

# CAPITAL EQUIPMENT NEWS

For informed decision-making

MAY 2016



## **VOLVO H-SERIES WHEEL LOADERS CONTINUE THE HERITAGE**

**VOLVO FH16 PULLS  
750 TONNES  
PAGE 34**

**COMPACTION EQUIPMENT:** Easy Drive from HAMM

**BAUMA:** Bell Equipment impresses

**NAMPO:** Bobcat displays new agri telehandler

# YOUR ONE STOP

Quick • Reliable • Convenient

## TRUCK TYRE FITMENT CENTRE



### Best Prices

Compare our prices, great **SAVINGS** guaranteed



### Big Range

We stock a complete range of tyres for Light Truck, Heavy Truck & Bus



### Multi-Brands

A wide variety of trusted brands for every size and application



### Services

Precision truck tyre services by expert Technicians with the latest Equipment



### Service Excellence

We deliver excellent service 1<sup>st</sup> time, everytime

**STOCKIST OF ALL SIZES IN BIAS & RADIAL TYRES**  
**\* All Position \* Drive \* Steer & Trailer \* Multi-Service**



**012-357 0650**

VISAGIE STREET, CNR.  
KGOSI MAMPURU (POTGIETER) STREET, PRETORIA  
B-BBEE Level 2 Contributor

WWW.MALAS.CO.ZA  
**DRIVEN**  
*By you*



**COVER STORY: Volvo H-Series wheel loaders continue the heritage**

# CONTENTS

## 2 EDITOR'S COMMENT

### COVER STORY

#### 4 VOLVO H-SERIES WHEEL LOADERS CONTINUE THE HERITAGE

### COMPACTION

- 6 Introduction to compaction methods
- 8 Eric's Roller Hire: a leader in compaction
- 9 Cat 815 soil - compactor for optimum compaction
- 10 Easy drive from HAMM

### BAUMA 2016

- 12 Bell equipment a hit at bauma
- 14 Babcock introduces world's largest ADT
- 16 Linden Comansa exhibits tallest tower crane
- 18 MAN makes bold statement

### COMPRESSED AIR

- 20 Compressed air equipment guide

### WORK AT HEIGHT

- 21 Newsletter

### NAMPO 2016

- 26 Kubota L45 TLB impresses
- 28 Bobcat: tough little machines
- 29 Goscor flexes its muscles at Nampo
- 30 Wacker Neuson: sustainable agri solutions
- 31 FAW trucks take centre stage

### MINING

- 32 Scania diversifies into alternative power

### TRANSPORT AND LOGISTICS

- 34 Volvo trucks FH16 pulls 750 tonnes
- 35 Mercedes Benz hands over largest fleet
- 36 Hino trucks reaffirms its commitment

### DRIVER WELLNESS

- 38 Mercedes Benz supports united bulk wellness programme
- 39 Zero tolerance for alcohol in warehousing

### AROUND THE GLOBE

- 40 Kipor in Forklift Coup at Metal Connection

Capital Equipment News is published monthly by Crown Publications cc

#### Editor:

Pierre Sanson  
capnews@crown.co.za

#### Advertising manager:

Claudia Bertschy  
claudiab@crown.co.za

#### Layout and design:

Anoonashe Shumba

#### Circulation:

Karen Smith

Total circulation Q1 2016: 3 740



#### Publisher:

Karen Grant

#### Deputy Publisher:

Wilhelm du Plessis

PO Box 140  
Bedfordview 2008

Tel: (011) 622-4770

Fax: (011) 615-6108

www.crown.co.za

Printed by Tandym Cape

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

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





## NAMPO HARVEST DAY

celebrates 50<sup>th</sup> anniversary

Last year's Grain SA's Nampo 2015 Harvest Day was a great success, carrying on the tradition of the past 50 years with hundreds of manufacturers vying for the attention of the important agricultural market. One thing that few readers may know, is that Nampo is one of the largest privately owned exhibitions in the world, and the largest show of agricultural machinery and livestock in the southern hemisphere.

This pretty much explains why every year thousands of people come from all over the country to be part of the experience. Bothaville serves one of the richest agricultural communities in the country and is regarded as the centre of the Free State Maize Route.

The first Harvest Day took place in 1967 with eight exhibitors and a total of 230 visitors. This modest beginning was the inception of an agriculturally focused, needs-driven trade show which grew year on year to reach an excess of 650 exhibitors and an anticipated visitor level of more than 70 000 people in 2016.

Since 2010, Nampo has been transformed into static exhibitions and virtual displays on the stands of the exhibitors, staffed by specialists and marketing personnel. As commercial farming ventures have started diversifying for the sake of sustainable profitability, the Harvest Day organisers have ensured that the choice of exhibitors and the facilities have kept pace with new developments and latest trends in farming technology to the extent that every aspect of farming receives exposure.

Most of the major truck and earthmoving manufacturers will be present at the show in large numbers this year and it will be interesting to see if the number of new imports from the East will be more evident than in previous years. With global markets under pressure, Africa still offers large development potential, especially for well priced agricultural machinery. Subsistence farming is on the rise so the demand for less complicated, smaller equipment to replace the traditional equipment has been the backbone of agricultural development in many Eastern countries.

Trailer manufacturers and heavy machinery will be very much in evidence in 2016 as farmers use larger and ever more productive machines for their soil preparation and will likewise be using larger trucks with more specialised trailers to move their produce.

Year after year, the importance of the Nampo show to manufacturers grows as they strive to reach the exclusive agricultural market that depends on their products. There are few opportunities for manufacturers to showcase their products and Nampo is without doubt the biggest and most successful.

The dark, lengthening shadows of drought conditions currently enveloping the agricultural sector appear to have had minimal effect on the enthusiasm and mood for Nampo 2016, from exhibitors, farmers and visitors alike.

Pierre Sanson, Editor

# Proud to be Building Africa



Bell is Africa's very own global equipment supplier. With support from our strategic partners we deliver a full range of premium machines well suited to a variety of industries and applications.

Whether it's mining, general and bulk earthworks, construction, roads and rehabilitation or waste management, our machines are all built tough for our harsh environment and are fully supported by Africa's most comprehensive network of people dedicated to your success.

**Bell Equipment - a proudly South African company that's committed to helping businesses to realise Africa's potential.**



## **BELL**

Strong Reliable Machines • Strong Reliable Support

Tel: +27 (0)11 928 9700 • E-mail: [sales@bell.co.za](mailto:sales@bell.co.za) • Web: [www.bellequipment.com](http://www.bellequipment.com)



By Pierre Sanson

## VOLVO H-SERIES WHEEL LOADERS CONTINUE THE HERITAGE

Over the past few years Volvo CE has launched a number of state-of-the-art road building and construction machines that offer reduced noise and emissions, greater fuel and operational efficiency and unparalleled operator comfort.

Dating back to the 1950s, Volvo CE has had an illustrious history in the wheel loader sector. Defined by innovation, this legacy is set to continue as the company enters a new era of construction machinery and road building excellence.

In the next few years, Volvo CE plans to add to its already extensive portfolio of road building products with its most advanced and energy efficient range yet.

Coinciding with bauma 2016 in Munich, Volvo CE launched no less than sixteen new models, the plethora of which had Volvo's machinery designers and engineers firing on all cylinders. And, the introduction of the L150H, L180H and L220H series of wheel loaders will place Volvo CE at the heart of the construction sector.

Innovations in this range have been closely linked to lower life-cycle costs; low energy consumption, ease of use and durability. The legendary reputation of these productive, fuel efficient machines is evident in the H-Series wheel loaders with their state-of-the-art technology such as OptiShift – a technological advancement which reduces fuel consumption and increases machine performance.

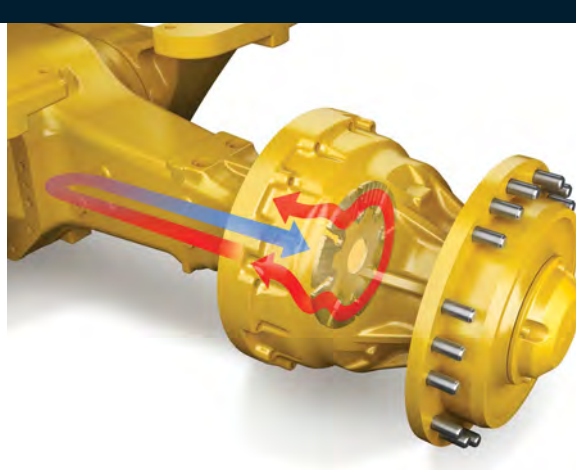
Volvo's OptiShift technology combines the company's patented Reverse By Braking (RBB) technology, with lock-up available from first to fourth gear, to boost productivity and efficiency in all applications. Lock-up creates a direct drive between engine and transmission, eliminating power loss in the torque converter and reducing fuel consumption by 18%. RBB senses the loader's direction and slows the machine by applying the service brakes automatically.

The driving force of the H-Series is the ideally matched, all-Volvo powertrain which has been designed to work together in harmony.

The Volvo design has been rigorously tested to deliver optimised performance, high productivity, low fuel consumption and superior reliability. This long-established and proven technology has been built by Volvo for 40 years, including all in-house components and parts.

Power for the H-Series is the Volvo advanced technology D13 engine, a 13 litre, six cylinder, turbocharged unit with outputs of between 300 kW and 373 kW depending on the model concerned. The torque range extends between 1 960 Nm and 2 220 Nm. Engine regeneration is automatic and does not interrupt operation performance or productivity.

Productivity is key when assessing the H-Series wheel loader range. For any operation there is the combination of Boom Suspension System (BSS) and attachment selection. The optional BSS boosts productivity by almost 20% by absorbing shock and reducing bouncing and bucket spillage that occurs when operating on rough ground. This enables faster and more comfortable work cycles and increases machine life. Combining the right tyres, BSS and additional counterweight, increase in bucket size is possible, resulting in increased productivity in rehandling applications.



Volvo's comfortable industry-leading driver's cab is without question the optimum environment for maximum productivity all day long. The easy to replace pre-filter separates coarser dust and particles before air passes through the main filter and enters the cab. Volvo's design allows 90% of the cab air to be circulated through the main filter for continuous dust removal.

The complete set of services Volvo has as part of its solutions package includes the CareTrack system, which is a telematics system that gives access to a wide range of machine monitoring information designed to save money and time. CareTrack generates a range of reports, including fuel consumption, operational hours and geographical location via web portals as well as sending sms/e-mail alerts. This is one way of staying connected to the machine and having new levels of control.

From its early years, the company has had a name for being the first in the industry with pioneering innovations. The development of the lifting boom system and automatic transmission can be mentioned in relation to wheel loaders. The Volvo BM 4 300 was the start of the new loader generation with its articulated, four-wheel-drive configuration, construction of which contained many genu-

ine Volvo components e.g., transmission, axles and a new parallel arm lifting boom. The Torque Parallel linkage is still in evidence today in the new range, delivering high break-out torque and excellent parallel movement throughout the entire lifting range.

Following the success of the brand is Volvo's exclusive dealer network which is always on hand to support customers. Based on local knowledge, global experience, telematics machine monitoring and superb parts availability, Volvo offers a number of services through its dealers, all of which optimise productivity while minimising operational costs.

The Volvo Construction Equipment range has been well represented in South Africa by the Babcock International Group, a leading distributor for many years. Since being appointed sole distributor for Volvo CE in Southern Africa in June 2000, the company has shown consolidated growth and has consistently increased its market share across all product ranges. It currently rates as one of the largest equipment suppliers in South Africa.

"With Volvo CE we have a world class, comprehensive range of products with a great history, but the best years are still ahead of us when you consider the number of new Volvo CE products that continuously land on

our doorstep, giving us tremendous potential for future growth," says Dave Vaughan, Babcock Sales Director, Equipment.

"The rollout of the new range of H-Series wheel loaders in South Africa is exciting news for us as it will open up a few more doors and enable us to increase our penetration into the heavy-duty loader market where we already have in excess of 500 units operating successfully. Some of these loaders have already completed in excess of 30 000 hours without any major problems," added Vaughan.

Babcock's customer-focused approach and commitment to the market have been the cornerstone of the success of Volvo CE products in the Southern Africa markets. 🌐

# COMPACTION

## methods

Compaction equipment has evolved from the 1900s when machine weight alone was used to achieve compaction.

Today compaction is divided into two methods namely the tried and tested from the 1900s STATIC COMPACTION and since the 1980s DYNAMIC COMPACTION which itself has two options VIBRATION or OSCILLATION.

### WHAT THEN IS STATIC AND DYNAMIC COMPACTION?

#### Static compaction



In the case of static compaction, the rollers own weight exerts linear pressure on the substrate. These forces work in a vertical direction. The pressure causes the internal friction in the construction material or mix to be overcome resulting in greater compaction. This means that the individual mineral particles 'move' closer together and are displaced into a more compact position. Voids are minimised thereby increasing stability. This type of compaction has a comparatively low penetration and typical applications are

- Pre-compacting of sensitive surfaces that have a low bearing capacity
- Smoothing an asphalt course at the end of a compaction process
- Rolling chippings into the bitumen
- Compaction where there is a risk that dynamic compaction will draw water (earthworks) or bitumen (asphalt construction) to the surface

#### Dynamic compaction

Dynamic compaction systems provide better penetration and thus a more effective compaction than static rollers. Due to the

higher efficiency of this technology over 90% of rollers sold worldwide use dynamic compaction.

In dynamic compaction, imbalanced weights are used to set the roller drum in motion. The resulting vibrations are transferred to the individual particles in the material to be compacted. This reduces the frictional resistance between the particles (changes from static friction to lower-acting dynamic friction) which promotes particle displacement. This together with the rollers static load results in high compaction.

Most dynamic rollers work with vibration. In this process the roller drums are set in motion and hit the ground with vertical blows. A further development on this is OSCILLATION. In this form of dynamic compaction; instead of vertical forces, shearing forces are sent into the soil or asphalt course. This produces a very gentle yet extremely effective method of compaction.

To achieve good compaction using dynamic compaction, cognisance needs to be taken of

- Static linear load
- Amplitude
- Frequency
- Vibratory mass
- Suspended mass and
- Roller speed

Of the above we have chosen to explain in a bit more detail AMPLITUDE and FREQUENCY in DYNAMIC COMPACTION.



#### Amplitude

This is the measure of how much the vibrating/oscillating roller drum moves from

its starting position when compacting.

In the case of vibration rollers, the roller drum moves up and down. In the case of oscillation rollers, the amplitude is how far the roller drum moves back and forth on the contact point. In this case, we speak of tangential amplitude.

The higher the amplitude, the more the compaction energy is produced. The weight of the rollers load mass also has a large impact on the amount of compaction energy and also needs to be taken into consideration. Therefore, amplitude alone can never be used to assess the compaction performance of a roller.



#### Frequency

frequency is the number of times the roller drum's imbalance mass rotated per second. The frequency is measured in hertz (Hz). thirty Hz is then the equivalent of 30 roller drum blows (vibrations) per second.

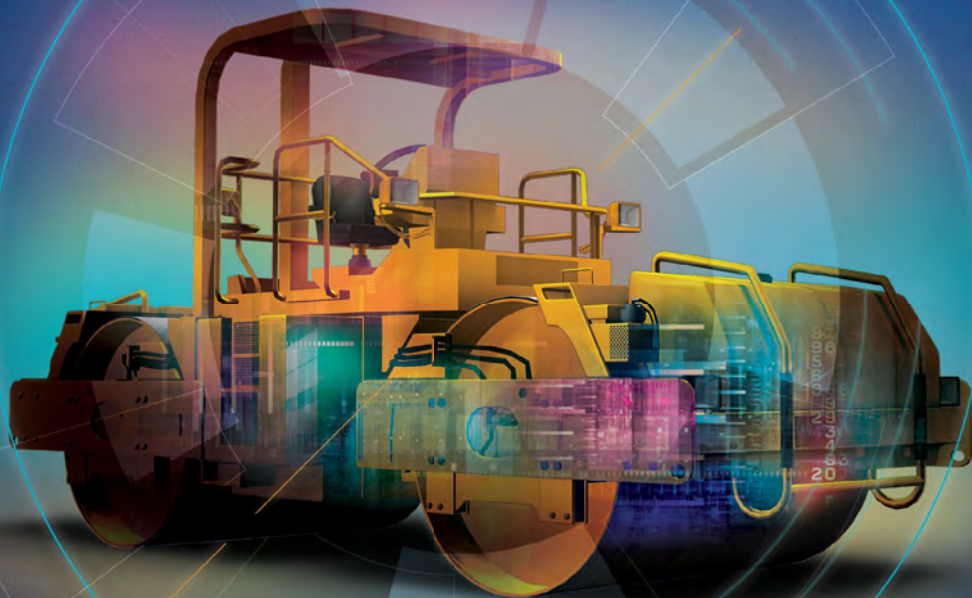
Frequency must be selected in accordance with the machines amplitude setting and as a rule of thumb:

- Low amplitude – high frequency
- High amplitude – low frequency

Further to this the travel speed of the machine needs to be monitored in relation to the frequency to ensure that you do not "over" or "under" compact the layer nor cause defects in the surface as illustrated.

As construction costs increase and the demand for longer lasting roads and pavements are being called for, quality of compaction is playing a more significant role in cost reduction. OEMs are bringing more innovation and options to the industry. It is important that we stay abreast of these, and understand them, so that we can ensure the right machine, compacting method and options are selected for the job. 🌀





882:66:63

872:9873:72

74:663:62

09:982:73

882:66:63

872:9873:72

# IMAGINE WHAT'S NEXT.

**Get the ultimate view of where asphalt is going.**

Go hands-on with the new technologies spread out over **2,400,000 square feet** of exhibition space. Learn next-gen techniques, tools and ideas from **over 100 education sessions**. From warm-mix asphalt to making roads smoother, CONEXPO-CON/AGG 2017 is where over **130,000 construction industry professionals** from around the world go to stay ahead of their competition.

**To see who's included in our 2,400+ exhibitors, visit [conexpoconagg.com](http://conexpoconagg.com)**



**IF IT'S NEW,  
IT'S HERE.**

**March 7-11, 2017 | Las Vegas Convention Center | Las Vegas, USA**

Co-located  
with



## ERIC'S ROLLER HIRE

### a leader in compaction equipment

By Pierre Sanson

Modern and environmentally friendly technology are the current buzz words pursued by every new product developer in order to achieve ambitious goals with regard to the environment, safety and emission reduction, with a concurrent focus on economic benefits to the customer and ecological benefits to the environment.

Roller manufacturer Ammann is no exception when it comes to brand development aimed at improving its products in difficult economic times. With more than 140 years behind it, Ammann, a Swiss company, has adopted a global and dependable approach to meet these challenges. It is no wonder then, that the company's deep-rooted, underlying values of independence, sustainability, credibility and quality, make them the perfect partner for long-term co-operation with their dealers and customers alike.

Local company Eric's Roller Hire has picked up the baton and has developed its business reputation over the past 14 years with a large fleet of Ammann rollers. Eric Laynes, owner of Eric's Roller Hire, has a passion for the business and attributes his success to the quality of the brand and his relationship with his customers. "The Ammann roller is a fantastic product with proven reliability, a factor which is the essence of any hire business. The performance of the ASC 100 on a major coal compaction site where it completed some 30 000 hours is testimony to the brand and our service capability," said Laynes.

The ASC100 in question was placed into service in 2009 and completed 30 000 hours working 18-hour shifts compacting tipped coal to prevent the inclination to spontaneous combustion in the stockpile. With the exception of a few minor repairs the machine showed a mere 5 mm drum wear after having worked so many amount hours.

The ASC100 single drum roller is unusual in that it has no powered rear axle. This which means that the engine is installed at a lower height thereby lowering the centre of gravity and thus increasing the contact between the roller and substrate. The use of hydrostatic drive and the Ammann 'no axle' concept instead of a single axle, means that each rear wheel has a separate hydraulic drive motor which provides a tremendous



traction boost. In addition, the Ammann Traction Control ensures exceptional gradeability and stability.

Major features of the ASC100 are the vibratory system varied amplitude settings and machine design that drives energy into the material and away from the operator, enabling longer operating hours without driver fatigue.

Eric's Roller Hire has built up a solid reputation in the roller hire business since its inception and has established itself as a

leading torch carrier for the Ammann brand. "We believe that our reputation in the industry sets us apart from the competition as we are able to supply the best quality machines at reasonable prices and back this up with full service facilities which eliminate unnecessary downtime. Also, Ammann's reliable production quality, low maintenance cost and exceptionally low fuel consumption, all add up to make these low cost of ownership machines highly marketable in the hire business," concluded Laynes. 🌱

# CAT® 815K SOIL COMPACTOR

designed for optimum compaction

The new Cat® 815K soil compactor, weighing 25 000 kg and equipped with a Cat C7.1 ACERT™ U.S. EPA Tier 4 Final/EU Stage IV engine, is designed for heavy-duty compaction and dozing operations. This durable design, which lasts through multiple life cycles, provides optimum customer value with high production and low-cost operation. The Caterpillar built power train ensures reliability in this difficult application, and the 815K's wheel design delivers high ground pressures. In addition, the available Cat Compaction Control system and Cat COMPACT technologies provide compaction-measurement and mapping capabilities that enhance the overall efficiency of the compaction process.

The 815K's full-box-section rear frame resists torsional shock, twisting forces, and heavy-duty steering-cylinder mounts that dissipate steering loads into the frame. Axle mounting is designed to provide increased structural integrity. This robust design combines with high-strength materials and robotic welding to ensure durability and overall machine strength.

Four forces (pressure, manipulation, impact and vibration) combine with the 815K's modified-chevron, tamping-wheel tip design to provide optimum compaction results, meeting density requirements (typically 95-100 percent Standard Proctor) in fewer passes (whether forward or reverse), while delivering superior traction and a smooth ride.

The 815K achieves compaction from the bottom of the lift to the top, and the tapered wheel tips 'walk' out of the lift without fluffing the soil, leaving the top of the lift compacted with a relatively smooth and sealed surface. Haul units can maintain high speeds on the surface when delivering fill, which the 815K can spread without assistance, possibly eliminating extra on-site machines. Each wheel has two cleaner bars with hardened-steel, adjustable tips.

Available for the 815K is the Cat Compaction Control system, which uses Machine Drive Power (MDP) technology to measure rolling resistance and correlate resistance with soil stiffness. The MDP system works in cohesive and granular soils. An optional 3D mapping system correlates compaction measurements with the machine's location, providing a graphic, real-time view of



compaction progress and a record of compaction results.

In addition, available Cat COMPACT technologies combine an advanced compaction-measurement system with in-cab guidance and reporting capabilities to assist in consistently meeting compaction targets, uniformly, in minimum passes, saving fuel and rework costs.

Also, Cat LINK technologies, Product Link™, for example, wirelessly deliver pertinent operating data (such as machine location, hours, fuel usage, idle time, and event codes) via the online VisionLink® user interface to assist in managing the fleet and lowering operating costs.

The 815K's Cat C7.1 ACERT engine, developing 248 net horsepower (185 kW), features innovative Cat electronics, fuel injection process, air-management system, and emissions controls, including the Cat NOx (nitrogen oxide) reduction system and selective-catalytic-reduction and diesel-particulate-filter (DPF) after-treatment systems. The DPF regenerates (eliminates accumulated soot) without interrupting the work cycle. The high-pressure, common-rail fuel system contributes to fuel efficiency, as does the 815K's automatic idle-shutdown system.

The 3F/3R Cat planetary power-shift transmission uses integrated electronic controls for smooth shifting. Advanced gear metallurgy and premium, exceptionally durable clutch-disc material ensure long service life.

The 815K's comfortable, well-appointed cab is isolation-mounted to reduce vibration and sound, and a Cat Comfort Series III air-suspension seat adds to operator comfort. Temperature control is automatic, and a cab-pressurisation system uses filtered air to keep the cab environment clean and fresh. Expansive glass areas ensure all-around visibility, enhanced by a rearview camera.

The 815K uses Cat STIC™ steering control, which allows single-lever, low-effort steering with simple side-to-side movements, as well as fingertip transmission control. An electro-hydraulic, single-lever implement-control system provides responsive, precise blade positioning. For further machine control, the left pedal acts as a brake, transmission neutraliser, and engine decelerator. The decelerator quickly overrides the engine speed selected by the throttle lock to slow the machine when manoeuvring.

Routine maintenance is performed safely and conveniently with the 815K's ground-level or platform access. Service points are grouped, swing-out doors on both sides of the engine compartment provide easy access to daily service checks, and ecology drains help prevent spills. Sight gauges permit quick, visual inspection of fluid levels and minimise fluid contamination. The Cat VIMS™ (Vital Information Management System) provides notifications that allow potential operational issues to be resolved in a timely manner. 🛠️

## EASY DRIVE FROM HAMM:

intuitive operating concept for all rollers

**M**odern construction machines are high-tech units whose engineering enables more functions than ever before to be carried out. Whether these are recognised and used by drivers however, is crucially dependent on the quality of the operating concept. So that the drivers of Hamm rollers can use all the functions to their full extent, the developers attach the utmost importance to simple, intuitive operation. No easy task, since the modern rollers are complex tools. With the new "Easy Drive" operating concept, HAMM has succeeded in pulling off this balancing act. The concept was first realised in the DV+ series tandem rollers. From Spring 2016, Easy Drive is gradually being introduced in the HD+ series tandem rollers and H series compactors. Various models with this modern, ergonomically optimised and user-friendly operating concept were to be found at bauma 2016.

The operation of modern construction machines frequently overtaxes drivers with a large array of switches, displays and buttons. A common problem is a lack of clarity and tedious searching of the operating menus is a stress factor for operators. On Hamm rollers, it's a different story. Many years ago, the Tirschenreuth-based roller manufacturer recognised that intuitive operation makes a major contribution to the productivity of mobile machinery. That's why Hamm places enormous emphasis on optimum machine operation.

### Clarity and intuitive operation

The latest innovation in this area is the Easy Drive operating concept. It emerged as part of the development of the newest machine generation and is characterised in particular by intuitive operation. It enables drivers to respond quickly and correctly, without extensive previous knowledge. This is made possible through a minimal number of intelligently arranged switches, good visibility in the operator's platform and short learning and familiarisation times.

### A single concept for all rollers

The Easy Drive operating concept has been launched in the DV+ series tandem rollers and is being gradually integrated into the HD+ series tandem rollers and the H series compactors. All rollers will then have the same colours for the same function groups and a common design, adapted to the specific functions of the series. At the same



time, the operating elements for the same functions will always be in the same position on the operator's platform. Dr. Axel Römer, Head of Development and Design at Hamm, explains the thinking behind this: "If all Hamm asphalt construction and earthwork rollers operate with Easy Drive, anyone who has ever operated a 'Hamm' will instantly feel at home on all other Hamm rollers. In this way, we make life easier for operators when switching to a different machine type. They instantly identify important functions. This enables top-quality work right from the start and quickly builds up confidence."

### Simple and clearly laid out

The centrepiece of Easy Drive is its clear operating structure. Steering is always done by means of a steering wheel. All other essential functions are operated via the joystick with clearly visible buttons, and the multifunction armrest. Here, all operating elements are arranged according to the principle: the more frequently an element is operated, the closer its position to the joystick. At the same time, the operation is designed to be entirely language-neutral. Thanks to the colour coding of all operating elements, Hamm achieves unambiguous assignment and a clear overview.

### Ergonomic and flexible

With the help of universities and ergonomics specialists as well as roller drivers from different countries, Hamm has also ergonomically optimised the operating concept. The results speak for themselves: drivers can turn the seat in the tandem rollers in either direction and move it from side to side as standard. What's more, the position and suspension of the seat, the position of the armrests and the inclination

of the dashboard are adjustable on all Easy Drive rollers. Thanks to the wealth of adjustment options, every driver will quickly find a healthy sitting position in the Easy Drive machines.

### Convenient access and more

Easy Drive is also remarkable for helpful features, such as the wide access step to the spacious cabin or operator's platform. Folding armrests and a forward tilting steering column, making it easy to get on and off are also standard. Documents and personal items can be securely stored in the many compartments around the seat, and 12 V sockets provide power for a mobile phone or cool box.

### Honoured by the most-respected bodies

The Easy Drive operating concept has been available in the DV+ series tandem rollers since 2015 and has been exceptionally well-received by drivers. But even the eminent jury members of the iF International Forum Design were impressed by the concept and awarded it the iF design award 2015 for first-class product design.

The Easy Drive operating concept received two further awards in February 2016: the "Universal Design expert favourite" label from a jury of experts and the "Universal Design consumer favourite" label from a jury of 100 users. This recently established design award highlights products that are flexible, easy and intuitive in use and whose operation and design reduces complexity to the minimum. 🌐

CLOSE TO OUR CUSTOMERS



**WIRTGEN GROUP**



**For your success.**

**ROAD AND MINERAL TECHNOLOGIES.** The WIRTGEN GROUP is a one-stop supplier of leading technologies encompassing the entire road construction cycle: From processing, mixing, paving and compaction back to rehabilitation. This is how close to our customers works, in the WIRTGEN GROUP.

**WIRTGEN SOUTH AFRICA (PTY) LTD.** 52 Maple Street • Pomona • Kempton Park 1619

E-Mail: [sales@wirtgen.co.za](mailto:sales@wirtgen.co.za)

[www.wirtgen-group.com/southafrica](http://www.wirtgen-group.com/southafrica)

**WIRTGEN / VÖGELE / HAMM / KLEEMANN / BENNINGHOVEN / CIBER**

# BELL EQUIPMENT

at bauma 2016

**“W**e are hugely satisfied with the result of Bauma 2016,” says Gary Bell, Group Chief Executive of the global ADT specialist, Bell Equipment. “During the week in Munich we had large and steady visitor attendance, which was impressive for sheer numbers but also owing to the wide international spread and high calibre of our visitors, including decision-makers of small and medium sized companies through to multi-national organisations. We’re still working through our leads from the show, but we can confidently sum it up as the best bauma in years.”

## When the going gets rough...

No international trade show would be complete without ‘something really special’ on the Bell stand. This year’s showstopper, and a magnet for international hauling experts, was the display of the completed E-series generation of trucks, and particularly the brand new 60-ton B60E.

Shown for the first time outside Africa, and now incorporating the latest E-series design and technology, the 4x4 crossover concept combines articulated off-road capabilities with the higher transport capacities of rigid trucks. During its bauma premiere the B60E attracted huge interest and impressed specialists from the earth moving, quarrying and mining segments. “We certainly benefited from the move to larger capacities,” says Bell Product Marketing Manager: ADTs, Tristan du Pisanie. “After their first steps round the machine and browsing through the comprehensive documentation, all experts acknowledged that our sixty-tonner is far more than a showroom model, and is a sophisticated solution for the specific hauling problems found within traditional rigid 4x2-truck operations.”

Advanced Bell ADT technology, with the original B50E front chassis now powered by a EU4/Tier4final certified 430 kW Mercedes-Benz/MTU inline 6-cylinder engine combined with Allison’s 7-speed transmission, guarantees high standards in driving comfort, safety and fuel economy for the Bell B60E. Braking and retardation of the 42.5-/97.5-t 4x4 is assured by wet brakes on all wheels in combination with powerful engine braking. The rear chassis is a completely new design and incorporates all practical experiences and analytical data gathered in the extensive four-year test programme with

B60D prototypes and production machines working in quarry and mining operations in South Africa. Now featuring a suspended 70-ton rear axle with 24.00 R35 twin tyres, the nominal payload is rated at 55.0 metric tonnes. Far larger than a conventional ADT bin, the flat-bottomed 35m<sup>3</sup> body resembles a rigid-truck bin in its dimensions and geometry, which makes it fully compatible with existing loading equipment in mines and quarries and assures an ideal 2:1-heap of coarse blasted material.

“We designed the Bell B60E to be able to run alongside rigid trucks within the 60- to 80-ton class, so under normal conditions of dry and well maintained haul roads we do provide an alternative,” explains du Pisanie. “But the B60E concept is ideally targeted at mines, quarries and bulk earthworks that experience conditions that rigid dump trucks cannot safely cope with, such as rainy periods which compromise underfoot conditions. When traditional 4x2 rigids can no longer operate, the superior 4x4-traction, oscillation tube and retardation characteristics of the Bell B60E pay off by keeping production going. As a quick example, if you have a rigid truck fleet that needs to park-up for one day a week, or 50 days a year, then the same size fleet of B60s would immediately provide an additional 20% productivity. This is on top of all the other savings attributable to lower running costs. These scenarios are not uncommon and a lot of customers see this opportunity.”

“Having produced higher capacity trucks since 2002, we have clearly identified that at a particular payload, and productivity requirement, the need for a vehicle to have extreme off-road ability is unnecessary. The added vehicle complexity, additional tyre scuffing and difficulty in loading a long narrow bin will act against the productivity and overall cost of ownership, and thus cost per tonne of material moved.

This has led to us opting for a configuration that targets and perfectly fulfils a demonstrated need out in the market. There is no doubt that the B60E will not have the extreme off-road ability of a regular Bell 6x6 truck. However, operations have to carefully analyse whether a 60-ton production application ever really requires this. Generally when this level of productivity is required some road and haul route maintenance is already present. From our experience on larger

scale projects it is clear that the 4x4 concept with articulation and oscillation provides the level of off-road ability required to meet all conditions. Additionally, it will provide the flexibility customers need to operate through a number of different phases from start up, to overburden stripping, ore production and eventual rehabilitation.”

“In Munich, we had great interest in the B60E from a number of potential buyers from many markets,” says du Pisanie. “For this reason this particular truck is booked for site demonstrations, starting in the UK, and then going overseas for its introduction to the North American market. In the meantime we continue to build D-series models for our customers in markets with lower tier ratings.”

## Successful transition

Bell Equipment’s other four new large E-series ADT models, which range from 33,5 to 45,4 tonne payloads and are planned to roll off the company’s production lines from this August, were also premiered at bauma. “Our intention at bauma was to show that we have delivered on the next evolution of our D-series ADT line, which successfully set industry standards and has led ADT innovation for almost 14 years,” explains du Pisanie.

“In fact, looking at how many of the other manufacturers have only now adopted some of our features, and the length of time it has taken them to do so, is in itself testament to how we have led in the past, and will continue to lead, this particular industry.”

All new models come with Mercedes-Benz/MTU inline 6-cylinder engines, complying to EU4/Tier4final-standards with EGR/SCR-emission technology without diesel particulate filters. From the B40E upwards, all trucks now feature efficient Allison 7-speed transmissions which, together with improved engine power through the range, ensure efficient and productive driving performance in all ADT applications. Full traction in heavy terrain is guaranteed by electronically activated inter-axle differentials. Controlled traction differentials, on all three axles, also provide safe cross-locking for extreme conditions. Safe braking is assured through wet brakes with separately cooled and filtered oil circuits. Fully automatic retardation is achieved through a combination of increased capacity engine brake and the



wet brakes. Full electronic control of these functions has allowed us to further improve our industry first Hill Descent Control to give operators full confidence in meeting and ensuring safe productivity.

“Throughout the show we experienced good feedback,” says du Pisanie. “All customers appreciated the upgrades and focus points



that have taken place since our first E-series models, the B25E and B30E, were successfully introduced at bauma 2013. In the intervening period these models have gained great market acceptance.”

Positive response was again received on a key differentiator of Bell trucks: “We still have the largest standard offering of value-added

electronic features including on-board measurements, vehicle behaviour optimisation and interactive communication tools for both operators and owners. This has become increasingly important for onsite productivity, longer term operating cost effectiveness and particularly day-to-day safety.”

At bauma 2016 Bell once again cemented its position as the ADT specialist by providing solutions for all demonstrated needs in the market.

The Bell B60E is focused on improving traditional rigid dump truck applications while the 6x6 range from the B25E to B50E provide solutions for really soft underfoot conditions.

“Operators also need to understand that the move to larger sizes is nothing new for us with the 50-ton ADT having run effectively for the last 12 years and our 60-ton trucks being in real-life service for the last four years. A significant portion of our trucks have historically been sold into high production mining operations, which also helps us understand the requirements better,” concludes du Pisanie. 🌱


# KOBELCO

**RETURN OF THE BIG BLUE  
WITH A NEW FORCE  
BEHIND IT**

*We Save You Fuel!*  
Achieving a Low-Carbon Society



**Distributed by**

 **TOYOTA TSUSHO AFRICA (PTY) LTD**

Tel: +27 82 465 9130  
[www.ttaf.co.za](http://www.ttaf.co.za)

**KOBELCO CONSTRUCTION MACHINERY CO., LTD.**

# BABCOCK INTRODUCES WORLD'S LARGEST ARTICULATED HAULER

to Southern African market



In its ongoing drive to meet customer requirements and bring leading international brands to the local mining and construction sector, Babcock has introduced the new Volvo A60H articulated hauler to the southern African market following its much-anticipated unveiling at bauma 2016. This heavyweight 60-tonne articulated hauler is the largest machine ever to be built by Volvo and is the largest of its kind in the world.

The A60H's higher payload represents a 40% increase on Volvo's current A40 models, significantly lowering the cost-per-tonne ratio for hauler customers, while its stability, comfort and high hauling speeds are ensured by the matched drivetrain, automatic drive combinations, all-terrain bogie, hydro-mechanical steering and active suspension; further optimising production and minimising operational costs. An added advantage of the A60H is that it has many features that will be familiar to A40 operators, eliminating the need for any major operator training.

"It will be an easy transition for operators with only a short orientation course needed," says David Vaughan, Sales Director – Equip-

ment at Babcock. "Furthermore, technicians who regularly service other Volvo haulers will have knowledge of many of its elements such as a front grill that swings down, opening up a service platform with anti-slip steps, and an electric hood that opens to 90°, allowing full and safe access to the engine compartment," adds Vaughan.

The A60H has been launched locally in conjunction with the new Volvo EC950E, a 90-tonne crawler excavator that combines power and stability to handle a higher capacity in the toughest applications. Vaughan says that this excavator is eminently suited to the southern African market and fits right into Babcock's product line, as well as complementing the A60H hauler. "The A60H is ideal for hard rock mining, coal mining, general mining and big quarry applications, and the EC950E has been designed to load the massive A60H, so they work hand-in-hand," explains Vaughan. "Moreover, the Volvo A60H is designed to keep fuel consumption to a minimum while the EC950E heavy-duty excavator delivers best-in-class fuel efficiency and features a powerful 16-litre engine, a new electro-hydraulic control system, Volvo's ECO mode and an ergonomic design."

Vaughan goes on to say that extensive market research recently undertaken by Babcock among its local customers within the mining and quarry industries revealed that two thirds of its clients believed there was definitely a niche for a bigger articulated hauler in South Africa. However, he points out that whilst Babcock is excited and optimistic about the positive response to the A60H, it in no way eliminates the need for the Volvo A40 in the industry. "The A40 still has its place in the market. It all depends on the volumes you need to move, your loading tool and the size of your loading area. If your volumes are smaller and your loading area confined, then you will go for the smaller vehicle," he adds.

Despite current economic conditions that have seen a general slowdown in the mining sector, Vaughan says that Babcock has enjoyed continued customer support that has allowed the company to thrive in a tough economic environment. "We accredit our ongoing success to our exceptional aftersales service and the continued support we receive from our customers. We are now bringing out the A60H and EC950E to meet changing customer demands and to emphasise our commitment to service delivery," says Vaughan.



Babcock is the exclusive regional distributor for Volvo Construction Equipment in South Africa. The A60H is the industry's largest ever 6x6-configuration articulated hauler and was unveiled earlier this month at the bauma 2016 exhibition in Munich, Germany, where Volvo also celebrated the 50<sup>th</sup> anniversary of its articulated hauler concept which saw the new A60H joined by its earliest predecessor, the DR631 from 1966, fondly known as 'Gravel Charlie'.

bauma is the biggest construction machinery and mining industry trade fair in the world, showcasing over 3 400 exhibitors and representing companies around the globe. This year Babcock attended the exhibition along with a number of its mining customers, including Burgh Plant Hire from South Africa, who become the first customer to place an order for not just one but three Volvo A60H articulated haulers, as well as one Volvo EC950E excavator.

"It feels great to be the first customer for the A60H. It's a good product – a magic machine," says Stanley van der Burgh, CEO and owner of Burgh Plant Hire, a leading earth-



moving equipment hire company located in the coal mining hub of South Africa. Burgh Plant Hire already owns a fleet of more than 100 Volvo machines – the majority of them articulated haulers – so has full confidence in the new model.

"We run a huge fleet of Volvo A40s and we don't think there'll be much difference ex-

cept we'll be moving more product quicker. They'll just fall into the usual fleet with no changes," he added.

"With all OEMs there are challenges but Volvo stands up and sorts the problem out with great backing and great service. We are very happy with the team we work with at Babcock," concludes van der Bergh. 🌐

89264/E

## DOESN'T YOUR MACHINE DESERVE BETTER?

Try as they might, our competitors can't deliver genuine Cat® quality. That's why it's crucial to be sure you are using genuine Cat parts – the only parts built specifically for your Cat machine. Learn more about the importance of buying genuine at [www.barloworld-equipment.com](http://www.barloworld-equipment.com). Making sure you have easy access to genuine Cat parts – that's the way we're built. Call (010) 040 7159 for more information.



### ALL CAT HYDRAULIC SYSTEM COMPONENTS COME WITH A 12-MONTH WARRANTY!

- Cat Hose Assemblies are impulse-tested at 130% of operating pressure for one million cycles
- Cat Cylinders' patented design ensures a superior compression set
- Cat Pumps & Motors have customisable settings based on the application



**BUILT FOR IT.™**



**Barloworld  
Equipment**



© 2016 Caterpillar. All Rights Reserved. CAT, CATERPILLAR, BUILT FOR IT™, their respective logos, "Caterpillar Yellow," the "Power Edge" trade dress as well as corporate and product identity used herein, are trademarks of Caterpillar and may not be used without permission.

## LINDEN COMANSA'S 21LC750

the tallest tower crane of bauma 2016



With an impressive freestanding height under hook of 80.9 m and a jib length of 80 m, the 21LC750 tower crane from Linden Comansa could be seen from every corner of the bauma 2016 trade show. This model formed part of the exhibits from tower crane manufacturer Linden Comansa and German partner BKL Baukran Logistik GmbH, a leading crane rental, sales and service company in Central Europe.

The exhibited 21LC750, with 48 tonnes of maximum load capacity and flat-top design, has been sold to BKL, who will add it to its rental fleet. With this purchase and the stunning exhibition of the crane at bauma, the German based crane specialist BKL strengthens its position in the large tower crane market (up to 750 tonne-metre), now able to equip big industrial and infrastructure projects.

Another Linden Comansa exhibit at bauma was a 11LC160 flat-top tower crane, with maximum load capacity of 8 tonnes, monoblock mast sections and steel framed counterweights. The 11LC160, which will join the rental fleet of BKL, and the 21LC750

is the first of a large order from BKL to manufacturer Linden Comansa.

Linden Comansa also showcased a LCL 280 luffing-jib crane, which had never been seen before at any trade show. The LCL family of luffers, including this model, feature important improvements recently applied in response to the suggestions and ideas of Linden Comansa's customers worldwide.

bauma 2016 was a very successful show for Linden Comansa: Many customers and dealers visited the booth, including sister companies Linden Comansa America from the U.S. and Comansa CM from China; Potential dealers and customers brought new opportunities in several markets; Orders worth more than 5 million Euro were confirmed during the trade show, most of them for tower cranes from the medium and large range of flat-tops; And last but not least, Linden Comansa and German partner BKL strengthened its relationship.



It rained quite a lot during the week in Munich, but bauma 2016 could not have been better for Linden Comansa. ♻️

# TAKING CONSTRUCTION TO THE **NEXT LEVEL**



**Access Platforms**



**Telehandlers**



**Compact Loaders**



**Forklifts**



**MANITOU**  
GROUP

**MANITOU SA Head Office**

Tel: +27 11 975 7770 · Fax: +27 11 975 4646 · Email: [info.msa@manitou-group.com](mailto:info.msa@manitou-group.com)

[www.manitou.co.za](http://www.manitou.co.za)

Represented throughout South Africa with dealers in: Gauteng, Kwa-Zulu Natal, Eastern Cape, Western Cape, Northern Cape, Mpumalanga, Vaal Triangle/Free State and North West Province

Africa representation includes: Mozambique, Zambia, Namibia, Zimbabwe, Botswana and Zambia

## MAN EXHIBITS

at bauma 2016



**M**AN Truck and Bus, made a bold statement at bauma 2016 with its array of heavy duty vehicles for construction and mining applications.

The MAN TGL series covers the tonnage range from 7.49 to 12 tonnes permitted total weight, with engines from 150 to 250 hp on offer. The most powerful 4 cylinder engine in the series has an output of 220 hp. The MAN TGL 12.220 can be used as a loading crane tipper for a range of tasks in the construction, landscaping and horticultural industries, in municipal building yards or by commercial service providers operating segment. The cab is fitted with a passenger seat comprising two comfortable individual seats for transporting employees to the working area. In the TGL series, MAN has positioned the exhaust control system components to free up space on the frame for the crane tipper supports. Aluminium wheel rims and a compressed-air tank increase the payload of this 12 tonne vehicle. The vehicle is equipped with a stabilisation package to assist with driver safety for loads with a higher centre of gravity, as well as a comprehensive range of safety and assistance systems.

MAN showcased its extended range of vehicles fitted with MANHydroDrive. Exhibits included this innovative drive concept combined with the TipMatic automatic gear shift system. The MAN PriTarder installed in the engine and integrated in the cooling circuit provides maximum braking power of 620 kW. The two-axle semitrailer tractor tipper is fitted with sector-specific equipment ex works including a combined high-pressure/low-pressure hydraulic system for operating the semitrailer. The exhaust system tailpipe discharges exhaust gases in an upward direction. This arrangement prevents annoying dust turbulence caused by an exhaust tail pipe discharging in a downward direction. Tail lights with LED design are also fitted. Compared to traditional tail lights with lamps, these are less sensitive to vibrations – this adds to MAN vehicle reliability and operational safety on uneven construction site roads.

MAN used the MAN TGS 32.400 8x4 BB to showcase the weight-optimised design of the 4-axle truck mixer for the first time. Special features include the M cab for single-day trips, aluminium compressed-air tank, the partially raised exhaust system and

the newly designed hypoid tandem axle. The rear axle design alone with a load capacity of 11.5 tonnes provides a payload advantage of approximately 280 kg compared to the planetary axle with a load capacity of 13 tonnes. The payload advantage compared to the hypoid axle designed for 13 tonnes is approximately 180kg. This axle also allows greater ground clearance than the 13 tonne hypoid axle. The vehicle which was exhibited therefore achieves the ground clearance required for N3G approval (off-road vehicle) with 315/80 R 22.5 tyres fitted. This configuration gives the chassis an empty weight of around 9,065kg without driver and fuel tank filled up with 10%.

The robust and strong MAN TGS 33.480 from the WorldWide product family is designed with mining operations and use on rough ground in mind. MAN has optimised the three-axle chassis to meet sector requirements and to allow large format single 16.00 R 20 tyres to be mounted. The rear axle spacing was extended to 1 500 mm for this purpose. Permanent all-wheel drive ensures traction off-road and on inclines. The hill-climbing brake prevents rolling back when driving on inclines. The heat retention



The importance of triple-axle vehicles with the three-axle configuration at the rear is growing in a range of markets. A steered and lifting trailing axle with a nine tonne payload is added to the hypoid tandem axle. The automated MAN TipMatic gearbox is fitted with the 'off-road' gear changing programme for construction vehicles. The EfficientRole function contributes to fuel saving – the MAN TipMatic shifts to neutral on roads with a slight decline and allows the vehicle to roll. The TGS 35.480. Available with the MAN construction site package, is fitted with an air deflector plate that prevents dust turbulence from the fan when driving on unsurfaced roads. The 'Light and vision' safety package, also included in the vehicle comprises an automatic wiper system with rain sensor and a range of lighting systems. These include the Emergency Stopping Signal (ESS) brake system for emergency braking warning, cornering lights, tail lights, daytime driving lights using LED technology, manoeuvring lights and spotlights. A camera system has been installed for monitoring work in progress when setting down and picking up the roll-off containers. The camera image appears on the MAN MMT navigation and radio system monitor for all-round visibility.



es the driving resistance and tyre wear when the vehicle is on its way back to the concrete plant without a load. The partially raised exhaust control system is located behind the cab. The TGS 50.480 being exhibited is to be used as a truck mixer in Switzerland. The legislation there allows a total vehicle weight of 40 tonnes on a five-axle chassis. However, this vehicle design is not only of importance to the Swiss market. Truck mixers, concrete pumpers, tippers, ejector trailers or crane vehicles also benefit from the increased payload compared to a four-axle vehicle.

Heavy-duty transport is another area of application intended for the MAN TGX 41.640 8x4/4 BBS with its D38 engine, which can deliver maximum power output levels of up to 640 hp. The four-axle MAN TGX heavy-duty tractor uses a converter-clutch unit (WSK) for the power transmission which is connected to the MAN TipMatic gearbox. This combination increases the input torque from 3 000 Nm to 4 700 Nm and transfers it smoothly but powerfully on to the road. The two system combination of the Turbo-EVB and the Intarder provides a brake output of up to 900 kW over a very broad range of speeds. The ex works equipment provided by MAN for heavy-duty transport is extensive. MAN has included the additional radiator for the engine and converter-clutch unit, and also tanks for 960 litres of diesel, 80 litres of AdBlue and 290 litres of hydraulic oil in the equipment carrier behind the XXL cab. The latter feeds the hydraulic system supplying the semitrailer with either 20, 40 or 100 litres of hydraulic oil per minute at a pressure of 250 bar. 🌐

function, which remains active in neutral, keeps the engine warm to an air temperature of -40°C. The cyclone filter keeps the high-level of dust pollution in mining and similar desert-like regions away from the cab interior and contributes to driver comfort.

MAN presented the MAN TGX 33.560 designed for heavy-duty and regular trailer operations. The powerful 560 hp engine from the D38 Common Rail engine series accomplishes the task of moving a gross combination weight of up to 120 tonnes with ease. The engine is combined with the automated MAN TipMatic gearbox which performs well in terms of comfort and efficiency with a number of functions. These include the rocking free function and the Efficient-Cruise GPS cruise control with EfficientRoll sail function. When starting on slight inclines, MAN EasyStart stops the vehicle from rolling back for two seconds. This is activated using a button on the dashboard. IdleShut-Down helps to reduce fuel consumption, and therefore the total cost of ownership, by switching the engine off after four minutes to avoid unnecessary idling. Manoeuvrability off-road and in confined construction sites has increased thanks to the turning brake.

Here, rear wheels braking on the inside of the corner reduce the cornering radius. The driver can activate this function up to a road speed of 30 km/h.

The MAN TGM 18.340 is the most powerful variant in the MAN TGM series, equipped with a range of effective functions for use off-road as an all-wheel drive tipper. The front-wheel drive can be easily engaged. The TipMatic automatic gear shift system uses off-road transmission software which reduces interruption of tractive force by providing higher gear-shifting speeds, quicker gear changing and no gear skipping. The transfer case differential management specifies a logical differential gearshift sequence via its rotary switch. This avoids operating error. The ABS terrain system enables an improved braking effect in some driving situations on unsurfaced or soft ground.

The MAN TGS with 10x4-6 wheel configuration delivers impressive performance with its short, compact design. It is highly manoeuvrable thanks to its steered and lifting trailing axle provided as standard. This feature is important in traffic when delivering concrete to construction sites. Lifting the 5<sup>th</sup> axle reduc-

# GUIDE TO PURCHASING

## compressed air equipment

CompAir South Africa has been supplying and supporting compressed air installations throughout industry since 1927. As a part of the Gardner Denver International group of companies, CompAir SA enjoys worldwide commercial and technical support in its offering which ranges from high vacuum, through low pressure blowers, standard 7-13BAR industrial air, higher pressure to support PET bottle-blowing operations and up to 300BAR+ breathing air and specialty applications.

The sales and support of equipment throughout the African continent is managed from the South African operation through a network of authorised distributors and direct sales and service providers.

Business Director for CompAir SA, Marc Willmers, makes some suggestions on purchasing new equipment;

### Cost of ownership

Typically, over a five year period, the capital cost of a compressor only accounts for 10% of the cost. Maintenance, accounts for a further 10% and electricity consumption accounts for nearly 80% of the cost. Trying to save on capital costs without assessing the impact on energy expenses is, unfortunately, commonly seen in industry. The prospective supplier of the equipment should be able to give a clear picture of how best to manage the full cost of ownership, failing which another supplier should be sought.

### Equipment sizing

Compressors and downstream equipment should be designed and sized for the intended application. Critical parameters to be considered when selecting equipment are volume and quality of air. The maximum air-flow requirement will determine the size of the compressor. The load cycle (variance between max and min airflow requirement) will assist in determining the type of technology or mix of technologies (variable speed or fixed speed) that will deliver the most efficient system. Another aspect of application design is quality of air which will have a direct impact on the quality of the goods produced and/or maintenance cost of equipment that uses compressed air as a source of energy.

Compressed air equipment should be fitted



to suit a particular purpose. Too small and the user will have to make unwanted production compromises in periods of exceptional demand. Too big and the user is wasting money on electricity consumption and creating equipment inefficiencies in the production cycle as a result of utilisation fluctuations.

### Energy

There are simple common-sense solutions available to end users to manage energy consumption on equipment. These include variable speed motors, correct application design, efficient sizing of filters and downstream equipment, intelligent programming to manage loading of compressors, adequate and optimised pipework and turbochargers on diesel driven machines, and utilising heat recovery generated from the compressors for other applications in the factory, such as boiler heating or climate control in buildings. These methods will provide further savings on energy costs.

### Access to OEM servicing and support

The efficient life span of a compressed air system is maximised through OEM specified servicing by accredited technicians. Buying a brand of machinery that is not supported technically or where the OEM spare parts are not readily available will impact on the life of the machinery.

### Warranty

Manufacturer warranties vary dramatically in duration and scope of cover. End users can now get 10 year warranties on key compressor components but, all too often, these warranties are voided through poor or neglected service regimes. The best way to ensure the warranty on the compressor is to move this servicing responsibility back

onto the supplier through long term service contracts.

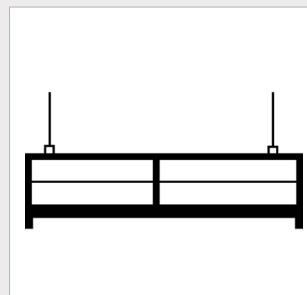
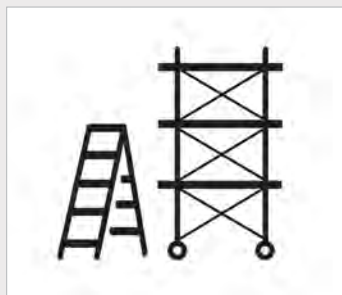
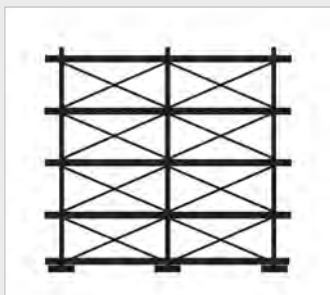
### Responsiveness of service provider

Like any other mechanical equipment, the lifespan and effectiveness of compressed air equipment relies on skilled after-market support when it is required. Prospective buyers should evaluate suppliers on their ability to offer quick and technically proficient service. Don't just believe the salesperson – insist on seeing case studies, customer surveys and reference sites.

Gardner Denver Industrials Group delivers the broadest range of compressors and vacuum products, in a wide array of technologies, to end user and OEM customers worldwide in the industries served.

This company provides reliable and energy-efficient equipment that is put to work in a multitude of manufacturing and process applications. Products ranging from versatile low-and high pressure compressors to customised blowers and vacuum pumps serve industries including general manufacturing, automotive and waste water treatment, as well as food and beverage, plastics and power generation. Its global offering includes a comprehensive suite of after-market services to complement its products.

Gardner Denver Industrials Group, part of Gardner Denver, Inc., is headquartered in Milwaukee, Wisconsin, USA. Gardner Denver was founded in 1859 and today has approximately 7 000 employees in more than 30 countries. For further information, please visit [www.gardnerdenver.com/industrials](http://www.gardnerdenver.com/industrials) or visit [www.compairsa.co.za](http://www.compairsa.co.za) .



# INSTITUTE FOR WORK AT HEIGHT



- Fall Arrest
- MEWPS
- Rope Access
- Suspended Access Platforms
- Access Towers & Ladders
- Falsework
- Scaffolding

## INSTITUTE FOR WORK AT HEIGHT





# WORK @ HEIGHT: FROM THE BOARD

## WORLD NEWS

### JCB UPGRADES TELEHANDLER

JCB has debuted in the North American market with a new telehandler, the 540-140 HiViz which offers a 4 000 kg maximum lift capacity with a maximum lift height of 22 m on wheels and 26 m on stabilisers.

The 540-140 HiViz Loadall has the lowest boom mounting in its class, up to 24 cm lower than the standard 540-140. The boom section has been reduced by 34 cm to coincide with the overall height advantage. Hydraulic performance is closely matched with the engine's output, while lift performance has been tailored to the machine's stability, both when working on wheels and with the stabilisers down.

### MAGNI INTRODUCES FIXED BOOM TELEHANDLER

Italian telescopic handler manufacturer, Magni TH, displayed its first fixed boom telescopic handler at BAUMA 2016 – the TH6.20, with a maximum capacity of 6 tonnes and a working height of 20 m.

The range will consist of three models – 10, 15 and 20 m working height.

The machines will have the same pressurised and airtight full visibility cabs of the RTH models with standard heating, air conditioning and 100 % inlet air filtration. The cab will also be fitted with Magni's touch screen and MCTS system to control the machine.

### ERRATUM

We apologise for the error in the last work@height newsletter where Jean DuRandt was referred to as the CEO of Eazi Group. Jean DuRandt is the GM GS of the Eazi Group

## LAUNCH OF GUIDELINES FOR SAFE WORKING AT HEIGHT – 10 OCTOBER 2016 AT BYTES CONFERENCE CENTRE, MIDRAND

As indicated before, the IWH and relevant stakeholders from the industry, embarked on the development of a set of Guidelines for Safe Working at Height. This document will be made available for the benefit of anyone supervising, managing or carrying out tasks in any place considered to be working at height. The Guidelines have also received the official approval of the Department of Labour, through Mr Tibor Szana's office.

South African National Standards, SANS, are those most used within this document and the industry at large. Alternatives, such as International Standards, have also been considered to be 'Good Practice' if their requirements are above those of SANS Codes and/or no SANS code exist for that item.

The Guidelines will officially be launched on the 10 October 2016, at Bytes Conference Centre in Midrand where the Chief Inspector, Mr Tibor Szana will deliver the Keynote Speech.

The purpose of the guidelines document is to provide people with the necessary basic knowledge to understand and make safe any task that is to be carried out at height. It was developed with input from several industries 'experts', in their individual fields, looking at ways of improving current practices and making work at height safer for everyone.

The scope was not to focus on any one particular industry, such as construction or mining, but rather at anybody who "through the course of their work was required to be in an elevated position and have a risk of falling".

Falling from height, or being struck by objects that fall from height, results in more death and disabling injuries than any other occupational cause. This is not only in South Africa but across the world in developing and advanced nations. Therefore, developing the fundamental duties of employers will only work to reduce the number of fatalities and disabilities caused in this way.

### The duties can be broken down as follows:

- Developing and implementing safe systems of work.
- Providing safe access and egress to work locations.
- Confirming work locations are safe and remain that way throughout every task.
- Ensuring safe equipment is provided, maintained and used correctly.
- Confirming employees are competent to do the work expected of them.

We hope that readers will be able to see that we have tried to provide suitable and sufficient content to allow informed decisions to be made whilst applying those duties of care. Taking a step back, before work commences, to ask "have we done enough to safeguard ourselves and others?" is paramount



**Dr ALTI KRIEL, CEO: IWH**

to successfully working safely at height. This, and carrying out any activity in a safe and controlled manner.

Although we have tried to cover every angle, unsafe acts and conditions may still lead to events that cause injury or ill health to workers and people affected by tasks being carried out. This is why accidents, near-miss events and dangerous occurrences must form part of the overall planning of safe work at height. All companies must have a policy and procedure in place for reporting such events and should always follow the stated protocols and reporting methods, ensuring the employer is notified immediately. In addition, the accident scene should never be tampered with, unless to save life or prevent further harm, until authorised to do so by the employer.

Rescue must also be an integral part of the policy and procedures. Looking at the probabilities of how harm will occur will provide the best insight into necessary equipment and methods required for potential rescues. Carrying out training and drills, with the people involved with rescue teams, will further assist in achieving the ultimate goals. The ultimate goals are to prevent accidents, save life and reduce the numbers of working at height events that cause the death, disabling injuries and suffering that poor planning encourages.

With organisations/bodies such as Department of Labour, IOSM, SAIOSH, MBA being involved in the development of the document and endorsing it, these guidelines will assist greatly not just in advising the industry at large but also being accepted by people involved in working at height.

Interested people who would like to attend the launch on 10 October or buying the guidelines document is welcome to contact us via email at [pa@profbody.co.za](mailto:pa@profbody.co.za) 🌐



# WORK @ HEIGHT: REGIONAL NEWS – GAUTENG



## AERIAL LIFTS APPLICATION TIPS

Although all aerial lifts perform the same function – lifting manpower and materials to an above-the-ground worksite, there are several types to choose from. Finding the right lift for the job means knowing your application and doing some research.

Before you choose a lift, look carefully at how you will be using it. Look at the application itself, whether it's outside or inside, and what work has to be done, if it needs to be battery or engine-powered, the capacity required and the platform size. If it's a rental make sure you have discussed it with the rental company who will help you choose the right machine for the job.

### How high does the lift need to go?

Maximum lift is a primary consideration when choosing a machine. Generally, the working height is about two metres higher than the platform height, meaning that if you purchase a scissor lift with a platform height of 20 metres, you can work up to a height of 22 metres. Boom lifts with platform heights in excess of 50 metres are available for construction industry applications which allow workers to reach the upper floors of some buildings.

### What type of lift do I need?

Because of the larger platform space, scissor lifts are perfect for moving a number of personnel or

equipment straight up or down and are available in a number of different platform heights. There are electric scissor lifts available from 3 m to 10 m and rough terrain lifts in excess of 10 m. Even if the platform size is right, consider your options carefully as any additional obstacles in the way may change the dynamics.

A boom lift is useful for a variety of jobs. There are two types of boom lifts – telescopic and articulated and articulated. Telescopic boom lifts have a vertical 'stick' arm. Articulated or knuckle booms have an arm that bends. Towable, trailer mounted boom lifts are an option for maintenance applications of all types and are easy to transport, set up and operate within a short space of time. Vertical telescopic lifts on the other hand are best suited to maintenance applications that do not need to be moved frequently.

### What type of power do I require?

Aerial lifts use a variety of power sources, depending on the application. The choice of electric, dual fuel or diesel depends on whether the job is located indoors or outside. On new construction sites, electric power may not be available so the choice is limited.

### What type of operating surface will be encountered?

If the underfoot conditions are not even, you

may need a boom lift with additional outreach or a rough terrain scissor lift with outriggers or levelling jacks. This is not an application for vertical lifts however.

The work surface will also dictate your choice of tyre. On rough surfaces, a pneumatic tyre, filled with air or foam will perform better than solid tyres by giving a smoother ride. When working indoors, a solid tyre with non-marking qualities would be more suitable.

Working outdoors, particularly where the terrain is sloped, a lift with more gradeability may be required. Other outdoor factors need to be considered especially if the site is strewn with debris so the choice would be a unit with a higher ground clearance. If too muddy, four-wheel drive or a lift with crawler undercarriage will be the option.

### The location

The size of the operation area is important when selecting a lift as issues like turning radius, and narrow restricted passages are critical in selecting the right lift. With obstacles and obstructions in the way, an articulated boom lift is the obvious choice but in the end a machine with the right combination of height and horizontal outreach would be the right choice.

With acknowledgement to *Construction World*. ☺

## Jacaranda rises to new heights with SkyJacks

SkyJacks recently extended its scope of activity by participating in a promotion by local radio station, Jacaranda. Technical manager of Jacaranda logged on to the SkyJacks website to be greeted by an array of exciting machines, which immediately prompted the idea for a promotion to highlight their radio station.

"The crew from Jacaranda visited our premises to view the equipment and fortunately a new consignment of machines had recently arrived, consisting of diesel and electric Dingli cherry pickers and scissor lifts. The unit selected for the promotion was the JCPT1823RT, a rough terrain scissor lift with a deck capacity of 680 kg and working height of 18 m," said Gregory Bloom, Sales Manager of SkyJacks.

"This Rough Terrain scissor lift is the largest of its kind available locally and, with its built-in self leveling outriggers, is it extremely stable in all underfoot conditions. The platform size of 3.98 m x 1.83 m is adequate for most purposes but when extended to 6.57 m x 1.83 m has the advantage of accommodating a large team of workmen and their tools. The Jacaranda team bore testimony to this when conducting their outside broadcast in relative comfort", added Bloom

Dingli access equipment is manufactured by Zhejiang Dingli Machinery Co., Ltd in China, which is known for its high-end, high technology production methods and is a leading enterprise in aerial work platforms. The Company has made great strides in global markets by acquiring international safety certification, allowing the products to be sold in more than 80 countries and regions. ☺

## SAFETY COMPLIANCE – A NON-NEGOTIABLE IN HIGH RISK INDUSTRIES

Globally, the importance of safety compliance in several high-risk industries is no longer in question. Numerous accident and incident investigations identify the lack of compliance with regulations, rules, and governing procedures as a central contributing factor to accidents and fatalities.

"Ensuring safety is not always a given in high-risk industries. In South Africa it is evident that there is a lack of compliance with legislated safety regulations. Safeguarding and protecting employees in the workplace is non-negotiable – no matter what the costs or challenges are," says Jean Du Randt, GM GS of the Eazi Group, Africa's market leader in work-at-height solutions.

In the 2014 Health and Safety statistics report for South Africa's mining sector, Minister Ngoako Ramatlhodi who headed the Department of Minerals and Resources at the time, conveyed his condolences to the families of the 84 mine workers who lost their lives that year. While he commended the reduction in fatalities over the past two decades, the fact remains that mining is still one of the most dangerous occupations in the country, as recently seen in the accident at Lily Mine in Mpumalanga, which has dominated the news for weeks.

Despite the dangers inherent in mining, the construction industry has surpassed the mining sector in recorded fatalities. According to the Federated Employer's Mutual Assurance Company, construction-related fatalities average 150 per year, with an additional 400 accidents occurring on average per annum.

CONTINUED ON PAGE 24



# WORK @ HEIGHT: GOOD PRACTICE

## WORLD NEWS

### OSHA UPDATES SCISSOR LIFT HAZARD WARNING

The U.S. Occupational Safety and Health Administration (OSHA) has released an updated hazard alert for scissor lifts following a year-long investigation into incidents that killed 10 people and injured more than 20.

All of the incidents were preventable, the agency stated and most stemmed from employers not addressing fall protection, stabilisation or positioning.

The hazard alert provides the following recommendations:

- Scissor lifts should be installed with guardrails.
- Only trained workers should be allowed to use scissor lifts and keep work within easy reach to avoid leaning away from the lift. Training should include never standing on the guardrails.
- Employers should ensure scissor lifts are stable by following the manufacturer's instructions and using the device outside only in good weather conditions.
- Position scissor lifts at least 3 m away from electrical power sources and implement traffic controls to prevent workers or vehicles from approaching the lifts.

The alert was initially developed following the death of a University of Notre Dame student and employee in 2010. The untrained employee was 11 m up in a scissor lift filming a football team practice when winds – which were gusting at more than 80.5 km/h, blew the lift over and killed the worker.

### PASMA TRAINING DIRECTOR RETIRES

Stuart Hopkins, former director of training from mobile tower association PASMA has retired.

He has been instrumental in developing and introducing a range of training courses considered to be the industry standard in the UK and increasingly internationally. More than 70 000 PASMA PhotoCards are now issued annually, compared with 45 000 in 2008. He holds the certificate in training practice from the Chartered Institute of Personnel Development, the RoSPA safety instructors certificate and was chair of the IPAF training committee, 2004-2005

Minister Ramathodi also stated that 35% of mining fatalities are related to working at height. This statistic is echoed in the construction sector and is compounded by a lack of fall protection gear and equipment, and undoubtedly a lack of knowledge of safety requirements.

The construction boom in South Africa is rapidly driving up demand for work-at-height solutions, and also increases the need to conform to safety governing procedures, rules and regulations. Recent changes to economic conditions also drive a need for efficiency culminating in deployment of improved ways of working at height.

"The trend of deploying more mobile elevated work platforms to perform work-at-height duties more efficiently, requires proper instructions on how to operate machinery while following safety and compliance regulations.

"These are the prerequisites aimed at the reduction of fatalities in high risk industries," says Du Randt.

In addition, all driven machinery is regulated by the National Code of Good Practice and therefore has to comply with this legislation. NCOP 2015 associates mobile elevated work platforms with a C53 license. Du Randt elaborated, "This license is currently based on the MEWP unit standard and, albeit controversial in its construct, delivers a sound basis for operating a MEWP. We found that some training providers incorrectly associate one of the crane unit standards putting the operators and employers at risk." Operators should be transparent in sharing this legislation with its customers.

In the construction, mining and energy industries it is compulsory that operators are properly instructed on how to operate any mobile elevated work platforms, forklifts and telehandlers. This extends to the lifting category where an operator of a mobile elevated work platform with a capacity of 750 kg or more requires a valid license for operation. This license is renewable every two years. Note that this regulation is superseded by NCOP 2015 but should form the absolute minimum when using the equipment.

Operators of machinery should always wear appropriate personal protective equipment (PPE). Further, they should understand the components of the machine and its basic functions, the possible hazards in the operating area and emergency procedures in the event of an accident.

According to the Occupational Health and Safety Act 85 of 1993 the safety officer on site, together with the employer, bear ultimate responsibility for understanding and adhering to all safety policies and procedures. This respon-

sibility includes ensuring that all employees know the Act.

"Discipline and vigilance are the cornerstones of a shared safety culture. This means taking time to plan the work, complying with all regulations, rules, and governing safety procedures, choosing the right equipment to perform the work and then ensuring proper use," concludes Du Randt. Building a safety culture means preventing unnecessary accidents. The upfront effort and continued attention to this aspect of high-risk work will make good business sense in the long run.

Founded in 2003, the Eazi Group is Africa's market leader in rental, sales, servicing and training of work-at-height solutions with the largest and most diverse fleet of Scissor Lifts, Boom Lifts, Mini Cranes, Personnel Lifts, High Capacity Telehandlers, Rotational Telehandlers and Telehandlers on the continent.

Born of a vision to make working-at-height safer and more efficient in the workplace, the Eazi Group is a 100 % South African owned company that provides its products and services to all sectors of the mining, light industrial, heavy industrial, entertainment and construction industries.

With its fleet always at the forefront of technological developments and the largest, most qualified team of technicians in the industry, as well as its partnerships with the best-of-breed global manufacturers, the Eazi Group supplies work-at-height solutions to its customers anywhere in Africa and prides itself on ensuring that all its customers' service and support requirements are met 24/7.

The Eazi Group has four business units: Eazi Access Rental, Eazi Sales and Service, Eazi Equip Africa and Uplift Quality Solutions as the training division.

The company recently concluded an acquisition with Ethos Private Equity, a leading South African private equity investor into medium-to-large businesses in South Africa and sub-Saharan Africa. 🌐



Need a lift?  
**EAZI DOES IT.**

Contact us for all your  
Work-at-Height and  
Material Handling Solutions.

**EAZI** ACCESS  
RENTAL

Elevate Your Business

086 100 3294

[www.eazi.co.za](http://www.eazi.co.za)

## NEW KUBOTA L45 TLB IMPRESSES



Smith Power Equipment (SPE) has announced the successful introduction of the Kubota L45 diesel TLB (tractor, loader, backhoe) into the Southern African market. Sporting the new Kubota HST Plus hydrostatic transmission and packed with power, the L45 is ideal for contractors, landscapers, rental users and home-owners wanting professional results.

SPE's Kubota brand manager, Deon Engelke says that with 'startling' precision, the new HST Plus's automated control of the HST pump and motor gives optimal performance, regardless of the task, working conditions, or operator expertise.

"Kubota's new HST Plus offers professional and novice users maximum HST performance by giving optimal control of both the hydraulic pump and the drive motor, all with simple operation," he says.

He adds that the Kubota L45 TLB not only has the muscle needed for almost any job, but its advanced technologies provide the versatility that is required in the segments in which this machine operates.

The L45 was not built only for power and versatility; it was also designed to be comfortable for the operator. In line with Kubota's obsession with the fact that a comfortable operator is a productive one, it has increased the width between the fenders on the L45 by nearly 75 mm and has used some of that room to add arm rests. The L45 also features a full flat deck for easy mounting and dismounting, as well as the always easy-to-read Intellipanel®.

In addition, the L45's distinctive slant new

hood design is not just for good looks. This styling offers operators a greater field of view, allowing them to see more of what is in front of them.

Importantly with a machine that has so many functions, the hydraulic engineering is all-important. All hydraulic hoses are routed through the boom and arm for improved hose protection and durability - not to mention the improved visibility.

### Backhoe

With the L45's HST Plus transmission, its heavy duty backhoe operates more effectively and, combining the HST Plus with the new backhoe crawling mode, significantly increases productivity.

The backhoe has a 3 m digging depth, a standard hydraulic thumb and a high-performance inching valve. Also, the optional quick coupler helps to change buckets in a 'snap'. This is the perfect option for those who do a lot a bucket work and frequently change bucket types.

### Front loader

Excellent operation, better visibility, and superior versatility are just some of the reasons the L45's performance-matched loader is considered unrivalled for power and productivity. With 1 600 kg of breakout force, 1 000 kg of lift capacity and a 2.8 m lift-height, these robust loaders have the strength and reach for most projects.

An important feature when using the front loader is the slanted boom which matches the L45's hood and provides operators with a greater field view when changing attachments.

The quick coupler is real operational boon. It is simple to use and no tools are required for easy on/off buckets, pallet forks, etc.

### Independent PTO

The L45's independent PTO allows users to engage and disengage the rear PTO while the tractor is in motion. This means there is no need to stop the tractor to engage or disengage the rear PTO ensuring the enormously high productivity levels that Kubota has become famous for. Also, for safer and more convenient PTO use, the L45 features an auto shut-off and protective slip-up shields.

### Engine

Users all over the world have described the experience of greater power, dependability and cleaner emissions with the 45 hp Kubota diesel engine. It starts quickly in cold weather and sustains high torque rise, even under heavy loads or at lower speeds. Special balancers provide lower noise and vibration levels and a spark arrestor muffler is standard equipment.

### Heavy-duty rear axle

The heavy-duty rear axle uses multiple wet disc brakes for extended life and smooth stopping performance.

Engelke says that this is one of the finest products in the Kubota range and the market has responded positively. "This incredible TLB is an efficient and reliable machine which makes jobs easy and, in the long run, cheaper. Ultimately it's the lifetime cost and efficiency of the machine that really counts and users cannot go wrong with the L45," he concluded. 🌟



## Construction Equipment

**DOOSAN.** The closer you look, the better we get.

### DISA Equipment (Pty) Ltd T/A Doosan SA

**Johannesburg:** Tel: +27 11 974 2095 | Fax: +27 11 974 2778 | 60c Electron Avenue, Isando, Kempton Park

**Durban:** Tel: +27 31 700 1612 | Fax: +27 31 700 1646 | 4B Stockville, Mahogany Ridge, Pinetown

**Wolmaransstad:** Tel: +27 18 596 3024 | Fax: +27 18 596 1015 | 72 Kruger Street, Wolmaransstad

E-mail: chantalh@doosan.co.za

**Mpumalanga** - Tienie Ferreira/Ryno Smith 013 246 2678    **East London** - Rowan Weyer 043 748 4077

**Port Elizabeth** - Vaughn Coetzee 041 484 6240    **Cape Town** - Neville Black 021 380 2600

**Bloemfontein** - Mike Phillips 051 433 1249

[www.doosan.co.za](http://www.doosan.co.za)



# ONE TOUGH ANIMAL

at Nampo 2016



**B**obcat compact machines and attachments that will add value to any farm by making light work of a wide range of agricultural tasks will be showcased at Nampo 2016.

“When a difficult economic climate makes the going tough, farmers can count on tough Bobcat machines and attachments that deliver lowest possible cost of ownership and quick return on investment,” says Bobcat Equipment National Sales Manager, Andre Steenkamp.

Over 50 years of experience in the design and construction of compact equipment have been harnessed into every Bobcat machine and attachment. The design principles of quality, high performance, efficiency, durability, easy maintenance and operator comfort are inherent to every Bobcat. Add a remarkable assortment of attachments and each machine is transformed into a tough versatile multi-tool that takes care of a wide range of farming applications quickly, efficiently and affordably. “It is simply impossible for a farmer to own or rent a machine for every job on the farm. Taking on a multitude of tasks, the Bobcat is an adaptable farm-hand that delivers maximum availability and uptime, lowest possible cost of ownership and quick return on investment,” says Steenkamp.

Alongside the Bobcat TL 358 Agri telehandler, the S650B skidsteer loader and the E17 mini-excavator, attachments including augers, bale spikes, dumping hoppers, farm utility grapples, landplanes, pallet forks and skeleton buckets will show off their prowess at the agricultural show in May.

With its innovative design and state-of-the-



art technologies, the Bobcat telehandler excels in the most demanding agricultural applications. This compact, strong and agile machine will quickly become irreplaceable on farms.

The outstanding power and hydraulic performance, combined with a completely re-engineered cab, ensure that the Bobcat skidsteer loader will do more and do it faster and better than its nearest rival.

The superior working range of the value-for-money E17 gives this Bobcat mini-excavator extreme versatility while a thick steel tailgate, side covers and oversized cylinders achieve exceptional durability.

With the establishment of its Used Equipment Division, Bobcat is making it even easier for customers to invest in a Bobcat and reap all the benefits offered by these compact machines. “Machines and attachments, fully refurbished to OE quality, are available at extremely affordable prices from our Used

Equipment Division,” comments Steenkamp.

Farmers are assured of rapid product and service support from Bobcat’s strategically located branch network. “We recently opened a new, fully equipped office and workshop in Nelspruit, Mpumalanga, which we share with Goscor Lift Truck Company. “This has gained us a firm foothold in the Lowveld area of Mpumalanga, across a large part of Limpopo and into Mozambique to bring products, parts and services closer to all our customers in the region,” concludes Steenkamp.

Alongside Bobcat, two other companies in the Goscor Group, Goscor Hi-Reach and Goscor Power Products, will also exhibit their agricultural product offerings on stand 56 A – C at Nampo 2016. 🌟

## GOSCOR POWER PRODUCTS

flexes its agricultural muscles at Nampo 2016!

**G**oscor Power Products, by no means a new kid on the block when it comes to supplying quality equipment to the agricultural industry, will for the first time, showcase its comprehensive and affordable product range at Nampo 2016.

"As first-timers at South Africa's largest agricultural show, our display promises to be a show-stopper," vows Goscor Power Products Managing Director, Mark Bester. "We understand that in a tough economy, farmers have to think hard before deciding to make a capital purchase and which brand to buy. While price will understandably dictate these decisions, it cannot be at the expense of quality. We are extremely excited to come to the aid of farmers in facilitating their decisions. Our products are remarkably affordable without compromising on quality, performance and reliability. Take our range of Rato fertilizer pumps for example. Fertilizer ingress will cause even the most expensive motor to fail. Our pumps will last as long as their nearest rivals in this extremely harsh environment. But at half the price, the farmer can afford to buy two, ready for next year's season!"

When it comes to firefighting equipment, Goscor Power Products boasts over 30 years of experience. The flag ship, the Subaru firefighter, has been specially designed and engineered to deliver cost saving as well as safety benefits to end-users. Water stability during transport is vitally important especially due to the fact that the terrain is normally rough. With designs such as the step-tank, struts on the tank ceiling and sides and baffles on the bottom of the tank interior, limit water movement. Corner struts facilitate safe and secure tie-down of the unit on the back of the vehicle. The black tank interior blocks UV rays to prevent algae build-up which can block the pump. The large tank lid (approx. 450 mm dia) allows for fast filling and easy cleaning.

Alongside the Subaru fire fighter, Goscor Power Products will showcase, from the well-known and proven Subaru and Lutian stables, electric and engine driven industrial and DIY high pressure cleaners, petrol and diesel water pumps and generators. The range of Subaru welding machines as well as Rato fertilizer pumps will also be on display. "Not only are we offering special show prices

on all the products displayed our stand but, for the convenience of our customers, these products are immediately available from our newly appointed dealer, Latgro Midas, in Bothaville," says Bester. "You can simply drive and collect your product same day."

Goscor Power Products will also be giving away products to the value of R25 000 in a daily lucky draw. Visitors to the stand will have the chance to win one of three DIY high pressure cleaners with the grand prize, a firefighter, up for grabs on the last day of the show; a fitting end to Goscor Power Product's first Nampo exhibition.

Alongside Goscor Power Products, two other companies in the Goscor Group, Bobcat Equipment and Goscor Hi-Reach, will also exhibit their agricultural product offerings on stand 56 A – C at Nampo 2016. 🌱



Bothaville, Free State

# NAMPO 2016



MADE IN JAPAN

Come and look a bit into our world – visit us at NAMPO (17-20 May) come and see what new models we have and what we have been up to in the last year. We would love to hear what you are busy with and what we can do to add value to your business. Looking forward to seeing you there!

**Come and see us on stand 139.**



**TRACTORS: 18-130 HP | TLBS: 25 & 45HP  
MOWERS | SIDE-BY-SIDES / EXCAVATORS**

139
NAMPO 2016

**TRACTORS: 18-130 HP | TLBS: 25 & 45HP  
MOWERS | SIDE-BY-SIDES / EXCAVATORS**

### Contact us for more information:

Dieter Bergmann: +27 (0) 82 305 0500  
Deon Engelke: +27 (0) 83 306 8655  
Mike Heath: +27 (0) 82 576 2163  
Sheldon Phelan: +27 (0) 82 419 6877  
Peet Swanepoel: +27 (0) 82 499 7245

**Head Office: +27 (0) 11 284 2000**  
Check out our website for more information:  
[www.kubotasa.co.za](http://www.kubotasa.co.za)



**Kubota**  
[www.kubotasa.co.za](http://www.kubotasa.co.za)

# SUSTAINABLE AGRI-SOLUTIONS

from Wacker Neuson's Compact Equipment



**W**acker Neuson's range of German-engineered compact machines is high performance, robust, reliable and economical. Workhorses that take South Africa's wide diversity of agricultural applications in their stride.

"South Africa's agricultural industry has been dealt a double blow, with having to face an economy that is stagnant in terms of growth, and deal with the reality of our worst drought in years," says Eugene Brown, Regional President of Wacker Neuson in Sub-Saharan Africa. "Finding ways to reduce operational and input costs are fundamental to farm sustainability and profitability, and quality machines and equipment that are inexpensive and easy to operate are therefore critical for farmers. Whether crops, dairy, fruit, eggs or meat, every farm requires lifting, stacking and moving of materials and this type of work must be done quickly and efficiently, with the lowest possible input and operating costs: This is where Wacker Neuson delivers on its promise: All it Takes!"

Alongside a wide selection of attachments such as bale and pallet forks, augers, trenchers, mulchers and mowers, mixing buckets and many more, Wacker Neuson's range



of skid steer loaders, wheel loaders, telescopic wheel loaders, telehandlers, dumpers and excavators can take on almost any task: From the full feeding and mixing function in feedlots, silage stacking and harvesting, kraal cleaning, fence pole installation and farm road maintenance, all the way through to handling bulk containers of harvested vegetables in the fields.

"Additionally, the wide range of our equipment allows farmers to utilise our construction-related industry expertise, specifically within our lighting, pumping and generator product groups, where we can offer world-class solutions for night-work, water movement and power supply problems which the

farmers may have to deal with," adds Brown.

Farmers are assured of fast, specialist after sales service, offering effective maintenance and repair of their Wacker Neuson machines and equipment, from the company's strategically located dealer network.

With a long and distinguished record of service to agricultural customers across the globe, Wacker Neuson is proud to continue this tradition locally by showcasing its impressive agri-offering again this year at Nampo 2016 (stand # 249), as well as at the Royal Agricultural Show (Block E, stand # 19A). 🌱



# FAW TRUCKS TAKE CENTRE-STAGE

## at Nampo 2016

The number of FAW trucks sold in the sub-Saharan region has grown exponentially since the opening of the Coega-based plant in 2014. Many Southern African customers are buying locally produced vehicles because of the obvious cost benefits and the opportunity to purchase well-engineered trucks, some modified to meet specific regional conditions.

Cheng Zhang, Marketing and Strategy Manager, and spokesperson for FAW Vehicle Manufacturers SA, says: "There are many advantages of sourcing FAW products from our South African base – the most important being time-to-market in the African countries, and of course for the SADC and AU, the added advantage which comes from the import/export duty agreements," he adds.

High quality manufacture, yet simple in design; high in performance; and economical to operate – this is what FAW commercial vehicles offer. The brand will again be taking the spotlight when it showcases its range of highly affordable trucks at the upcoming Nampo

Agricultural Trade Show in Bothaville from 17 to 20 May.

This is the 15<sup>th</sup> time that FAW has participated at Nampo demonstrating its commitment to the farming community. FAW SA has recognised the patronage and loyal support of its multitude of agricultural customers who have, over the 22 years that FAW has been present here, remained committed to the brand.

Customers have been convinced of the inherent value-for-money FAW provides to their business, and it is therefore no surprise that its vehicles have been very popular in the agricultural sector.

This year FAW SA will highlight its robust and dependable range through a representation of medium, heavy and extra-heavy commercial vehicles. The FAW trucks selected specially for the farming community are extremely well-suited to providing this sector with optimum vehicle performance while simultaneously keeping cost of ownership and running costs at an all-time low.

Two of FAW's best sellers will be on hand to show the farming community exactly why these vehicles have gained such high acceptance levels in their respective market segments.

These are:

- Lowest-cost-per-ton medium truck, the 8.140FL introduced in 2015.
- Remarkably well-priced FAW15.180FL with a drop-side body.

In addition, stalwarts from FAW to be showcased will include some favourite workhorses:

- 28.280FD tipper
- FAW 28.330FL with cattle body
- FAW 28.380FT truck tractor.

"FAW SA is committed to offering vehicles engineered, developed and rigorously tested to meet the harsh operating conditions locally. It is the company's intention to continue expansion into the emerging sub-Saharan Africa markets, and to making FAW South Africa a major distribution hub for trucks and parts for Africa," says Zhang.

Cheng Zhang adds: "We are in a unique position to offer competitive pricing without compromising on quality in any way because of our policy of simplifying the mechanics of our vehicles." 🌟



PLANT HIRE, EARTHWORKS, CIVILS, QUARRYING & CRUSHING

[www.renicoplant.co.za](http://www.renicoplant.co.za)



## SCANIA TRUSTED POWER

from vineyards to mining



Field workshop powered with Scania Genset. Apurímac, Peru. Photo: Silvio Serber.

**M**ining projects, construction sites in urban or remote areas, commercial farms and research centres in hard-to-reach parts of the country all need access to power in order to function. In countries like South Africa, where the supply of energy can be erratic, it is essential that sites using the national grid as a primary source of power can seamlessly switch to dependable and fuel efficient power generated on site.

Key performance areas for mines and construction sites include safety, operational uptime, cost management and environmental responsibility. Electricity supply is integral to all of them and for this reason it is essential that the power solution is energy efficient and reliable.

Scania, one of the world's leading manufacturers of trucks, buses, engines for heavy transport, and industrial, marine and power

generation, offers a range of engines for power generation on site. And, by choosing a Scania genset clients are assured of tailored services and maintenance programmes, industry-leading quality in every detail and user-friendly interfaces for maximum uptime, convenience and safety. The gensets are easy to install, ready to run and deliver electrical power as needed.

Rune Walter, Export Sales Manager for Scania Southern Africa, says Scania's well-known modular design has redefined reliability, safety and efficiency. "Our gensets are true Scania from the inside out – our customers, whether in the construction, mining or agricultural sectors, are guaranteed industry-leading quality in every detail."

The complexity of the genset installation depends on the site. If the site requires the genset power to be disseminated from a distribution board, four cables are installed from

the genset. If the site also uses the national grid, a changeover switch is installed.

Robust open and soundproof canopy versions of the genset are available in South Africa. Walter explains that since there is a hook on the canopy version it is easy for a truck-based crane to pick it up and transfer it to the next site, a concept that is used widely throughout in the world. The robust open version can be fitted into purposely built containers.

All Scania engines are based on a modular engine platform with a cylinder design that produces excellent performance and fuel economy. This evolution in design has struck the right balance between performance, emission and fuel economy and the engines develop high torque within a broad rev band – perfect for mining and construction sites.

"Scania's 9-, 13- and 16-litre engines are all



based on this modular concept – for example, one cylinder head can be fitted to all engines, which offers a number of advantages. Maintenance and repairs are more straightforward and fewer spare parts need be kept in stock,” says Walter.

The modular nature of the engines also makes them interchangeable. “In terms of capacity,” says Walter, “We have anything from 250 kVA to 700 kVA Prime Power. Where customers require 700 kVA during the day and only 200 kVA at night, two machines are installed so that when less power is required, one automatically shuts down, and vice versa”.

“Wherever there is a critical need for dependable, fuel-efficient workhorses that require minimal service and maintenance – Scania gensets are the answer. They are built with fuel consumption, dependability and maximum uptime in mind and are further

developed to satisfy the power load needed by the client in power generation,” concludes Walter. ♻️

**“Scania’s 9-, 13- and 16-litre engines are all based on this modular concept – for example, one cylinder head can be fitted to all engines, which offers a number of advantages. Maintenance and repairs are more straightforward and fewer spare parts need be kept in stock.”**



Rune Walter, Export Sales Manager for Scania Southern Africa

# VOLVO FH16 PULLS 750 TONNES

from standstill

In 'Volvo Trucks vs 750 Tonnes', a Volvo FH16 featuring I-Shift transmission with crawler gears faced an extreme heavy haulage challenge. With the world's strongest man, Magnus Samuelsson, and trucking journalist Brian Weatherley in the driver's cab, a Volvo FH16 pulls 750 tonnes.

In the Port of Gothenburg, Sweden, 40 containers filled with Volvo spare parts were placed on 20 trailers to form a 300-m long road train. Together with the truck it weighed 750 tonnes. The mission: to drive a Volvo FH16 from standstill while hauling 750 tonnes and cover a distance of 100 m.

I-Shift with crawler gears offers starting traction that is unlike anything else on the market for series-produced trucks. The new crawler ratios make it possible to haul really heavy loads, start off in difficult terrain, and drive at speeds as low as 0.5 km/h. Specially built trucks are normally used for exceptionally heavy loads, but here we were using a Volvo FH16 with a driveline that had come straight from the factory," says Peter Hardin, Product Manager FM and FMX at Volvo Trucks.

The Volvo FH16 used in the test featured I-Shift with crawler gears and the strongest axles from Volvo's regular product range. The truck was driven by Magnus Samuelsson, former holder of the 'World's Strongest Man' title.

"Few things can match the sense of challenging and winning over one's physical limitations. I've faced many tough challenges over the years but this pull was my heaviest ever," said Samuelsson.

At his side was trucking journalist, Brian Weatherley.

"That Volvo Trucks has developed an automatic transmission that can haul 325 tonnes gross combination weight is impressive. But tackling more than 700 tonnes Gross Combination Weight with a single regular production truck was really quite amazing. In my 30 years as a trucking journalist I'd never seen anything like it," said Brian Weatherley.

## The truck's specifications

Volvo FH16 750 hp in standard configuration, features Volvo's strongest axles from its regular product range. In order to handle the pressure on the drive axle, the plate under the fifth wheel was reinforced.



## How the challenge was tackled

- Before the trial was carried out, several safety measures had to be adopted. For instance, the couplings between the 20 trailers were checked thoroughly and the air pressure in all 204 tyres was finely adjusted.
- Forty containers were loaded onto the trailers. The containers were loaded in pairs, one on top of the other. All told, the truck, trailers and containers had a total weight exceeding 750 tonnes.
- In order to obtain sufficient friction between tyres and road surface, a load of 40 tonnes was placed above the drive axles. The truck hauled the rig 100 m.

## Other ways of expressing 750 tonnes:

- 57 Volvo FH16 trucks
- 350 Volvo XC90 cars
- 150 fully grown adult elephants
- four Boeing 747 Jumbo Jets
- Just over 4.5 wind turbines

## Facts about I-Shift with crawler gears

- I-Shift with crawler gears is a further development of Volvo Trucks' I-Shift automatic transmission.
- The new version of I-Shift has been specially developed for excellent starting traction and to handle driving at ultra-low speeds.
- I-Shift with crawler gears can drive as slowly as 0.5-2 km/h and can start from

standstill while hauling 325 tonnes, a unique achievement for series-produced trucks with automatic transmission.

- The transmission is available in a choice of direct drive and overdrive, with one or two crawler ratios. It is also possible to specify two extra reverse crawler gears.
- The crawler gears are added to a regular I-Shift gearbox. In order to handle the high loads involved, several components are made from high-strength materials. The gearbox is 12 cm longer than a regular I-Shift unit.
- The I-Shift with crawler gears is available with Volvo Trucks' 13- and 16-litre engines on the Volvo FM, Volvo FMX, Volvo FH and Volvo FH16. 🌱

## MERCEDES-BENZ SA

hands over largest fleet order to Bakers SA Ltd



In one of its largest fleet deals to date, Mercedes-Benz Trucks handed over 101 Mercedes-Benz Actros trucks to Bakers SA Limited, an independently owned transport and logistics services company based in Pietermaritzburg, KwaZulu-Natal. In an unprecedented move, all 101 trucks were presented to Bakers SA Limited at the Shongweni Equestrian Club, on 20 April 2016.

The handover served to reiterate the decades-long relationship between Mercedes-Benz South Africa (MBSA), of which Daimler Trucks and Buses forms a part, and Bakers SA Limited, which has operated 99% Mercedes-Benz trucks since its inception in the seventies.

"This is the single biggest order that Bakers SA Limited has concluded with Mercedes-Benz Trucks, and as in the past, we are sure that we will reap the benefits," said Abdul Tayob, Chairman of Bakers SA Limited.

"There are a number of advantages that make us so loyal to the brand. From a technical side, the trucks' reliability, improved safety and low fuel consumption mean we could not have made a better choice. I have to add that the relationship we have with both MBSA and our local dealer Mercedes-Benz Garden City Commercial means that we received the best deal possible. That is why we decided on an all-inclusive package with all the value chain partners: FleetBoard, CharterWay and Mercedes-Benz Financial Services. We look forward to even more success from this relationship," added Tayob.

"It is no coincidence that as Daimler Trucks & Buses (DT&B), our aim is very much in line with Bakers' mission. We want to be the benchmark commercial vehicle solutions provider that makes a real difference in the lives of our stakeholders. This includes everyone from our shareholders to customers and the various charities we support. This alignment is one of the major reasons this relationship will continue to move forward at such a rapid pace," said Kobus van Zyl, Executive Director: Daimler Trucks & Buses Southern Africa.

"This landmark transaction has been the result of a rock-solid relationship between Bakers SA Limited and DT&B. By continuing to focus on our two core strategic business pillars – Best people and Operational Excellence – we continue to be the supplier of choice for ever-growing businesses such as Bakers," added Van Zyl. ☺

The  
*Royal Show*  
Pietermaritzburg KZN  
1851 - 2016

27 MAY - 5 JUNE 2016

# NEED TO MOVE EARTH?

**THEN THE ROYAL SHOW IS THE PLACE TO BE!**

As KZN's premier mixed exhibition, the Royal Show offers 23000 m<sup>2</sup> of exhibition space, including some of the top names in construction and materials handling.

Don't miss it!

*##Something for Everyone!*



*It just gets better and better!*



Adults - R60  
Pensioners & Children under 12 - R40  
Children under 6 years enter FREE  
Wednesday 1 June - R40 for all



[www.royalshow.co.za](http://www.royalshow.co.za) • [info@royalshow.co.za](mailto:info@royalshow.co.za) • 033 345 6274

KZN'S PREMIER MIXED EXHIBITION

# HINO SA REAFFIRMS COMMITMENT

## to vision 2020

Hino South Africa has reaffirmed its commitment to Vision 2020 which aims to make Hino the top selling truck brand in South Africa by 2020. Recently, the Hino staff and dealers signed a pledge under the slogan 'One Team, One Pledge' to support this vision. The strategy has the full and energetic support of Hino Motors in Japan in terms of new products and back-up on all fronts.

Hino's ambitious Vision 2020 is not only about becoming South Africa's most popular truck brand, but also involves ensuring sustainable business for all parties involved, increasing volumes and meeting the challenge for selling and servicing more trucks. The ultimate objective is very customer focused in that the aim is to provide 'The Best Products and Total Support for our Customers.'

The most important aspect of this strategy is building on the already proven success of Hino's global Total Support programme which is rooted in strong relationships with absolute mutual trust, between Hino Japan, Hino SA and the dealer network to ensure they all become partners with their customers. Effective and ongoing communication with dealers and customers is a major key to the success of this programme.

Hino SA has already started building strong foundations for Vision 2020. A good example was the record Hino vehicle sales achieved in 2015. Total sales, including the Toyota Dyna, rose 6.5% from 3 844 units in 2014 to 4 094 units in 2015 with a record 3 601 of these latter units being Hinos.

Importantly, Hino was the top brand in the 2015 Competitive Customer Experience research, second in the National Automobile Dealers Association (NADA) survey in terms of dealers rating their OEMs and, more importantly, showed the best improvement in rating from its dealers.

Hino SA was also rated top in parts and service in Japan's regional evaluation of its distributors. Meanwhile parts sales in South Africa increased by 4% over the 2014 figure.

This year has also started well for Hino SA. Sales of 883 units in the first quarter of 2016 resulted in market share moving up from 14.0% to 14.3%, compared to the first quarter of 2015, while it was well ahead of its Japanese rivals in the South African market.

Hino's objective going forward will be to further increase market share in a declining market with a total sales target of just over 4 000 units for the 2016 calendar year.

Hino has also moved right to the top of the tree in the Competitive Customer Experience survey after the first quarter of 2016. It is not only No. 1 in terms of the combined total, but also No. 1 in all three categories researched, being sales, service and parts.

Although no all-new Hino models will be introduced in 2016 there will be changes to most models. All three model ranges – 300, 500 and 700 – will be fitted with government-legislated speed limiters in the course of the year, starting in the third quarter. At the same time the 300-Series will get an elevated air intake, while the 500-Series will get ABS brakes with a change from air/hydraulic to full air for the 1326 model. Euro 3 engines will replace Euro 2 power units in the 500-Series heavy truck range at this time.

The comprehensive Dyna range will remain unchanged this year, but in January 2017 it will get ABS brakes and be fitted with the larger Hino 300-Series cab.

The 700-Series extra-heavy range also remains unchanged this year except for the fitting of a speed limiter in the fourth quarter. However from the beginning of next year the 700-Series will be fitted with Euro 2 engines although Euro 4 power units will be available on customer order.

There will be a concerted effort to push the benefits of Hino's fully automatic transmission in the medium truck market in 2016. This programme will include putting more automatic models into the demonstration fleet.

"We couldn't have hoped for a more positive start to 2016, particularly as we have not introduced any new products during this period," said a delighted Ernie Trautmann, the Vice President of Hino SA, at a recent media briefing.

"However, we are very aware that we are currently operating in a very tough market and have to ensure we continue to build on relationships with all our customers, both old and new as we face a year of falling sales and rising costs."



Ernie Trautmann, the Vice President of Hino SA

Part of the 'One Team One Pledge' strategy involves improving the standards of dealers in all aspects of selling and servicing a growing number of 700-Series trucks in the future.

Other actions will be to develop a Hino-backed used truck strategy for the dealers, which goes hand-in-hand with a policy on buy-backs and trade-ins. Additional focus areas will be developing attractive service and maintenance plans as well as extended warranties, all aimed at lowering the total cost of ownership for Hino customers.

Top rate after-sales-service will be a cardinal part of the 2016 Challenge strategy. With the parts sales target lifted by 7% for 2016, the programme to improve the competitiveness of Hino parts pricing will continue.

A new strategy in after-sales will be real-time monitoring of Vehicle off Road (VOR) cases at the dealers so as to be able to develop quick action countermeasures to minimise downtime for customers.

A new initiative for the dealers will be the introduction of a learnership programme to encourage younger people to enter the truck retailing business. It will be a one year development programme with the focus on selling and is a joint venture between Hino SA and the dealers.

"Overall, we believe that Hino is in an excellent position to enable us to take the next steps on the road to achieving Vision 2020 within the next five years," concluded Ernie Trautmann. 🌱

# MISSION ACCOMPLISHED.

NEW DAILY. VAN OF THE YEAR 2015.



**BETTER FUEL  
EFFICIENCY.**

**BETTER LOAD  
CAPACITY.**

**BETTER TOWING  
CAPACITY.**

**BETTER  
ERGONOMY.**

**BETTER  
AGILITY.**

**A completely revamped heir to a tradition of excellence.**

Retail Price: R562 100.00 incl. VAT, Interest Rate: 10.5% (prime), Payment terms: 60 months, Deposit: 10%, Balloon payment: 15%

Fully customised maintenance and repair contracts available on request

\* Structured payment options

\* Terms and conditions apply and subject to credit approval

**Contact your nearest Iveco dealership today!**  
**0800 116967**

**IVECO  
CAPITAL**

In alliance with **WesBank**

**WesBank** - A division of FirstRand Bank Ltd. An Authorised Financial Services and Credit Provider. NCRCP20. Terms and Conditions Apply.

# MERCEDES-BENZ SOUTH AFRICA

## supports United Bulk in truck driver wellness

**M**ercedes-Benz South Africa (MBSA) and its partner organisations place fleet owners and drivers at the forefront with their innovative Fleet Owner Workplace Programme

In line with the 2015 National Transport Month theme of Together we move South Africa forward, Freightliner Trucks – a division of Mercedes-Benz South Africa (MBSA) – supported one of its most valued customers, OneLogix United Bulk, in launching its Fleet Owner Workplace Programme. The celebration took place at the company's Vanderbijlpark and Worcester depots at the end of 2015.

OneLogix United Bulk was established in 1996 and has since expanded to a fleet of more than 226 vehicles operating throughout southern Africa. The company specialises in providing a solution to any liquid transport requirements, whether the product is agricultural, chemical, food grade, or liquid petroleum gas.

“The Onelogix United Bulk Workplace Wellness Policy is a commitment by our company to the wellness and safety of our employees, their families and other road users,” says Patrick Pols, Managing Director: One Logix Bulk United.

“As a dangerous goods transport company, we are committed to maintaining a healthy and safe work environment by protecting the health and well-being of all our employees by raising awareness, promoting wellness and educating staff about specific diseases such as HIV and TB,” he adds.

The Fleet Owner Workplace Programme is an extension of the MBSA workplace wellness strategy that has been putting the company's employees first for over a decade, adding to the automotive giant's ability to achieve profitable growth and contribute to the socio-economic success of the country.

The concept for the Fleet Owner Workplace Programme came about as a result of MBSA's involvement in the Trucking Wellness project, an initiative of the National Bargaining Council of the Road Freight and Logistics Industry (NBCRFLI), which provides an education and basic health care service to truck drivers along the major freight routes in southern Africa. This includes the dissemination of information, testing and treatment



of HIV and Aids and other lifestyle illnesses.

A need was identified to provide a more holistic approach to the management of health and wellness on the part of the fleet owners. As a provider of transport solutions to the freight industry, MBSA is able to support fleet customers and their truck drivers with an additional benefit that will enhance their sustainability and profitability.

Key outcomes of the Fleet Owner Workplace Programme:

- Increase understanding around, and reduce the impact of, HIV and Aids and other lifestyle diseases.
- Increase capacity to prevent and manage disease.
- Benefit employee health, life expectancy and job retention.
- Information, education and screening around health issues.
- Assist fleet owners to develop, implement, monitor and evaluate a sustainable Workplace Wellness Programme (including the development of policies, systems and processes).

Dirk Meyer, Brand Manager for Freightliner South Africa explained the reason behind MBSA's decision to back the industry through the initiative: “Collaborations are key not only for Freightliner but for the whole of MBSA as we strive for the sustainability of



the transport sector in southern Africa, with employee wellbeing being a key contributor. The OneLogix United Bulk and MBSA Fleet Owner Workplace Programme is going to be impactful in that it places truck driver health and safety firmly on centre stage,” he says. 🌟



# ZERO TOLERANCE FOR ALCOHOL

## in the warehousing environment

By Rhys Evans, Director of ALCO-Safe

Alcohol use and abuse in the workplace is a challenge across many sectors, but can be a particular problem in industries where employees need to deal with hazardous conditions or operate heavy machinery. The warehousing environment is one such industry, as employees must often work with and operate overhead cranes, forklifts and other hazardous machinery. This type of equipment is highly dangerous as there is always the chance for human error and accidents do happen. However, the danger is significantly increased if employees are operating this machinery under the influence of alcohol due to the adverse effects of drinking on behaviour and reaction times. In order to mitigate this risk, warehouses need to adopt a zero tolerance approach to alcohol consumption in the workplace, backed up by effective policies as well as compulsory daily alcohol testing of every employee every day.

According to the Occupational Health and Safety (OHS) Act, employees are not permitted to be in the workplace under the influence of alcohol, no matter what industry they work in. Intoxicated employees may experience compromised cognitive ability and impaired decision-making, as alcohol is proven to increase risk-taking behaviour while decreasing inhibitions. In the warehousing industry the effects of alcohol consumption in the workplace can be catastrophic. Accidents with heavy machinery can cause serious injury and even death, and if it can be proven that the operator of the machinery was operating under the influence and management did not take steps to prevent this, then the company can be held liable for damages. Ensuring the safety and wellbeing of all employees within the warehouse workplace should be a top priority.

The first step is to adopt a zero tolerance

approach as mandated by the OHS Act. This requires that policies be put into place to this effect, which need to include mandatory daily breathalyser testing of every employee as they enter the workplace. If only random testing is implemented, or employees are not tested every day, then alcohol usage is difficult to control because of the large number of staff involved in many warehouse ventures. In addition, education needs to form a critical component of any alcohol programme, as even if people are tested on arrival they may drink during the day. Education into the dangers of alcohol consumption in the workplace, with real-world examples of the consequences of actions taken under the influence, can act as a significant deterrent.

New breathalyser technology too can play a role in ensuring compliance with zero tolerance policies. Key management solutions have been put in place in many warehouses in order to control and monitor who has access to keys for any physical asset, including heavy machinery such as forklifts and cranes. Intelligent, electronic key management systems provide a fully audited history of key transactions, and new solutions incorporate a breathalyser function into this solution.

Regular key management typically requires users to input a personal PIN number as well as their fingerprint in order to retrieve keys. The system then logs the time the keys were retrieved and by whom. The PIN and fingerprint must then be re-entered in order to return the keys, again logging the time and access code. With new breathalyser enabled solutions, users must not only enter a PIN and their fingerprint, but also blow into an integrated breathalyser and demonstrate their

sobriety by ensuring their breath alcohol is under the prescribed limit. Only then will the keys be released.

If users do not pass the breathalyser portion, the keys will not be released, and the names of the people will be logged along with their breath alcohol reading. They will also then not be permitted to continue with work. To prevent alcohol consumption during the day while on shift, the same exercise must be repeated when the keys are returned. The system will create an alert and log the breath alcohol content of the operators should they fail the breathalyser upon return of the keys.

By ensuring effective policies are in place, and by utilising advanced technology such as breathalyser-enabled key management systems, warehouse management can minimise the risk associated with alcohol consumption in the workplace. 🔄

**"Accidents with heavy machinery can cause serious injury and even death, and if it can be proven that the operator of the machinery was operating under the influence and management did not take steps to prevent this, then the company can be held liable for damages."**



### Alcohol and Drug testing specialists

high speed breathalysers and drug tests, reducing accident costs, keeping drivers safe and sober on the roads

#### AlcoBlow® Rapid Test



Strongest and fastest breath alcohol tester on the market. AlcoBlow Rapid Test requires the smallest breath sample and ensures accurate results first time, every time. Results are obtained within seconds.

#### LION ALCOLMETER® 500P



Can be used alone or in conjunction with its printer.  
**It now has cup test mode**

#### LION ALCOLMETER® 600



The LION ALCOLMETER® 600 has a touch screen display, for entering names, surnames and ID number of test subjects for printing and record keeping.

Ensuring safer working environments for over 40 years

Help is one call away +27 12 343 8114 / email [info@alcosafe.co.za](mailto:info@alcosafe.co.za) or visit [www.alcosafe.co.za](http://www.alcosafe.co.za) for more information



**TEREX® MINERALS  
PROCESSING SYSTEMS  
LAUNCHES CRH1313R  
PORTABLE IMPACTOR AND  
SCREEN PLANT**



The new Terex® Cedarapids CRH1313R delivers big production and has the versatility to handle rock crushing, concrete recycling, and asphalt recycling. The highly mobile plant is a complete stand-alone closed-circuit unit with three product capability. The plant features a high production Cedarapids IP1313 impactor with a 3 or 4 bar 50" (1270 mm) rotor powered by a Tier 4, 450 hp (335 kW) diesel engine, direct drive to crusher, and 200 hp (150 kW) generator. Uptime is maximised with a heavy-duty under crusher pan feeder that protects the conveyor belt from damage by absorbing the high velocity discharge from the crusher. More capacity is possible because of the 5'x16' (1515 x 4875 mm) patent-pending dual-slope 2-deck screen which handles heavier loads. In addition, the capability to return both screen deck products to the crusher maximizes production. A rugged 48" x 16" (1220 x 4875 mm) high-stroke Cedarapids 'Advantage' feeder with 60" (1525 mm) grizzly bar or optional stepped tine style grizzly section feeds the impactor. The new CRH1313R portable impactor/screen plant is simple to operate, quick to set up, and easy to transport.

**KIPOR IN FORKLIFT COUP AT METAL CONNECTION**



Top Boksburg-based scrap metal recycler, Metal Connection, has replaced its fleet of forklifts with four spanking new Kipor forklifts. Metal Connection's Johann de Meyer says that the previous forklifts were no longer economical and the provider's service levels had dropped off quite drastically.

"I had bought a Kipor 5.5 t excavator and I was impressed with its performance. I then decided to look into buying new Kipor forklifts," de Meyer says.

He adds that he was nervous about the decision as, at the time, he hadn't heard much about Kipor's material handling range and did not know what service levels could be expected from Kipor distributors in South Africa, Smith Power Equipment (SPE).

"Brilliant is all I can say," de Meyer says. "The performance of the forklifts has been exceptional and this has been matched by the service of the SPE team. They go the extra mile and whenever I have needed anything the response has been immediate," he says. The SPE team does monthly inspections to ensure that the Kipor forklifts are in tip-top condition. "We really appreciate this kind of service, as downtime is costly."

De Meyer adds that it must be remembered that scrap metal is a harsh environment, which is hard on equipment. "The forklifts must push and carry the large bins laden with metal and, even under these challenging circumstances, the Kipor machines have performed exceptionally."

Metal Connection acquired two Kipor KDF 35 and two KDF 50 forklifts. Both boast an advanced, streamlined design and solid, sturdy frames. Safety is increased by a hoist cylinder at the rear of the mast that increases visibility and the rear lamps, which are installed on the top cover. The tilt angle of the steering columns on both machines can be adjusted freely.

Metal Connection, a world class operation, is a family-owned metal processing company with a collective 90 year's knowledge in the metal recycling industry. Its facility contains an array of state-of-the-art metal processing equipment to ensure that various grades of ferrous and non-ferrous metals are accurately and appropriately separated and sized for mills and foundries both locally and internationally. 🌐

YOU'RE INVITED!

**Gardner  
Denver**

MASTERS of Air

1 - 3 June 2016

An industry event brought to you by Gardner Denver,  
your **ultimate** source for pressure and vacuum...

## COMPRESSED AIR EXHIBITION

Visit our open day and interact with our experts and view presentations, where our experts will share value-added best practices relating to compressed air and vacuum installations and requirements.

*Entrance to our open day is free.*

Who should attend? Purchasers and users of compressors, blowers, vacuum pumps, maintenance managers, factory managers, capital equipment decision-makers.

**Are you getting the most out  
of your compressed air system?  
Come and ask us how.**

**Venue:**

Emperor's Palace Convention  
Centre 64 Jones Rd, Kempton Park

**Hours:**

09h00 - 18h00 daily

Gardner Denver CompAir South Africa  
255 Berrange Road  
Wadeville

T +27 (0)11 345 2202  
[www.gardnerdenver.com/industrials](http://www.gardnerdenver.com/industrials)  
[www.compair.co.za](http://www.compair.co.za)

- **Nitrogen generation**
- **Product Range**
- **Compressed air cost of ownership**
- **Energy efficiency**
- **FAQs**

For registration and event details, contact:

E [Madeleine.colyn@compairsa.com](mailto:Madeleine.colyn@compairsa.com) | T +27 (0)11 345 2202





# You're not buying this.

What you're buying is so much more than a truck. It's a commitment. A partnership.

A whole solution designed and built around the working life of a vehicle, where Total Operating Economy is more important than just the initial purchase cost.

Uptime is crucial. If the vehicle is not working, it's not generating income. That is why the highest levels of reliability and durability are built into every model in our extensive range.

As a one-stop shop, the complete vehicle is also supported by one of the most proficient service networks in SA. Offering the greatest availability of parts and assistance, whenever and wherever you need it.

Payload is the next big thing. We have engineered our trucks to be the lightest yet strongest they can be. This is the key to offering the greatest payloads on the market.

And then there's the fluctuating cost of fuel. With Scania you can be confident that you are operating one of the most fuel efficient vehicles on the market. We can proudly say that this has been the case for decades.

Adding all this up, also taking the cost of R&M, finance, insurance and residual values into consideration, you will understand why we focus on total operating economy.

So if you're just buying trucks, we're probably not the supplier for you. But if you're buying a partnership, a commitment, a total construction solution, then we should talk.

**There is a better way.**

