mining investment is normally of significant magnitude, high risk and long term in nature. Risks flow from the macro-economic factors beyond the control of the investor and host countries and cannot be avoided. The period over which the investment will render returns normally extends beyond the reasonably foreseeable and predictable," says Veeran.

Lack of coordinated policy development among government departments and a poor and inefficient administration are also to blame for the poor investment climate in the junior mining sector.

The lack of consultation on and the potentially far reaching amendments to the Mining Charter is of grave concern to the industry. The lack of certainty around when the MPRD amendment bill would come into force is also a deterrent to investment, says Veeran, adding that investors are also expected to comply to many regulative legislations on housing and living conditions, of which many contradict each other.

"These are but three examples of the impact that regulatory uncertainty has on investment," says Veeran, adding that the South African government should look very closely at developing a lighter regulatory regime for the junior mining sector.

Veeran says the creation of an efficient and transparent public administration system is critical to driving investor confidence. "It requires consistent application of legal principles across the board and timely decision making that won't leave the industry in limbo." 🌐

Weba's 3D scanning for optimised chute solutions

Equipped with the technical expertise to engineer tailored solutions in transfer point and chute systems, Weba Chute Systems uses three-dimensional (3D) scanning technology to ensure high quality results. This minimises rework costs in design and manufacturing, and reduced downtime during installation.

MD Mark Baller says Weba's 3D scanning capability is the ideal solution for predetermining new equipment design for accurate integration into existing infrastructure, as well as for creating an accurate preliminary design and costing in the early feasibility stages of a project.

Redpath equals record

A Redbore 90EX deployed by Redpath Mining (South Africa) at Sasol's Impumelelo Mine completed the reaming phase of a 7,3 m diameter hole on April 13, 2017. This equals the African record for the largest-diameter hole reamed to date.

"The reaming performance of the Redbore 90EX surpassed our expectations," comments Raiseboring Johan Davel, GM of Redpath Mining. "We had a slow start initially, as it was during the Christmas period. However, we caught up significantly during the reaming portion of the project. Achieving optimal accuracy was critical, as we were drilling inside pre-installed spiles that may not have been intersected. We are very proud of our safety performance so far. To date, the project is 114 days' injury- and LTI-free," adds Davel.

Skyriders completes Mali gold mine task

Skyriders Access Specialists has completed a fast-track inspection project at the Syama Gold Mine in Mali for client, Goudhurst. The project showcased the efficiency and speed of using rope access to carry out critical inspection work in a difficult mine operating environment.

A five-man team from the Johannesburg-based rope access specialist conducted an internal inspection of two secondary cyclones at the mine's roaster plant. The inspection focused mainly on determining the condition of the refractory material inside the cyclones, which had been decommissioned for five years. "The team took extensive photographs for the purposes of compiling a detailed report for the client," says Mike Zinn, Skyriders' marketing manager. The aim of the report is to guide the client in what repairs and materials are necessary to get the cyclones up and running again.

Weba Chute Systems assists in dust reduction at mines

The worldwide trend across all industries to reduce dust in the working environment is underpinned by the dangers when personnel are exposed to excessive dust. The need is no different in the mining sector where large volumes of material are conveyed vast distances, and moved from one conveyor system to the next before reaching its final destination.

Mark Baller, MD of Weba Chute Systems, says that the company's custom engineered transfer systems have played a major role in addressing the dust issue for many years on mines across the world.

Baller says that Weba Chute Systems provides a viable solution to this potentially hazardous situation where excessive dust, especially fines, can be both hazardous to workers' health and create greater abrasion to wearing parts, resulting in increased maintenance.

"Majority of the dust generated in the mining and minerals beneficiation industries is created during the transfer of material, and it is not enough to merely install extractive equipment," he explains. "It is essential to identify the actual source of the dust problem and engineer an appropriate transfer system to minimise the dust."

Once this has been done, less powerful



By controlling the fall of material in the transfer point, material degradation can be dramatically decreased by up to 80%, with a resultant decrease in dust and noise emission.

dust extraction equipment will be needed with consequent savings in both capital equipment expenditure and energy consumption.

By controlling the fall of material in the transfer point, material degradation can be dramatically decreased by up to 80%, with a resultant decrease in dust and noise emission.

"Obviously the higher the drop, the

greater the potential for more dust to be created. The Weba Chute System is configured to control the direction, flow and velocity of the calculated volume and type of material processed in a particular application. This absolute control of material has a marked effect on impact resulting in significantly lower amounts of fines and dust being created," he adds. 🌐

Creating a virtuous circle for mining

Mining may not dominate the economic landscape as it once did, still it remains a tremendously significant player. The mining industry accounts for 20% of all investment in South Africa and generates R441 billion in expenditure annually, of which R407 billion is spent locally.

Despite its importance, the mining sector is facing severe pressure on various fronts, including costs, environmental liability and the lack of a cohesive strategy in terms of minerals demanded by the future "green" economy. Converting these challenges into opportunities was the theme of the Sustainability and Mining Seminar at Sustainability Week 2017, which took place on June 14, 2017 at the CSIR International Convention Centre, in Tshwane.

"On a global front, mining operations face severe economic and financial challenges, including escalating costs, reduction in resources, labour availability and effective labour utilisation. The gold mining industry, particularly in South Africa, is facing gold price volatility, where rising costs, decreasing commodity prices, lower ore grades and labour issues are squeezing profit margins and ultimately affecting competitiveness in the industry. This is a catch-22 in terms of the growth of the South African industry, as it makes strategic planning very difficult," says Tshego Motsoenyane, chief operating officer at Ncamiso Mining.

"The sustainability of mining in South Africa is heavily affected by the social implications of widespread labour unrest which imply a lack of trust and transparency between the mining companies and the employees. The company and employee goal alignment issues affect productivity and profit yield resulting in further wage issues. If these issues are not addressed, the sustainability of the industry is seriously compromised."

The message is clear: by sustaining the planet and the people, mining companies can sustain their profits – a virtuous circle for a sector under pressure. 🌐

South African mining companies must transform to survive

Struggling with commodity prices, declining ore grade and operational challenges, South African miners have no choice but to focus on creating operational excellence to buffer against declining margins. Creating operations



Companies must enable processes and decision-making beyond the operational siloes endemic within most mining companies.



Local manufacture key to African mining for HMA Group

The HMA Group of Australia plans to establish a manufacturing facility to produce wear-solution products to service the metalliferous and coal sectors in sub-Saharan Africa.

This was revealed by HMA Group Australasia MD Tony Rogers on a recent visit as part of the launch of HMA South Africa, headed up by GM George Hoffmann, founder of local wear-solutions specialist Uretech. The HMA Group has been appointed as Uretech's sole international distributor, including South Africa, while the HMA Group's own broad product range will be made available in Africa for the first time.

Established in 1966 as Halley & Mellows, the HMA Group manufactures, services and sells a range of capital plant equipment to diverse industries. The materials handling, wear solutions, instrumentation and geotechnical divisions of the group will be introduced into the local market, piggybacking on Uretech's representation in the African mining industry.

Rogers explains that Uretech initially fell on the radar of the HMA Group following an exploratory foray into South Africa to test the local business waters. "As we specialise in wear-resistant solutions, we came across Uretech and its polyurethane (PU) product range. PU is an alternative wear solution material not represented in our stable at that time, so we initiated discussions."

The agreement concluded was that the HMA Group would acquire the sales and marketing segments of Uretech, which retains its manufacturing capability and intellectual property rights. Hoffmann was subsequently appointed to oversee the HMA Group's South African operation, employing its strategically-located sales force.

At the outset, HMA South Africa will focus on bulk materials handling, wear solutions, instrumentation, and geotechnics, which are all fully-fledged divisions. With the South African coal-mining sector linked inextricably to power generation, Rogers says this is a particular market it will focus on as well. "Although it was not our initial plan to become involved in the power generation sector, the opportunity just arose, so we are taking it." 🌟



The HMA Group has garnered extensive global project and technological experience.

that are interconnected digitally, and built on processes enabled by data to deliver responsive and agile operations is critical.

According to Emilie Ditton, research director for WW Mining at IDC, more productive, efficient and sustainable ways of extracting value from minerals, while at the same time enabling safe and productive workplaces, is possible.

"It is not new that mining companies are placing value on their data, but the transformation that is required is about truly enabling the data; enabling it to control, manage and respond to the operation. Companies must enable processes and decision-making beyond the operational siloes endemic within most mining companies," says Ditton.

"Third platform technologies such as cloud, mobility, analytics and social networking

can enable companies to cut costs, improve productivity and find room for innovation. Couple this with innovation accelerator technologies such as IoT, 3D printing, cognitive processing and next generation security, and these organisations will be able to reinvent their business processes to support agile and dynamic operations," adds Ditton.

A critical component of the transformation is enabling connected and intelligent management of people, material and assets within the execution of the mine plan. Workforce tracking is the current priority with 94% of South African mining companies highlighting this, but this top priority will change to ore tracking and management look forward over the next couple of years.

"Many South African mining companies are already working closely with their IT suppliers to improve network connectivity

above and below ground to allow for the deployment of remote sensors that can be used to monitor everything. Ongoing, bringing together ecosystems of suppliers enabling Internet of Things (IoT) capabilities – across OEMs, networking providers, IT services companies and operational technology vendors – will be required to create that capability. The technology capability will change but so will the way that mining companies need to engage in the vendor ecosystem," she says.

Ditton says there is already a willingness for an increased partnering approach with technology suppliers amongst South African mining companies. The momentum behind cloud investment in mining is accelerating, with the number of companies not using the cloud in South Africa declining from 31% to 14% in two years. 🌟



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Engen's drive towards lower carbon emissions with AdBlue

Three years after introducing AdBlue ahead of other local oil majors, Engen is making concrete progress towards the development of its AdBlue business and is demonstrating its commitment to a more sustainable future growth path through the supply of AdBlue and low sulphur fuels into sub-Saharan African markets. The company's efforts have seen steady growth in the uptake for AdBlue in the local market with several bus, truck fleet and passenger car operators having recently come on board. "Fleet bus and truck operators represent potentially easy-to-serve customers for AdBlue," says Sydney Brückner, manager: Emission Fluids at Engen.

AdBlue is used in conjunction with selective catalytic reduction (SCR) units in exhaust systems. It reduces nitrogen oxide (NOx) emissions in diesel engine exhaust gases in line with forecasted stricter exhaust emission regulations for vehicles operating on South African roads.

"Engen continuously strives to provide new product and pack solutions that match



changing market requirements, which is why we recently introduced a new innovative custom-designed AdBlue 3,5 l "jiffy bag" for the passenger car aftermarket that use AdBlue," says Brückner.

The innovative new AdBlue jiffy bag is easy and quick to use because it is one integrated design, specifically developed for AdBlue refilling. The long nozzle is an integral part of the package, unlike conventional AdBlue containers which typically have screw-on spouts. When AdBlue is poured from the

pouch, no air needs to replace it as the pouch simply collapses for a faster and cleaner refill with no spill. This prevents corrosion of paintwork, crystallisation, smells and contamination caused by spillage.

Brückner says the South African government has agreed to provide a world-class transportation system for its citizens that reduces both the cost of transportation and the quantity of Green House Gases and other pollutants that are emitted by the sector. 🌱

Anchor Yeast expands fleet with FUSO trucks



The six FUSO trucks were supplied by Sandown Commercial Vehicles Centurion.

A total of six FUSO trucks are helping Anchor Yeast grow its business footprint in South Africa. As southern Africa's leading yeast manufacturer, Anchor Yeast produces yeast for the baking, wine-making and consumer markets in South Africa. Established in 1923, the company attributes its growing success to the solid relationships it has with its customers, employees and suppliers. FUSO Trucks Southern Africa is now part of the fold as it assists the brand to further increase its business footprint.

"We are always looking at opportunities

and this is the case with the trucks that we use to run our business. The FUSO FE8-150 and the FA9-137 that we used as demos for three months proved to be impressive, as we compared them to our current fleet. We used them for stop-start operations as well as for long-distance applications, and we were pleasantly surprised. That is why we ended up buying six FUSOs to form a vital part of our extending fleet," says Johan van Zyl, National Distribution Manager for Anchor Yeast.

The FUSO trucks have already covered

more than 8 000 km and were supplied by Sandown Commercial Vehicles Centurion. The dealership pulled out all the stops to prove that the FUSOs are superior trucks, resulting in a total of six trucks being handed over.

"As FUSO, we have a clear growth path mapped out and at the core of this is our customer. We continue to ensure that our vehicles exceed their expectations, which is why we get ourselves involved on all levels of their business," says Ziyad Gaba, national sales manager for FUSO Trucks Southern Africa. 🌱

MAN researches hybrid bus of tomorrow



MAN will present the basic hybrid bus, developed as part of the ECOCHAMPS project, to the public in Q4 of 2017.

MAN Truck & Bus is participating in the EU research project ECOCHAMPS. The aim of the project is to further develop hybrid technology in various fields of application.

Under the umbrella of the EU's "Horizon 2020" project, the ECOCHAMPS project develops hybrid technology for passenger and commercial vehicles. The aim of this consortium, which consists of a total of 26 partners, is to develop an efficient, compact, robust and cost-effective hybrid driveline for the various intended purposes.

As one of the partners involved, MAN is building a hybrid bus that should be up to 20% more efficient in the drive line. "In the city bus segment in particular, we are seeing huge potential for using eMobility applications. However, the total cost of ownership plays an especially significant role for transport operators and carriers," explains Dr. Götz von Eisebeck, head of eMobility at MAN Truck & Bus.

MAN sees the hybrid drive as a meaningful addition to its product portfolio at this time. Hybrid buses can make a valuable contribution to low-emissions traffic both as a bridging technology until purely electric transit buses are introduced onto the market and as an addition to the vehicles used currently, for example in shuttle traffic bringing passengers from non-urban areas into inner-cities.

Furthermore, in vehicles with conventional drives, hybrid technology can also contribute significantly to both environmental protection and economy, by recovering braking energy, saving it for a short period, and using it for auxiliary drives, for example. For this very reason, as part of this project, MAN is developing a concept for a basic vehicle with electric driveline. Depending on customer requirements, different energy sources can then be integrated, for example a diesel generator or a fuel cell. This will also make it easy to add additional storage capacity to a purely battery-electric vehicle which is charged in the depot. 🌱

Volvo Trucks delivers 50 trucks to Sabot



Sabot already has a huge fleet of Volvo vehicles.

Overland cross-border transport company South African Botswana Haulers (Sabot) Management Limited recently received its first instalment of 15 of a total of 50 Volvo Truck vehicle combinations that the company purchased from Volvo Trucks. This increases the total operating fleet of the company to 462 vehicles all of which are exclusively Volvo trucks and the latest addition to their fleet the new generation FMX 400 6x4 truck tractor.

"Volvo Trucks is proud to be a partner of SABOT since 1992. We hope that our association will continue as we strive to be the best cross-border transport provider on the continent," says Malcom Gush, irector Truck Sales, Volvo Group South Africa.

Sabot specialises in the cross-border transport industry. The company's footprint extends throughout Africa with offices in South Africa, Zimbabwe, Zambia, Namibia and the Democratic Republic of Congo, with countries travelled to including Namibia, Botswana, Zambia, Zimbabwe, Mozambique and South Africa. Sabot has over 1 200 trailers and nearly 500 Volvo truck tractors. 🌱

IN BRIEF

Drones at their disruptive best

The drone revolution is disrupting a broad spectrum of industries ranging from agriculture, mining, transport & logistics, to filmmaking. The addressable market value of drone-powered solutions is valued at over \$127 billion, according to a report recently issued by PwC.

This is the value of current business services and labour that are likely to be replaced in the near future by drone-powered solutions. The industry with the best prospects for drone applications is infrastructure, with a total addressable market value of about \$45,2 billion.

How to digitise your supply chain

According to Strato IT Group's Miguel Jorge, the combination of cloud computing, mobility and digitisation enables businesses to be proactive and improve logistics processes cost effectively, while at the same time, improving customer satisfaction.

"It is a mind-set that needs to change, understanding that mobile computing is not only relevant to consumer-facing businesses," says Jorge. "Cloud computing is accessible anywhere anytime and is cost effective; mobile computing is not limited to consumer applications and can be used effectively to improve business and digitisation of logistics processes allows for important documentation and processes to be converted into usable data."

Babcock's 10-truck deal for young SA freight business

Babcock International Group, the sole importer and distributor of DAF Trucks in southern Africa, has completed an entrepreneurial deal with a relatively new entrant into the South African road freight market for 10 long-distance haulage trucks.

The brand new DAF XF105.460 units were delivered to Maxillaria Logistics' Alberton premises in May, and were immediately put onto a long-haul contract between Durban harbour and the Zambian Copperbelt.

Bernard Lunga, MD of Maxillaria, has been hands-on in the transport business since 2007, having earned his Bachelor of Commerce degree in Australia and completed a three-year management development programme with Cross Country Containers.

"Being new to the South African market, it was difficult to secure credit lines, despite our track record as an established operator in other SADC countries. Our Zimbabwe operation had grown to 150 trucks by 2014," says Lunga. "So when we launched here in South Africa last year, we bought 15 second-hand trucks for cash and have quickly built our business on the strength of our extensive network of customers," he says.

"Meeting a company such as Babcock, with its entrepreneurial approach and great product line-up, was a breakthrough for us – and we look forward to working with them closely as we grow our business further," says Lunga.

According to Mark Gavin, Babcock Sales Director (Transport Solutions), the meetings with Maxillaria convinced them that this is a

company with a strong customer foundation, sound management experience and great potential for growth.

"We were impressed with the track record and the progress of this young company" says Gavin. "We were able to offer them a finance structure that suited their business model. Through our own dedicated finance company, Babcock Financial Services – as well as our own experience in the transport industry – we were able to make an assessment and offer them a package."

As part of the financing deal, the 10 DAF trucks will also be covered by a repair and maintenance contract to ensure smooth operation and peace of mind. The 10 DAF units take Maxillaria's truck fleet to 25. 🌟



Babcock has delivered 10 brand new DAF XF105.460 units to Maxillaria Logistics.

TruckX 2017 co-located with FleetX

TRUCKX is growing bigger and bigger – and this year Africa's premier forum for the commercial transport industry aims to strengthen the way in which decision makers receive the insights that help them to keep the wheels of commerce turning.

To be held on July 12 and 13 at the Kyalami Race Track, Midrand, TRUCKX will be joined by two other major events – FLEETX and IMHX, each of vital importance to various sectors of the transport industry. The three events will provide extensive networking opportunities over the two-day programme.

Event sponsors Standard Bank and Ctrack by Inseego, which has been with TRUCKX since inception, are gearing up for a remodeled conference and show. In its fourth year, TRUCKX promises to deliver a wealth of information to the continent's trucking, fleet, materials handling and logistics industries.

"We have seen what started as a conference quickly encompass a fully-fledged expo for transport owners and operators. The addition of FleetX widens the appeal even further to include fleet owners that operate light commercial vehicles as well," says Hein Jordt, MD of Ctrack South Africa.

Day one will see the conference and show open with an enviable line-up of speakers and exhibits, from cars and light commercials to heavy and extra heavy vehicles and even racing trucks. 🌟

Iveco's international recognition

Iveco's Daily Tourys has been voted winner of the first edition of the International Minibus of the Year 2017 Award at the end of the three-day Minibus Euro Test in Europe.

The jury judged the Daily Tourys to have performed very well during the test involving also six other competitors, where they were evaluated in real road conditions with uphill and downhill sections, motorways, narrow roads and a variety of situations.

The new International Minibus of the Year award was created this year by the jury of the prestigious European International Bus & Coach of the Year Awards to recognise minibuses, microbuses and midibuses designed for professional passenger transport.

"IVECO Daily Tourys combines high quality bodywork, together with a premium comfort for the passenger. The driveline with a strong Euro 6 diesel engine and the best gearbox ever made in this class, makes the trip an experience to remember," says Tom Terjesen, president of the Bus & Coach of the Year jury.

Sylvain Blaise, Head of IVECO BUS, received the award during the opening ceremony of the FIAA 2017, held in Madrid, Spain. "It's a real pleasure to win the very first edition of the Minibus of the Year award. With this recognition, the Daily Tourys joins our Magelys coach, which was voted International Coach of the Year 2016," says Blaise. 🌟



The jury judged the Daily Tourys to have performed very well during the test involving also six other competitors.

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