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DECEMBER 2016



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2017



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2017

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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.



Total circulation Q3 2016: 3681

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



SURVIVING THE STORM

December is here, and it is that time of the year when many businesses wind down and reflect on a year behind them, while strategising for the year ahead. We would mostly agree that 2016 goes down in history as one of those difficult periods; difficult in every sense of the word.

For the capital equipment industry, the supply chain is a true measure of the state of play. To put this into context, the South African construction and mining equipment industry lost a third of its value in 2016, while the truck market remains under pressure with a -10% decline expected for the year. This comes in the wake of a 0% GDP growth forecast in South Africa in 2016.

There is a general school of thought that in tough times, fleet operators also ought to sweat their existing assets and postpone investments into new equipment and vehicles. The industries they operate in, especially construction and mining, are very cyclical sectors and once you get to a downturn, fleet owners also look at mechanisms to survive the difficult times. One of the mechanisms is to increase lifecycles of existing fleets and postpone investments into new assets.

But, is it all doom and gloom? Is it just another natural cycle where at one point things come down? Or, is it peculiar to talk about the "next" global recession, given that it doesn't feel like we ever really got out of the last one?

From an African point of view, surely the commodity price debacle is taking a toll on both the mining and downstream activities directly buttressed by this important sector. Most African countries are resource-driven economies, and their development

targets largely depend on the health of the mining industry. For example, infrastructure development projects are taking a hammering as a result of downward commodity prices, while the transport businesses are also bearing a fair share of the brunt of the mining slowdown.

But, for me, challenges translate into opportunity. For example, there is no question that sub-Saharan Africa's need for infrastructure development presents excellent opportunities for the broader capital equipment supply chain and the related contractors. It is a well-quoted fact that the region is historically among the least developed regions of the world, and as it plays catch up with the rest of the world, the pace of its construction activity will be rapid.

Infrastructure development will play a significant role in sub-Saharan Africa's economic turnaround, and authorities understand that closing the infrastructural gap will be crucial if any development targets are to be reached. In most countries in the region, infrastructure is a major hurdle to doing business, and is predicted to depress productivity by as much as 40%.

Despite the current downward trend in machinery and vehicle sales, it is worthwhile to note that often in a tough economy, sometimes equipment moves quicker than expected because it brings cost-effective solutions that may not be ordinarily available.

As we look ahead to 2017, I expect a slight upward trend with GDP growth of 1,2% projected in South Africa. One just hopes that we have reached the bottom end of the slowdown already and will start picking up some positive vibe in the next six months. All that said, greater focus should be on finding ways to survive the storm!



Munesu Shoko – Editor



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Compaction equipment maker expands SA manufacturing capability

Stampede Compaction Equipment, South African designer and manufacturer of light to medium compaction equipment of walk-behind and ride-on rollers, has recently been acquired by a consortium of investors, including its management, to expand manufacturing and distribution in southern Africa.

The manufacture of compaction equipment machines in Isando, South Africa, has received a sizeable cash injection, in accordance with the company's strategy to expand in both South Africa and into sub-Saharan Africa.

In November 2016, Stampede entered into a landmark distribution agreement with Dezzo Equipment and its consortium of dealerships throughout South Africa to sell and maintain Stampede equipment.

The Dezzo Consortium is well known distributor of, among others, Manitou products and has a long standing reputation in the mining, power generation, construction and agricultural industries.

"The Dezzo distributor agreement provides Stampede with a strong national footprint of sales outlets and highly qualified aftermarket workshops to service our customers' machines throughout the country," says Marco Capazario, Stampede's sales director. "It also ties in with our strategy of focusing on developing and manufacturing world-class products, maintaining a high level of customer-centricity, while aggressively growing our share of the market in the areas we operate."



The recent capital injection into the production plant and processes has transformed the quality of Stampede machines.

Stampede has been building its range of walk-behind and ride-on rollers since the early 1990s. The recent capital injection into the production plant and processes is said to have transformed the quality of Stampede machines to match those built elsewhere in the world. "Our full product range of rollers are designed to ensure simplified operation, yet with robust and quality performance to suit Africa's harsh operating conditions," says Capazario.

Stampede manufactures a wide range of double-drum roller compactors, from the 39 cm Trench compactor, to the 62 cm, 75 cm and 90 cm walk-behind rollers. Its recent addition is the popular 2,7 t ride-on roller. Over the past year, Stampede machines have undergone improvements to the hydraulics componentry and assembly processes, along with new increased vibratory mechanisms for improved compaction performance. 🌐

New CPLT H6LED light tower for efficiency on the move

Chicago Pneumatic has launched its seventh light tower. Equipped with wheels and featuring high-efficiency LED lamps with specially-designed optics to maximise light coverage and brightness, the new CPLT H6LED is said to offer greater luminosity and improved transportability with the goal of reducing overall operational costs. The combination of efficiency, toughness and portability ensures that the new models can meet the demands of applications including construction sites, events, rental as well as oil and gas.

The arrival of the new light tower follows the successful launch of the CPLB2LED light tower at Bauma 2016. The CPLT H6LED is the fourth LED light tower in the portfolio and completes Chicago Pneumatic's offering for

2016. The three other LED models are the electrically-powered CPLB2LED, the diesel driven CPLT V15LED, which features a Red Rock canopy to optimise durability, and the diesel driven box frame CPLB6 light tower.

The CPLT H6LED is equipped with four 350 W high-efficiency LED lamps, which are equivalent to four 1 000 W metal halide lamps. The effect is to maximise coverage up to 5 000 m² while reducing fuel consumption by up to 70%.

Longer refuelling intervals are enabled by a 130 ℓ fuel tank that supports running times of up to 185 hours. Easy transportation and service have also been factored into the design of the new light tower, which has a compact frame and offers simple access points for maintenance work. 🌐

New Atlas Copco LP7505 rolls in

Following the launch of the LP6505 walk-behind duplex roller over a year ago, Atlas Copco Construction Technique has now introduced the LP7505. "After a decade of success with our fully hydraulic duplex roller LP6500, we updated it to the LP6505, and now the LP7505," says Kjell Helgesson, product & application specialist, Light Compaction.

"While there is already an established market for 750 drum rollers, the larger LP7505 is exactly what the market has been looking forward to; a fully hydraulic model that offers superior compaction capacity, a popular choice where there are demanding jobs but where the contractor does not want a ride-on roller. Moreover, the larger machine delivers better centrifugal force and the wider drum allows the unit to cover more ground."

New Wacker Neuson loaders go off-road

Wacker Neuson has further expanded its wheel loader range with the arrival of three new models. All machines are particularly characterised by off-road capability, increased durability and simple operation. The three new models – the WL28, WL44 and WL54 – are ideal for contractors, gardening and landscaping, rental parks and the municipal sector. The WL28 is a compact wheel loader specifically designed for the construction industry.

The WL44 and WL54 come with bucket capacities of 0,8 and 1m³, respectively. The WL44 has an operating weight of 4 600 kg and a standard engine output of 35,7 kW (optional 44,7 and 55,4 kW) while the WL54 weighs in at 5 800 kg with an engine output of 55,4 kW.

First GA 75 compressor for Africa

The first Atlas Copco GA 75 Full Feature VSD+ (Variable Speed Drive) compressor to land in Africa has been supplied to longstanding customer, Sonae Novobord in Mpumalanga, South Africa by Atlas Copco Compressor Technique's authorised distributor, Lowveld Compressor Services.

The GA 75 VSD+ compressor comes with permanent magnet (PM) technology recently introduced by Atlas Copco to its VSD+ range. "Because the VSD matches the compressor's speed to compressed air demand, it is the most efficient option for applications where end-users regularly run their compressors below maximum capacity," says Charl Ackerman, Industrial Air Business line manager. "When used on a variable speed application, the completely redesigned VSD+ compressors offer up to 50% better energy efficiency at full speed operation." 🌐

Renico awarded Phase 2 of Steyn City project

Renico Earthworks & Civils has been awarded a R280 million contract for the construction of internal services in Phase 2 of Steyn City Parkland Residence. The development lies on the last piece of land on the urban edge of the 'new north' and, at 2 000 acres, will be the largest parkland residence in South Africa.

Steyn City aims to be the biggest lifestyle development in the country. Homes at Steyn City range from apartment living and clusters to freehold properties, which owners can build according to their own specifications. Size stands vary, but all share stunning views of the parklands they border.

Phase 1 of the development is well under way, with 93 apartments and 19 clusters already completed and a further 60 clusters being built off plan. In addition, six show homes have been completed and 220 freehold stands have been released and sold. Construction has already commenced on more than a quarter of the stands, and the first homeowners have taken occupation.

Renico Earthworks & Civils commenced with the internal services in the last quarter of 2016. The project is expected to take 20 months to complete. The scope of work includes building approximately 18 km of internal roads with surfacing and kerbs; storm-water structures and junction boxes; water, irrigation and sewerage systems; sub-soil drains; sleeves; electrical internal services; gas internal systems; bulk earthworks and temporary fencing.

"We are delighted to be appointed for the Phase 2 internal bulk services of Steyn City. This prestigious lifestyle resort has become a byword for quality and attention to detail; an ethos which matches our own," says Nico Louw, managing director of Renico Earthworks & Civils. 🌟



Renico Earthworks & Civils officially commenced with the internal services in the last quarter of 2016.

Advancing earthworks projects with Komatsu fleet



Aldert Nieuwoudt, founding director of Advance projects, standing in front of a Komatsu PC200-8MO excavator the company recently acquired.

Based in Mooiplaats, east of Pretoria, South Africa, Advance Projects has used Komatsu products from the outset, starting out with second-hand equipment and gradually growing the size of its fleet with the addition of new machines.

"We are very happy with our products and our fleet of dozers and excavators is literally 99% Komatsu," says founding director Aldert Nieuwoudt, who points out that the older machines are still earning their keep more than two decades down the line.

The company's faith in Komatsu was further demonstrated during the first few months of 2016 when it took delivery of four new PC200-8MO excavators, three PC300-8 excavators and a single D65EX-16 dozer. The new additions have been taken on board not only to replace existing equipment, but specifically for use in the development of new projects, and the total size of the Komatsu fleet now stands at 30 units.

The Advance Projects story began in 1992 when Nieuwoudt – together with his brother MC and friend Kobus du Toit – set up their fledgling earthworks business. Starting out with only a handful of people but plenty of ambition, hard work and a careful choice of capital equipment, has seen the business mature and expand as a force in its field. It's also worth mentioning

that it now employs about 500 people.

"Business conditions are definitely tight, margins have shrunk and we need to be very enthusiastic when we tender. Despite this, there are some very good reasons to be positive as we have consistently achieved year-on-year growth of 20% over the past three years. We have done this by staying competitive in the marketplace and keeping a very careful eye on operating costs," says Nieuwoudt.

Operating costs are being further addressed with Komtrax – Komatsu's technologically advanced remote equipment and fleet monitoring system, which is currently being activated across all of the company's more recent acquisitions. Aldert believes that taking the advice of his dedicated Komatsu representative, Karen van der Walt, to utilise this comprehensive plant monitoring system can only be beneficial, as it provides immediate reference to essential indicators like hours worked, fuel consumption, operator performance and the exact location of a machine.

"It is a very handy tool, not only for developers like ourselves, but also for plant hire operators. We operate all over the country and this gives us an immediate reference to what's going on and where. We need to keep up to date with this type of technology to run our business in today's conditions." 🌟



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Komatsu fleet drives Basil Read Mining's resurgence

Since the restructuring of the Basil Read Group two years ago, the company's mining division continues to consolidate its position as a leading specialist in surface contract mining, and a fleet of Komatsu machines is playing a big role in the company's resurgence in the face of the current hard times in the mining industry.

Basil Read Mining has since developed an impressive southern African footprint, with major contracts including Namibia's Tschudi copper mine, Botswana's Lerala and Jwaneng operations and De Beers' Venetia diamond mine in South Africa.

Khathutshelo Mapasa, executive officer: Mining at Basil Read, believes the industry is in a state of transition. Disadvantaged by a legacy of business practices, its development lags behind that of the manufacturing sector. The so-called super cycle – a seemingly never-ending surge in commodities at attractive prices – is also well and truly over.

"The bottom line is that in an industry where between 60% and 70% of costs are machine-related, availability and reliability are key, followed in short order by an original equipment manufacturers' (OEM) response to its customers' needs," reasons Mapasa.

"Komatsu is definitely our most responsive OEM supplier and this is reflected in the fact that 70% of our major machines are Komatsu products. Another aspect of our relationship is that



70% of Basil Read Mining's fleet are Komatsu machines.

we can work together to extract maximum performance from our equipment for the benefit of our customers," says Mapasa.

This point is illustrated by the collaboration between Basil Read and Komatsu, which salvaged a customer's long-term contract for the supply of copper ore. The deal had been structured prior to the plunge in commodity prices which put the commercial viability of the project at risk.

Synergies created by Komatsu and Basil Read saved the day, with close and effective cooperation elevating productivity to over 30% against budget, without a single addition to the fleet. The scale of the mining business is so vast that even the

smallest of marginal gains, for example, fuel economy or reductions in cycle times are compounded to add major value.

"Komatsu is respected by Basil Read as an innovator that is continually refining its products and systems. For example, Komatsu has done a lot in terms of engine improvements. The quality of diesel in South Africa is not what it should be, and engine modifications have improved power output and fuel economy. "Another important innovation has been the introduction of lighter bodies for rigid dump trucks. We can now load up to between 15% and 20% more which is highly significant for contractors like ourselves," he says. 🌀

Caterpillar's new object detection systems for all brands

Caterpillar has launched the Cat MineStar Detect Object Detection systems for additional Cat machines and virtually all brands of mobile surface mining equipment. Previously unsupported Cat machines, as well as other brands of machines, can now be equipped with the cameras, radars and in-cab displays that deliver increased site awareness to mobile equipment operators.

Object Detection kits are available with one to four cameras and as many as eight radars for applications ranging from small auxiliary equipment to ultra-class mining trucks. Functionality remains the same as the proven Object Detection system equipping Cat mining trucks from the factory and available as a factory option on several Cat wheel loaders and wheel dozers.

The expanded line of retrofit kits enables enhancing safety and standardising mixed fleets for the benefit of operators and maintenance technicians. Object Detection is wholly contained on the machine and does not require the installation or operation of any off-board infrastructure. The system is fully supported by Cat dealers.

Detect Object Detection is designed to work during machine start-up and when a machine is traveling at low speeds. The system employs radar capabilities to automatically detect hazards such as other equipment or vehicles within critical zones around the machine – in front, at the rear and each side. The system also presents specific camera views to show the operator where potential hazards are detected. A proximity bar on the in-cab display flashes yellow or red, depending on the distance of the detected object. 🌀

Enabling mine automation

The first Sandvik AutoMine Loading installations were delivered more than 10 years ago and the company says the automation system continues its success story today. More and more mines globally are discovering how Sandvik AutoMine can improve their operations.

"This year seems to be a turning point with many new Sandvik AutoMine Loading Lite systems being ordered," says Riku Pulli, VP Automation, Sandvik Mining and Rock Technology. "Within this challenging business climate mines are looking for reliable, easy to implement solutions that deliver higher productivity and efficiency in mining

operations. We are proud that Sandvik AutoMine has already delivered well on these requirements for many customers and there are more in the pipeline."

Sandvik AutoMine Loading Lite is a simple, single loader automation solution that helps ensure safer operation and high productivity. It is easy to set up, operate and maintain. The solution can also be easily expanded to applications that require more than one loader operated by a single operator. Sandvik AutoMine Loading Lite works in a wide range of mining methods including development, open stoping and sub-level caving.

Sandvik AutoMine Loading

New Sandvik machines boost safety at Diamond Mine



The new Sandvik's DS411 rock bolters are completely mechanised and controlled by a single operator from under a FOPS safety canopy.

Petra Diamond's Finsch Diamond Mine in the Northern Cape of South Africa has purchased a fleet of Sandvik dry drilling bolters to support mining operations at the new Block 5 sub level cave development.

The machines have been deployed to promote additional safety in the kimberlitic ground of the diamond mine which necessitates dry drilling in favour of the usual water-aided equipment. Water is known to lead to the rapid decomposition of certain kimberlite types, which in turn can lead to larger support holes than originally designed, compromised ground support elements and eventually support failure, leading to the tunnel's instability.

As an additional measure the new Sandvik's DS411 rock bolters are completely mechanised and controlled by a single operator from under a FOPS safety canopy. The new section also requires high production outputs and the new bolters are said to be more than capable of keeping pace with the daily progress. They can install between seven to eight rock bolts per hour, including welded mesh sheets.

Saltiel Pule, Sandvik's business line manager, UG drills, says new rigs use the short-but-powerful Sandvik RD314 rock drill to deliver the best possible ratio between the rock bolt length and drift height. At the same time the TBR60 boom is able to install varying types and sizes of rock bolts from a single carrier setup.

A joint solution between Sandvik and dust suppression experts, Ilmeg, has enabled the usually "dusty" dry drilling of the rock to be conducted under nearly dust-free conditions which not only contributes to better visibility and respiratory safety, but also creates a cleaner and more sanitised environment for miners to operate in. ☼

Lite was recently updated with a unique new function, Automatic Bucket Loading Assistant, which completes the fully automated loading cycle by bringing in technology that enables a loader to fill its bucket without any help from the remote opera-

tor in the control room. This new feature makes the full loading cycle much more consistent and allows operators to focus on the overall process supervision instead of a need to continuously load buckets over tele-remote connection. ☼

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MINING NEWS IN BRIEF

Unlocking Zambian copper ore body

Sandvik Mining and Rock Technology has entered into a long-term agreement with NFC Africa Mining Plc (NFC) to supply the necessary equipment and skills to effectively mine the lucrative South East Ore Body (SEOB) of the Chambishi copper mine in Zambia.

With the assistance of Sandvik Zambia, the mine will enter into a four-year agreement to supply a comprehensive solution that will include automation of the mine, equipment, services, training and the company's unique Trans4Mine optimisation program. Sandvik will begin to supply NFC with a complete suite of mining equipment to mine the SEOB, beginning in March 2017 and running through 2020.

Tectra Automation to the rescue

Tectra Automation has supplied three Schmalz vacuum lifters to mining supplier RSC Ekusasa Mining's packaging lines at its resin manufacturing facility in Wadeville, Johannesburg. Used to palletise boxes of the company's RocLoc resin capsules at the end of three production lines, the lifters replace more manual, labour-intensive item handling, allowing the facility to increase overall packing efficiency and safety. 🌀

Thuthukani pioneers electric drive tech for electric hauler

South African based consulting firm, Thuthukani, has teamed up with Fermel to design and manufacture an electric traction system for Fermel's new 25 t electric hauler. The development of the system has led to breakthroughs in battery management and electric drive technology, and most importantly, in zero emissions mining technology developed locally.

In developing its new 25 t electric hauler vehicle for applications in soft and hard rock mining, Fermel tasked Thuthukani with the design and development of the hauler's electrical traction system, including all auxiliary systems, battery storage system, electrical propulsion including traction control and torque vectoring, cooling system, electrical management and distribution system. The first working prototype is set for implementation in 2017.

Looking at the capacity of Thuthukani's Electrical Traction System and the overall design of the hauler from Fermel, both companies argue that they have the capability to answer the needs of forward thinking modern mining operations. "One example of the reasons contributing to a slower rate of mechanisation on South African mines is the fact that some mining equipment imported from overseas would have rubber tyres and rubber tyre equipment that can only operate up to maximum angles of 11 degrees. This opens the door for local manufacturers to leverage their knowledge and understanding of the South African mining environment and create products that



The battery and associated charging system is designed to reload the battery within two hours and to utilise opportunity charging to mitigate energy-related risk.

answer the local industry's unique needs," argues Calvin Coetzee, electronic system engineer at Thuthukani.

The advantages include the fact that because battery electric based mining machines emit less heat during operation, approximately 30-50% less ventilation is needed in order to cool the equivalent battery based machines. This means that they can operate in warmer environments than diesel systems. Removing the diesel component also means that they have no toxic emissions during normal operation. "Infrastructure-wise, these machines would allow development costs to be cut due to the lower ventilation requirements," argues Coetzee. "No diesel handling would be required and the technology is adaptable to both trackless and rail bound equipment. Electrically driven machines even have lower operating noise." 🌀

Murray & Roberts Cementation challenges the status quo

Challenging the status quo in the mining industry is one of the characteristics that has allowed Murray & Roberts Cementation to develop innovative technologies aimed at enhancing safety and increasing efficiencies and productivity in this sector. This often involves taking best practice components of methodologies used in other industry sectors, such as civil engineering and tunnelling, and adapting these to produce a new best practice technology specifically for the mining sector.

Allan Widlake, business development director at Murray & Roberts Cementation, says the most recent example of this is where the company leveraged its years of experience in shaft sinking. Following extensive development work, the company's team of engineers unveiled its innovative pre-sink gantry which was successfully implemented at the Venetia Project.

The unique shaft sinking method is

engineered to deliver optimal safe working conditions and comprises a single rail mounted gantry which combines the stage and kibble hoists as well as the blast barricade. The stage is suspended from the gantry on steel wire ropes attached to two 8 t stage winders on purpose-built platforms to the sides of the main girders.

Significantly attributing to the enhanced safety and productivity, man and material loading is handled on one side of the gantry with waste rock being dumped from the other side. "This is achieved with the gantry traversing between these two points," says Widlake.

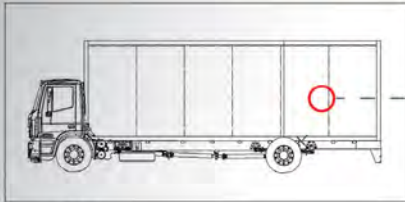
The main hoist of the gantry, used for kibble hoisting and slinging, was custom engineered to allow a pre-sink of up to 80 m below the collar elevation. On the Venetia Project, an actual depth of 60 m below collar elevation was sunk.

The hoist is able to raise and lower a

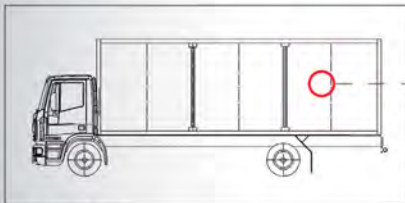
kibble with a 10 t payload at a conveyance speed of 0,5 m/s. The gantry system incorporates an automatic tipping frame. The kibble is slewed into its docking position where it is automatically positioned and hooked onto the frame. By lowering the hoist, the kibble's payload is discharged into a truck waiting below. Widlake says that this system significantly reduces risk thereby enhancing safe working and reducing tipping cycle times, resulting in increased productivity. The height of the gantry structure is matched to the height of the stage and this allows the stage to clear the collar once raised to its upper limit. Once the stage has been raised in this upper position, the long travel wheel drive motors are energised to move the gantry, complete with suspended stage, away from the shaft. The blast barricade is then drawn over the excavation and this effectively prevents fly rock from leaving the shaft barrel during blasting. 🌀

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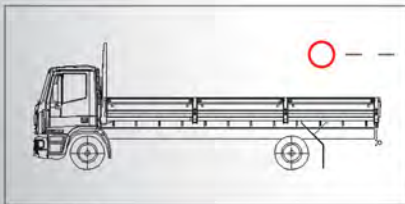
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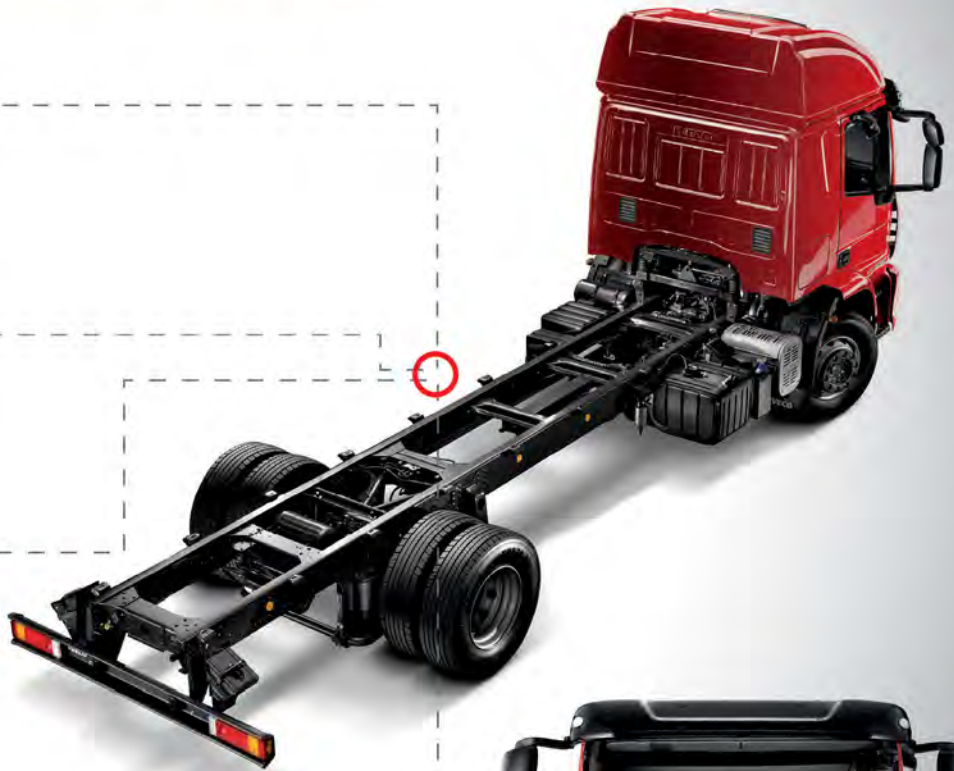
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Purchase Price	R521 750*	R547 750*	R736 000*
Body Type	Flat Deck/ Dropside	Flat Deck/ Dropside	Van Body/ Curtain
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Mercedes-Benz's Urban eTruck concept is a fully-electric heavy-duty distribution truck, which could roll onto the market as early as 2020.

TRUCKS OF THE FUTURE

New products and trends always take centre stage at major capital equipment exhibitions. At this year's IAA Commercial Vehicles show, megatrends of the future – digitisation, e-mobility, autonomy, alternative propulsion, sustainability and the road to an emissions-free future – were key themes, supported by an array of concept vehicles presented as the future of on-highway trucking by several big truck makers. By Munesu Shoko

At the 2014 edition of IAA Commercial Vehicles, new products making their way into the market took centre stage, and one of the key themes on several stands was the brand new Euro 6 trucks. But, in 2016 there was a complete shift with concepts rather than new truck launches stealing the limelight.

Concepts from several big truck makers gave a glimpse of the future of on-highway trucking. The main trends behind these developments range from connectivity, automation, through to electric drive and alternative fuels.

For Mercedes-Benz, the focus was on

what the truck giant terms "megatrends of the future" – digitalisation and e-mobility. While its breakdown-free truck might have seemed a long way off at the beginning of the year, Mercedes-Benz Trucks raised the bar even higher with its Urban eTruck, the world's first fully-electric heavy-duty distribution truck, which could roll onto the market as early as 2020.

It is said to be a ground breaking truck where connectivity meets e-mobility. "We are pioneering e-mobility, connectivity and autonomous driving," says Wolfgang Bernhard, head of Mercedes-Benz Truck and Bus.

"The starting point was our customer

base and their expectations from future trucks," says Sven Ennerst, head of project engineering for the Urban eTruck concept. "They want a vehicle that offers zero emissions and that is what we are proposing. The price tag will be higher than a conventional truck, but we are working on reducing that, plus the lower operating costs will help counter the extra initial costs."

Mercedes-Benz says its Urban eTruck uses the possibilities opened up by connectivity to create a seamlessly interconnected system that incorporates range and load management, vehicle information and peripheral data. "The modular construction of the batteries is the first step to perfecting the interaction between the drive control and power supply management to maximise performance and range in short-radius distribution," says Bernhard. The additions of Predictive Charge Management, proactive Predictive Powertrain Control cruise control and FleetBoard for urban distribution make the Urban eTruck suitable for everyday use.

Mercedes-Benz says its innovative FleetBoard telematics service for urban



Iveco's Z Truck concept is based on a heavy truck running on Bio-LNG with conformable tanks, enhanced aerodynamics and a waste heat recovery system.

QUICK TAKE

Mercedes Benz Urban eTruck

- Fully electric truck
- Admissible total weight of 26 t
- Zero emissions
- Might go into production by 2020



Powered by lithium-ion batteries with total capacity of 212 kWh



Ranges up to 200 km

Iveco Z Truck concept

- Long-haul concept truck
- Powered by LNG engine running on bio-methane
- Zero-emissions capability
- Autonomy of 2 200 km



Zero accidents



Engine power of 460 hp and 2 000 Nm of torque

MAN eTruck concept

- Electric TGS semitrailer tractor
- Emission-free
- 250 kW motor delivering 2 700 Nm of torque
- Powered by three 35,3 kWh lithium-ion batteries
- Probable launch date of 2021



Battery capacity permits daily range between 50 and 150 km



18 t permissible total weight

different modes, which optimise the way in which it is driven and the use of energy available. On a standard journey, it is set to 'auto'. For special cases there is a power mode called 'agile' and 'eco' mode for maximum range. It automatically adapts the 'auto', 'agile' and 'eco' settings to conditions within a certain target range.

Zero-impact with Z Truck

Another stand-out vision of future trucking was Iveco's Z Truck, a zero-impact concept truck that anticipates the shift to green energy and autonomous driving in long-distance haulage. The company believes it has positioned itself as an alternative fuels leader, with its Concept Z powered by a combination of liquefied natural gas and bio-methane, giving it zero-emissions capability.

The concept is based on a heavy truck running on Bio-LNG with conformable tanks, enhanced aerodynamics and a waste heat recovery system, to deliver long-haul transport with autonomy of 2 200 km and virtually zero carbon emissions.

Iveco also claims a zero accident rate is possible, thanks to new collision avoidance technology through its autonomous systems. The Z Truck is also said to define how new technologies and autonomous driving will change the role of the driver, who will become an on-board logistics

distribution is the first to connect the telematics system with the drive control. It starts with the scheduling; instead of the conventional fixed delivery runs, there is a flexible system. It ensures that all the planned haulage work can be completed by the vehicle fleet without overextending

or underutilising the range of the trucks. The variables used include the pallet spaces in the trucks, the weight, the range and the driving times. Virtual monitoring intervenes if unforeseen events to force the truck to the limits of its range.

The Urban eTruck can operate in three



MAN's 18 t concept eTruck is an electrically-powered semitrailer tractor for applications in night-shift deliveries to city centre locations.

operator. It is said to offer zero stress and zero waste of time with its driver-centred design. The cab is freed from traditional constraints to be reconfigured according to the different uses – driving, automated driving, office work, testing and the human machine interface – to adapt the way it provides information as needed.

“The Z Truck takes a step further into the future anticipating the way alternative energy, new technologies and automated driving will change the driver’s life. Its pioneering approach has resulted in this concept being protected by 29 patents,” says Pierre Lahutte, Iveco brand president. “With Iveco Z Truck and its 29 patents, we are defining where our efforts could lead us in the future: a vehicle with a human dimension, designed to accommodate

comfortably and safely the work and leisure activities of the driver, adapting each time to his needs. We are defining a future of long-haul freight transport that is totally sustainable – a vehicle that has zero impact on environment, with zero emissions and zero accidents.”

The Z Truck features a new generation LNG engine running on bio-methane, which is derived from refined biogas. The LNG-powered engine develops 460 hp and 2 000 Nm of torque. It features a 16-gear automated transmission with Powershift in the upper gears.

It also comes with a Michelin X Line Energy, the first tyre range to be awarded the AAA grading in rolling resistance, which saves long-haul convoys up to a litre of fuel per 100 km. The tyres feature

RFID embedded tags, which can track each tyre throughout its lifecycle, providing information such as type, size, model name, wear, performance or temperature.

An on-board Rankine Cycle Waste Heat Recovery system exploits exhaust gas as heat source to recover energy, with the result of a further fuel economy gain while driving. The truck’s approach to achieving the zero accidents goal is based on active and preventative safety systems. A full set of sensors around the vehicle enables the evolution towards automated driving.

Digitalisation opens the way

Scania also used the IAA Commercial Vehicles show to reiterate its position on sustainable and safe transport, and the company believes that digitalisation opens the way. Scania wants to play a leading role in sustainable transport. The company is working within three areas to achieve this goal: increased energy efficiency, alternative fuels/electrification and smart and safe transport solutions.

In addition to its connected fleet of 210 000 vehicles, Scania has a broad alternative-fuel offering for Euro 6. But, a cornerstone for the company within areas of sustainability and transport is the idea that there are no simple, stand-alone solutions that in a single swoop can solve all challenges.

“The road ahead doesn’t involve

“The Z Truck takes a step further into the future anticipating the way alternative energy, new technologies and automated driving will change the driver’s life. Its pioneering approach has resulted in this concept being protected by 29 patents.”



Automatic driving systems currently being investigated at Scania feature functions that help drivers drive safer and free them up for other tasks while in traffic jams. *Scan the QR code to watch the video!*

Scania doesn't expect driverless vehicles to be a common sight on public roads within the next decade, but vehicles with a higher degree of driver assistance and automated systems are anticipated.

increasing the usability of a particular fuel or a particular technology. The whole of the value chain needs to be made more efficient and measures need to be taken in all areas, including renewable energy, making vehicles more efficient and making movements more efficient," says Magnus Hoglund, director of Sustainable Transport, Scania.

Scania has been researching autonomous vehicles for more than 10 years. While the vehicles that Scania sells today already have a high degree of "self-driving" in the form of systems that regulate everything from speed to gearshifting strategies, these are, of course, still dependent on active supervision by the driver. "Scania doesn't expect driverless vehicles to be a common sight on public roads within the next decade, but vehicles with a higher degree of driver assistance and automated systems are anticipated," says Gunnar Tornmalm, head of Predevelopment and Systems Development, Scania.

MAN's eMobility theme

MAN Truck and Bus also used IAA 2016 to showcase its electric TGS semitrailer tractor, the eTruck, alongside with its electrically-powered city bus and various charging infrastructure concepts, as part of its eMobility theme at the show.

The 18 t eTruck is an electrically-powered semitrailer tractor for applications in

night-shift deliveries to city centre locations. It is based on a TGS 4x2 BLS-TS semitrailer tractor with an 18 t permissible total weight. The concept vehicle, which is optimised for operation with a city semitrailer with steerable single axle, fulfils the main demands being placed on future delivery vehicles for city centre applications, namely that they must have a high load volume and low unladen weight, be emission-free when on the move and at the same time have good manoeuvrability.


Driving the MAN City Truck concept vehicle is a 250 kW electric motor which delivers 2 700 Nm of torque. Auxiliary units, such as power steering, air compressor and air-conditioning system, are electrically operated and controlled via the energy management system to ensure energy savings. The braking energy recovery system converts the kinetic energy of the vehicle into electrical energy during acceleration phases, and uses the energy for recharging the battery.

The energy of the truck is provided by three 35,3 kWh high-performance lithium-ion batteries which are arranged under the driver's cab above the front axle, where most standard vehicles have the diesel engine. Depending on use, the battery capacity permits a daily range of between 50 and 150 km. The batteries are normally charged overnight. The concept vehicle also has the technical infrastructure for

the installation of up to four additional batteries, each with a capacity of 35,5 kWh.

The eTruck concept is said to represent just one aspect of MAN Truck & Bus's eMobility strategy and offers a glimpse of the city centre transport solutions which are due to be part of MAN's product range as of 2021. As part of the eMobility Roadmap, MAN is planning to unveil a pre-production bus version of a battery-electric vehicle by 2018. Series production of a 100% electrically-powered city bus will commence before 2020. 🌟

"Scania doesn't expect driverless vehicles to be a common sight on public roads within the next decade, but vehicles with a higher degree of driver assistance and automated systems are anticipated."



The primary advantage of the Potain MCT85F5 topless crane is that its overall height has been reduced because its design does away with the top tower often found on conventional tower cranes.

GETTING THE BETTER OF SPACE CONSTRAINTS

A South African building contractor has taken delivery of the first Potain MCT85F5 topless tower crane unit in the country, which has since been erected in style on its first jobsite where it will help the contractor get the better of space constraints, writes *Munesu Shoko*.

Material handling work-space is one of the main constraints on today's construction sites and the proactive management of work space is a very challenging task due to the dynamic nature of construction sites, where the availability of space is continuously evolving and changing over time.

Additionally, construction projects are characterised by a high degree of fragmentation and specialisation, which shape both the work on site and in the upstream supply chain. Activities on construction sites are usually performed by multiple trades who require, at any point in time, different materials at different times, as well as spaces such as working

areas for labourers, material storage, equipment and support infrastructure.

With a strong understanding of the importance of material handling space management and its effects on productivity, costs and site safety issues, Probuild, a prominent South African building contractor, has opted to purchase a Potain MCT85F5 topless tower crane from SA French, the authorised distributor of the Potain range of tower cranes in southern Africa. The primary advantage of this topless crane is that its overall height has been reduced because its design does away with the top tower often found on conventional tower cranes with pendant lines.

The MCT85F5 purchased by Probuild is the first unit of this model to ever lift into South Africa. It has since been erected at

101 Katherine Street, Sandton, where the contractor is undertaking the construction of a residential hotel with three basements and 10 floors on behalf of the Capital Hotel Group. The project is a 19-month contract which kicked off in February this year and is due for delivery in August 2017.

Matthew Simmonds, contracts manager at Probuild, tells **Capital Equipment News** that the decision to opt for the Potain MCT85F5, the latest addition to the Asian range of tower cranes manufactured by Potain, was twofold. "There are basically two factors. We needed the fact that it was a topless crane which comes with a reduced overall height by virtue of losing the top tower found on conventional tower cranes. In terms of the height of this crane in relation to the primary crane, the Potain MD310B, already on site, it made sense for the second crane to be topless for it to fit in between the top of the building and the underside of the jib of the primary crane," says Simmonds.

Secondly, as Simmonds puts it, the deal offered by SA French, a crane supplier Probuild has trusted to deliver for over two decades, was "just too good to refuse". "We initially had a rental agreement on



The manual turning of the slewing turret facilitates lifting the counter jib and having the slew turret in the correct position.

the other topless crane with SA French. A month after we had placed that order, SA French came to us with the opportunity to purchase the Potain MCT85F5 at a very good price," says Simmonds. "It was one of those once-in-a-lifetime deals."

Space challenges

From a coordination planning point of view, the contractor faces major constraints with the footprint of the building in relation to the available laydown area. "So, material handling and delivery is quite a headache," says Simmonds. "It all comes down to planning and we have since overcome that with the arrival of our MCT85F5 topless crane."

"Getting materials vertically in a timeous manner to all the various floors is of essence to the workflow processes on site. We have now introduced the second crane which is purely for wet trades, such as brickwork," says Simmonds, adding that from a critical path point of view, a total of 3,5 million bricks have to go up to the various floor levels. "From a supply point of view, as the main contractor we have to provide our sub-contractors with sufficient material every day to meet the production timeline, hence the arrival of the second crane on site."

KEY FEATURES/BENEFITS OF THE POTAIN MCT85F5

- Overall height reduced with the crane having no top tower (topless crane)
- The design allows it to overfly other cranes on congested sites
- Jib can be erected/dismantled in 5 and 10 m pieces; the full jib does not have to be lifted as one piece
- All the components of the crane can be containerised in standard containers for easy shipping and transporting from site to site
- Comes with a 40LVF13 hoist winch reaching lift speeds of up to 81,5 m per minute with a new power control function
- The winch can be adjusted to power sources using either 50 Hz or 60 Hz, protecting components and simplifying set up
- New power control function allows the crane to work on job sites where power supply is limited

"The reason Probuild opted for a flat top tower crane on this site is because of the limited available space between the jib of the existing Potain MD310B tower crane and the top of the building," says Louw Smit, sales manager at SA French.

Crane establishment and disestablishment generally contributes heavily on the cost of the contract, and this is one of the key issues that the flat top design of the MCT85F5 addresses. One of the crane's key features is that it offers the luxury to erect or dismantle it in 5 and 10 m pieces; the full jib doesn't need to be lifted as one piece. *Capital Equipment News* witnessed the erection of the Potain

MCT85F5 at Probuild's building site in Sandton, which was a unique experience in the sense that it steered clear of the normal erecting standards of a tower crane.

The existing Potain MD310B tower crane on site was used to erect the new MCT85F5 tower crane. It is most unusual to erect a tower crane in this manner as it is usually assembled along with a mobile crane. This saved a lot of time and space constraints to deploy a mobile crane. Quentin van Breda, managing director of SA French, says the unique erection method circumvented the need for the nearby road to be cordoned off to traffic. "Using a mobile crane would have called for a partial, probably one-



The state-of-the-art Potain cab being positioned on the tower crane during the erection process.



The jib foot being connected to the slew turret during crane erection.

lane road closure to allow the rigging of a mobile crane," says Van Breda.

This also saved costs related to the hiring of the mobile crane for erection purposes. Louw says this erecting methodology was achieved through careful planning and understanding of the related constraints of erecting cranes on such space limited sites. "Obviously space is a premium on this particular site. Luckily the Potain MD310B was in capacity of what we needed to lift – 3,2 t and 7 m components – which are still in spec," says Smit.

Working spec

On this specific site, the Potain MCT85F5 was erected with a 45 m jib, and not its maximum 52 m. "With a 45 m jib, the crane can lift 5 t up to 16,3 m and 1,65 t at 45 m," says Smit.

The crane has been erected on a set of reusable fixing angles to a hook height of 34,1 m. The crane will be anchored to the building in the first quarter of 2017 and telescoped to its final height of 46 m. Erection took two days to complete. First day entailed loading and lifting the tower into place. The second day saw the jib and counter jib erected into place.

The tower was erected to a hook height

of 34,1 m with a jib of 45 m and a 11,5 m counter jib. The counterweight is 12 t, made up of 3 x 3 t blocks and 3 x 1 t blocks. The jib is made up of 1 x 10 m piece and a combination of 5 m and 10 m jib pieces.

It took close to four hours on the first day to put up the tower. The components of the tower fitted in two trucks, while the jib and counter jib arrived on site in three trucks. The important thing was that trucks had to arrive in the sequence which the components would be erected.

Close relations

Close cooperation between SA French and Probuild, which dates back to as many as 20 years, won the day on this specialised lift project. A team of five experienced riggers, boasting experience of between five and 15 years, undertook the specialised erecting job with the precision it required. "It takes a whole lot of years of training and jobsite experience to get them to this level," says Van Breda.

"We have evolved the system, which works very well for us. We continue to grow and become more professional than we were in the last few years. Collectively as SA French we boast 300 years of experience in the tower crane industry," says Van



Louw Smit, sales manager at SA French, Kobus van der Merwe, site agent at Probuild and Matthew Simmonds, contracts manager at Probuild, during the erection of the new Potain MCT85F5.

"We have evolved the system, which works very well for us. We continue to grow and become more professional than we were in the last few years. Collectively as SA French we boast 300 years of experience in the tower crane industry."

Breda, adding that the company has paid incredible school fees to get to the level it is now.

This manifests itself in the form of greater support and strong relations SA French has with its customers. Van Breda says, despite seemingly tough times in the local construction industry, Probuild's growth over the last eight years has been phenomenal, and SA French continues to grow together with the client.

For example, 12% of SA French's turnover is from Probuild, on the rental side of the business. SA French currently has an extensive rental fleet from 22 mt hydraulic self-erectors to 310 mt saddle jib cranes. To date, Probuild has five cranes on hire and now owns two Potain cranes of its own. The Potain MCT85F5 joins the existing Potain MD175B erected at the Tyrwhitt Project in Rosebank.

Simmonds explains why Probuild finds comfort in SA French. "From an availability point of view, SA French always has what we need and when we need it," he says. "In terms of price, they are also very competitive. This is complemented by the turnaround times in terms of service and maintenance, which works very well for us as a strict deadline-driven business." 🌟



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MB AfroAsia is confident that its association with the CNH Group will consolidate the company's position in the South African market with the brands it represents.



LAYING STRONG GROWTH FOUNDATIONS

MB AfroAsia SA's recent purchase of an existing Iveco dealership in Gauteng, South Africa, which will accommodate its full range of CNH Industrial brands, underlines the company's strong focus on growing its footprint to optimise backup support for possible increased market share gains, especially in a cut-throat trading environment, writes *Munesu Shoko*.

With a greater focus on enhancing aftersales service capabilities, especially in an environment where aftermarket support is fast becoming king, MB AfroAsia SA has further expanded its footprint with the purchase of an existing Gauteng, South Africa Iveco truck

dealership which has become home to its range of CNH Industrial International brands. The Truck City Johannesburg dealership in Midrand has also become the company's head office, and will also be home to other brands in MB AfroAsia SA's stable, including New Holland Construction and Astra Trucks.

Having a quality product is one thing,

and being able to offer crucial backup support once it is operational in the field, is quite another. A well-maintained product means less down-time, higher productivity and lower costs for the fleet owner. Based on the continued understanding of these fundamental principles, MB AfroAsia SA is not holding back its investments into an expanded footprint in its quest to become a force to reckon with in sub Saharan Africa.

MB Plant SA is a joint venture with MB Holdings Company, an international company based in the Middle East. The four-year old company continues to outgrow itself and is entrenching a strong relationship with its prime principal, CNH Industrial, with its focus on a strong national network of dealers, sub-dealers and branches across South Africa. MB Plant SA was established in January 2013 and became the authorised dealer of the New Holland brand. The company faced an uphill task to rebuild the brand, but Frank Reid, managing director of MB Plant SA at the time, believed his young company had what

Truck City Johannesburg is a fully fledged operation that will sell the full range of Iveco commercial vehicles from 3,5 t to extra heavy duty units, ranging from passenger, long haul to off-road.



it takes to re-establish the New Holland name to being a force it used to be.

After successfully turning around the fortunes of New Holland in its southern Africa jurisdiction, an opportunity to represent yet another CNH Industrial brand, Iveco, presented itself. MB AfroAsia SA opened its first Truck City Cape Town dealership two years ago, which went on to win the coveted Iveco Dealer of the Year accolade the very same year.

"We have had solid achievements in a very challenging market in a very short space of time. We have seen some growth and we are confident to continue on the growth path," says Alfred Da Costa,

chairman of MB AfroAsia UAE LLC.

Brian Steenkamp, Iveco head of Network Sub-Saharan Africa, says CNH Industrial and MB AfroAsia SA are very much aligned in their strategies to become significant players across sub-Saharan Africa. Truck City Johannesburg is the second collaboration between Iveco and MB AfroAsia after the initial Cape Town venture in 2014. The partnership will be replicated across borders, and the first venture will be in Mozambique, where MB AfroAsia SA and Iveco are at an advanced stage to open a dealership in the country. "Both parties are fully committed to make a success of the partnership. We will expand together

across borders," says Steenkamp.

Steenkamp hails MB AfroAsia SA's commitment to the success of the brands it represents in the local market. "Key to their success is the quality of service to their customers. I am convinced that the success at Truck City Cape Town will be replicated at Truck City Johannesburg."

Quick success story

Danie Gerber, CEO of MB Plant SA, says the catalyst to the company's quick success is its strong focus on an extended footprint to be closer to its customers. This has also been made possible by the strong foundations laid at the launch of MB Plant SA in 2013.

The company is undoubtedly enjoying quick success as a result. Only two years ago, MB Plant SA had six dealers across South Africa, a number which has since risen to 16.

Director Frank Reid, who also manages Truck City Cape Town, says there is no doubt that the company has made significant progress since its inception four

"We have had solid achievements in a very challenging market in a very short space of time. We have seen some growth and we are confident to continue on the growth path."

The new MB Truck City dealer will combine the two brands, New Holland and Iveco, to provide customers with a larger portfolio of synergistic products under one roof.



Danie Gerber, CEO of MB Plant SA, during the official opening of MB Truck City Johannesburg.

years ago. Its first task was not particularly a simple one as far as restoring the identity of the New Holland brand was concerned. "The first year was about changing the market's perception in two critical aspects. Firstly, to assure customers that MB Afro Asia, as a newcomer to the industry, had the substance both as a business entity and as a technically competent service provider. Secondly, we made a good start in convincing the market of the quality of the New Holland range of construction products," says Reid.

Reid also believes the support from the principal made it possible from the start. "CNH Industrial has been very supportive. The principal understood from the beginning the challenge that lay ahead and that they needed to pull with us to re-establish the brand. We have had the best of support from them," he says.

Wheels in motion

Truck City Johannesburg is a fully fledged operation that will sell the full range of Iveco commercial vehicles from 3,5 t to extra heavy duty units, ranging from passenger, long haul to off-road. It will also be one of the two dealerships stocking the Astra range of mid-duty and off-road trucks. This will be complemented by a full range of New Holland Construction equipment. The previous owner of Truck City Johannesburg was an authorised dealer for Iveco since 1999 before being bought out by MB Afro Asia SA this year. The transition and handover processes have been completed and Craig Jordan,

CEO of Truck City Johannesburg, says the company has a compelling vision to build the best Iveco dealer on the continent. "The wheels have been set in motion with the substantial investment into the upgrade of the facility. We are committed to delivering the right product, for the right application, at the right price, with right support," says Jordan.

Jordan believes this vision can only be realised by having a good team with the necessary skills to support the product in the market. "Having a good vision means nothing if you don't have good people to drive it," he says. "MB AfroAsia SA is willing to venture into new and challenging markets. As we grow, we will need greater skills sets to manage operations in these markets."

Focus on footprint

Steenkamp also reiterates the importance of a strong network for Iveco and the CNH Industrial group as a whole. He tells **Capital Equipment News** that the company is seeking a major boost to its current complement of 27 dealers across South Africa and seven more in southern Africa. "This year we rolled out key investments to cover all the major corridors. Support infrastructure is very critical for us," says Steenkamp.

He also notes that due to difficult economic conditions, the market is fast changing; fleet operators are sweating their assets and are looking at ways of extending lifecycles of their capital equipment. As a result, he sees more opportunity on the aftermarket side of

the business, hence the significance of a strong support network to cater for the aftermarket needs of customers.

Jordan alludes to the fact that the market is changing. He believes that focus is no longer based on the volume of customers, but rather a value proposition that saves the customer money to help them navigate the difficult economic conditions. This can only be realised through a strong support network to meet customers' needs within acceptable timeframes.

Steenkamp believes that Iveco South Africa's USD70-million investment in an assembly plant in Rosslyn, Pretoria in 2014 was a key starting point in showcasing CNH Industrial's long-term commitment, not only to the South African market, but sub-Saharan Africa as a whole.

The assembly facility accommodates several assembly lines for Iveco's ranges of medium, heavy duty and extra heavy duty trucks, as well as complete city and inter-city buses. A 60:40 joint venture between Iveco and the Larimar group, a bus bodybuilding company and operator of the Putco buses, the assembly plant started production in July 2014.

At full capacity, the assembly plant is envisaged to produce 6 000 trucks and 1 000 buses a year. Of this capacity, 20% is targeted at export markets. "The plant was the start of a new journey in South Africa and Africa as a whole. But, in the next two years focus will turn to increasing visibility through an expanded dealer network. That is very critical for us," says Steenkamp. 🌐



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UD Trucks recently launched its Quester range in Ethiopia, which will also be introduced in several other markets in southern and eastern Africa in 2017.

GAINING TRACTION IN DIFFICULT TERRAIN

In the face of current difficult economic conditions and a declining commercial vehicle market, UD Trucks Southern Africa has bold plans to expand and grow its business in southern and eastern Africa, writes *Munesu Shoko*.

The South African commercial vehicle market has faced several cycles of ups and downs in 2016. According to Rory Schulz, marketing director of UD Trucks Southern Africa, the market has mostly been under pressure throughout the year, with sales continuing to decline mainly due to challenging local macroeconomic conditions. Lower GDP growth, low commodity prices and severe drought impacting sales into agriculture, forestry and fisheries industries, have weighed in heavily on truck sales.

As a result, the market is projected to decline -10% in 2016 compared with 2015

figures. This is a second consecutive year of decline following the -3,2% in 2015 compared with 2014 sales figures. Meanwhile, export markets are also in a difficult space with resource-driven countries such as Angola and Zambia bearing the brunt of the low oil and mineral commodity prices, while markets such as Mozambique, Ethiopia and Zimbabwe are still suffering a lack of foreign currency.

Focus areas

Despite the difficult market terrain, UD Trucks is determined to further expand and grow its business in southern and eastern

Africa. "We have great expectations for the future within the region and are confident that we will continue to be successful as we have been over the past five decades," says Jacques Michel, president of Group Trucks Asia Sales. The company believes the starting point for its envisaged growth is to further expand its current dedicated network of 62 dealers across the region.

Michel believes that strong customer support as well as parts and service solutions will be key in the company's next growth phase. "It's easy to sell a truck the first time around, but for a customer to return for the second unit, you need reliable and competitive support, and this is where an expanded UD Trucks dealer network makes all the difference," says Michel. "It is about building mutually beneficial relationships and having the right truck and the right services for the right application for our customers to be profitable."

A key focus market for UD Trucks outside South Africa is Kenya. "One of the more

"It's easy to sell a truck the first time around, but for a customer to return for the second unit, you need reliable and competitive support, and this is where an expanded UD Trucks dealer network makes all the difference."



To further increase its product range in different market segments, UD Trucks Southern Africa has launched three new additions to its Quester line.

balanced markets where we see greater opportunity is Kenya," says Schulz. "We want to focus on Kenya in 2017 and we are busy with the process of changing our partner as we look to rebuild our business in the country."

Schulz is bullish about Kenya's prospects. He believes that in the long term, the country has much potential from a volume perspective than South Africa. To make the most of the growth prospects, UD Trucks is considering setting up a knock-down (KD) assembly facility to offset the duty constraints in the country. "Kenyan volumes are good enough to support the investment that comes with the KD facility. Historically, Kenyan truck volumes have always hovered in the same range as South Africa, at about 20 000 to 25 000 units per year," says Schulz. "It also saves as the hub to supply into Uganda and Tanzania because of the regional trade agreements between those countries."

UD Trucks Southern Africa is responsible for 18 countries in the region. While South Africa is a 27 000 unit market at its best, the balance of the market between the rest of the other 17 markets is about 30 000 units a year, according to Schulz.

Brand focus

The Volvo Group has adopted a new strategy that will see its truck brands – Volvo Trucks, UD Trucks and Renault – work independently in the market. UD Trucks

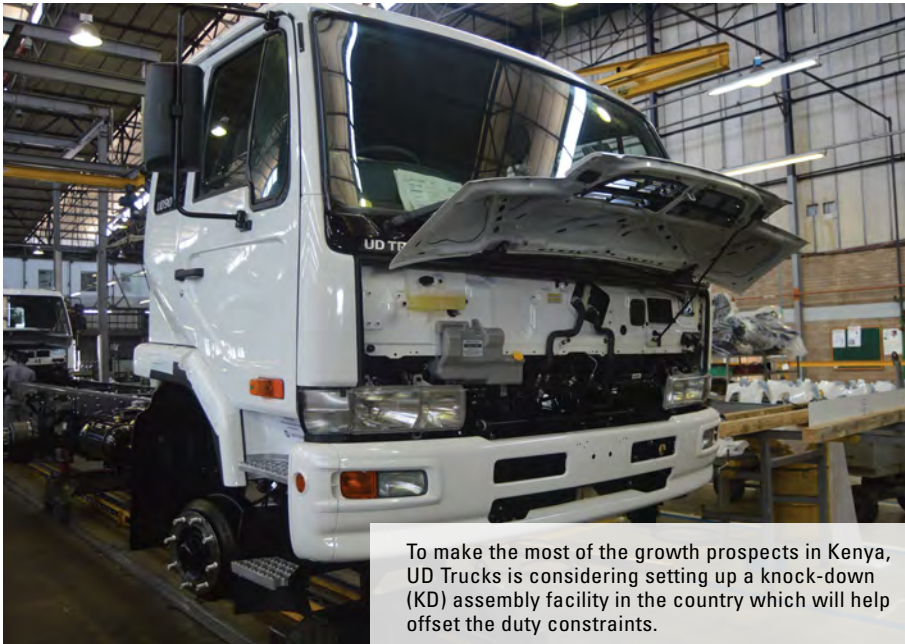
MARKET TO DECLINE -10% IN 2016			
SEGMENT	2016 YTD	2015 YTD	GROWTH
LD	6912	8434	-18.0%
MD	4573	4550	0.5%
HD	10050	11156	-9.9%
BUS	1058	905	16.9%
TOTAL	22593	25045	-9.8%

MEDIUM DUTY TRUCK YTD						
MAKE	2016 Oct			YTD		
	UNITS	MS %	POS	UNITS	MS %	POS
ISUZU	145	28.9%	1	1270	27.8%	1
UD	106	21.2%	2	849	18.6%	2
HINO	55	11.0%	4	766	16.8%	3
FAW	71	14.2%	3	612	13.4%	4
TATA	39	7.8%	5	375	8.2%	5
MERCEDES	27	5.4%	6	282	6.2%	6
FUSO	17	3.4%	8	183	4.0%	7
MAN	25	5.0%	7	157	3.4%	8
IVECO	6	1.2%	10	60	1.3%	9
VOLKSWAGEN	10	2.0%	9	17	0.4%	10
DAF	0	0.0%	11	1	0.0%	11
POWERSTAR	0	0.0%	11	1	0.0%	11

believes that the Brand Focus strategy gives the company the room to take control of its own destiny. "Under the new Brand Focus strategy, each brand within the Volvo Group should thrive on its own merits,"

says Schulz. "It goes back to the way we were previously structured, and that gives us ample room to drive the brand."

To further increase its product range in different market segments, UD Trucks



To make the most of the growth prospects in Kenya, UD Trucks is considering setting up a knock-down (KD) assembly facility in the country which will help offset the duty constraints.



Rory Schulz, marketing director of UD Trucks Southern Africa (left); Jacques Michel, president of Group Trucks Asia Sales (centre); and Gert Swanepoel, acting vice-president of UD Trucks Southern Africa, at UD Trucks' open day recently held in Johannesburg.

Southern Africa has launched three new additions to its Quester line of trucks. These comprise a 4x2 rigid, a 6x2 rigid and a 6x4 with a dedicated compactor chassis. The new models are available from December 2016.

"We have decided to add a 280 hp 4x2 rigid vehicle to have something at the bottom end of the Quester range, which ties up with our current Condor offering," says Schulz. "We have also added the 6x2 variant, mainly targeted at the car carrier industry, which is one of the very important markets locally. It also serves customers that require a bit of extra payload in some of the distribution applications. The third variant is a 330 hp 6x4 vehicle which comes with an Allison transmission as standard. That is dedicated to the waste recycling industry with its compactor chassis. It can also be used as a skip loader," adds Schulz.

"We continue to follow the Japanese manufacturing philosophy of continuous improvements by incorporating the feedback and exacting requirements of our local customers," says Gert Swanepoel, acting

vice-president of UD Trucks Southern Africa.

"Our strategy to promote Quester in the rigid segments such as construction and waste, as well as the municipal business has certainly proved successful since the product range was launched in South Africa in 2014. So we are expanding this strategy to offer our customers what they need by adapting to market needs," says Swanepoel.

Meanwhile, in line with the company's growth strategy, the Quester range was recently launched in Ethiopia, and will be introduced in several other markets within southern and eastern Africa in 2017. Michel reiterates the importance of this market to UD Trucks, revealing that UD Trucks Southern Africa is the largest market for the brand outside Japan, and is therefore of strategic importance to the truck maker.

Market conditions

The South African truck market remains under pressure with a -10% decline expected in 2016. This comes in the wake of a 0% GDP growth forecast in 2016 in South Africa.

The light duty vehicle segment has

seen the most decline in sales in 2016, with 6 912 units recorded by the start of November, representing a drastic -18% compared with the 8 434 units recorded during the same period in 2015.

The medium duty vehicle segment has seen a slight growth of 0,5% with 4 573 units sold during the year to November, compared with 4 550 unit sales recorded during the same period in 2015. The heavy duty segment also saw a -9,9% decline during the same period with a total of 10 050 unit sales, compared with 11 156 sold during the same period in 2015. Meanwhile, the bus segment saw a 16,9% growth, though from a low base of 905 units in 2015 to 1 058 unit sales in the year to November 2016. There is a general school of thought that in tough times, fleet operators ought to sweat their existing assets to postpone investments into new vehicles. "Our industry goes in cycles. Once you get to a downturn, fleet owners look at mechanisms to survive the difficult times. One of the mechanisms is to sweat existing assets and postpone investments into new fleet upgrades. But, I think it's not as bad as the late 1990s and early 2000s," says Schulz. "During those years, the average truck vehicle age in South Africa was about 13 years. That has come down drastically to about seven to eight years," he says, adding that this is an indication that fleet replacement cycles are much healthier.

Schulz also believes that the market may be down, but it's not all doom and gloom as some positive GDP growth of 3,3% in the second quarter of 2016 saw expenditure on GDP increasing to 3,4% during that period. Manufacturing increased by 8,1% and was the biggest contributor to GDP growth.

Schulz observes that the truck market is surprisingly strong for the current economic conditions. "Despite the negativity around the municipal elections, the second quarter GDP remained positive. It will be very interesting to see what happens in the third quarter. I believe we are far from the very tough market conditions we experienced in 2009," says Schulz.

"At this stage the heavy commercial vehicle market segment has seen some 0,5% growth for the year. In a market that is -10% down, it's definitely this segment which remains the shining armour of the industry."

Schulz expects a mild upward trend for 2017 with GDP growth of 1,2% projected. He believes that the truck market may have reached the bottom end of the slowdown period already. "I believe in the next six months it will be a similar kind of market and in the second half we will start picking up some growth. I anticipate growth for the truck market between 1% and 3% for next year," says Schulz. 🌟

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STRONG PARTNERSHIP PAYS DIVIDENDS

Munesu Shoko (MS): The South African construction equipment market is in a challenging space right now following difficult economic conditions. How is Case, together with its dealer, CSE, faring at this stage?

Stephen McGregor (SM): The construction equipment market is down nearly 30% year on year and it is through these tough times that relationships between manufacturers and distributors either become tense or a mutual understanding and a strong partnership is formed, as with Case and CSE. Communication, a strong understanding of where we are and where we want to be in the short to long term in this highly competitive, depressed market, become key factors. So, despite challenging conditions, Case and CSE are

Despite current tough market conditions in South Africa, Stephen McGregor, business manager for Case Construction in South Africa, believes that a closely knit partnership between the OEM and its local dealer, CSE, continues to yield growth opportunities across all market segments, writes *Munesu Shoko*.

building on their long standing relationship to find growth opportunities across all market segments.

MS: Can you please give me a breakdown of your product line-up for the South African market.

SM: As you know South African conditions

can be tough so we have carefully selected a product range to match the particular conditions. From our class leading backhoe loader range we have specific models that we offer customers to fit the diverse applications we find all over South Africa. The 580T and 570T models are a good fit in any application with various options to suit

customer needs, while the 695ST is mainly for those owner operator customers who fully utilise all the features, such as the three steering modes and 6 in 1 bucket, to get their jobs done to their satisfaction.

Our wheeled loader range is by far one of the most robust, productive and economical machines in the market. We are immensely proud of the hard work that has gone into developing one of the best range of loaders in the world that fit in construction, agriculture, industrial applications and, of course, offer the best return for plant hire companies.

The Case excavator range is probably one of the top performing excavator lines in the market, fitted with tried and tested components that make them highly productive and cost-effective for customers in all market segments. Our Case skid steer loader range needs no introduction. It is class leading in all aspects and offers great resale value. You cannot compromise on quality, productivity and operating costs and the robust design of the Case SSL range certainly ticks those boxes. I could go on about the other products in our line-up but needless to say none of these products would be as successful as they are without the outstanding support from CSE.

MS: Which product segment is the most lucrative for you at this stage?

SM: With the overall market being as depressed as it is, it would be incorrect to say that any one product segment is the most lucrative. It is a challenge doing business today and we fight for each and every deal and for each and every customer to be able to offer the value they are looking for in equipment. Between Case and CSE we do not have a "one size fits all approach", therefore we regard each customer interaction and approach each deal differently. It would be foolish to believe that one has a bread and butter product to keep your business going in these times since it can lead to a certain arrogance and you lose touch with the most important aspect of your business, and that is your customer.

MS: Case is renowned for its backhoe loader range in the local market with the 570 being a respected piece of equipment. Tell me more about this product segment and why you remain strong in this market segment.

SM: The backhoe loader range has been a part of our product offering since 1957 when we produced the first mass

production units. Since then the product has evolved in such a way that we always keep the needs of the customer in mind. We recognised that in order to make our equipment more accessible in the market to a wide range of customers we needed to be able to offer various options. The 570T fits in perfectly with customers who would view this product as a utility machine with class leading performance, affordability and, of course, backed by CSE around the country.

MS: The general construction excavator market (18-25t) also remains a big market in SA and Case is very strong in this market segment. Please discuss some of the company's offerings in this market segment and your market share.

SM: The Case excavator range in this market tier includes the CX210 and the CX240, both outstanding performers in whatever applications they are used. Best in class components make these machines stand out. Our market share may not ideally be where we want it but we have a clear plan of how to make customers more aware of these machines.

We are also realistic with regards to market share goals and aspirations, especially with so many competitors in the market. Being in such a competitive environment allows us to sit back and analyse competitor activity and we realise that it is not going to help any of us by recklessly buying market share and thereby creating instability in the market and devaluing what we have to offer. Instead we are able to offer customers a value proposition and a support structure that is hard to beat and, in time, we will grow our market share organically while sticking to our beliefs in offering value.

MS: The most interesting growth prospect at this point is also said to be the compact excavator. How big is your focus on compact?

SM: Compact, or mini excavators, are the next big thing! South Africa has a 10-year lag behind Europe when it comes to mechanised methods and new machines. We have been through the compact equipment boom in Europe already, and it is still growing. An example of the shift to compact machines can be seen in the UK where the total backhoe loader market is only around 600 to 700 machines per annum. If we compare that to the drop in backhoe loader sales in South Africa then I believe we are heading the same way over the next 10 years.

So what does it mean for our customers? Well at this stage, because the mini excavator market is so small, it's like starting with a blank sheet of paper where you get to decide how to transpose this compact equipment success of Europe into South African market conditions. It will take a handful of plant hire, construction and agricultural customers to realise the opportunities not only with the compact excavator but all the other compact equipment that go along with it.

MS: Case also remains the preferred brand for rental companies. Why the growing preference from plant hire companies?

SM: Resale value and reliability are key for plant hire companies and Case offers the best in both. You hit the nail on the head when you said it is a growing preference since we are reaching out to more customers by offering an honest value proposition and not some false promises that end up in a costly exercise for the customer.

MS: Just how big is South Africa for Case in terms of unit sales per year?

SM: South Africa remains our biggest market on the continent. However, its full potential has somehow been stymied by the current squeeze in construction activity in the country. There is great potential for this market if government starts releasing funds for the much needed infrastructure projects that this country so desperately needs. South Africa is regarded as the jewel of the continent and is strategically very important for Case and CSE. So, once the much flaunted infrastructure development projects start coming to market, we will definitely see improved sales. However, since we are part of the CNH Industrial Group we do enjoy a fair share of off take from sister company distributors and that, of course, adds to our annual performances.

MS: What are some of the initiatives in place to further grow market share together with your local dealer?

SM: Focus, determination and communication from the ground up and vice versa. We realise that we are not operating in a traditional market anymore and that requires focus on our customers, ourselves and our products, determination to grow the business with that focus and to communicate our successes and failures and to learn from both of us so that we can channel what we learn back into our plan and refine our focus. 🌟

MATERIALS HANDLING IN BRIEF

Trimmel takes the reins at MBSA

Mercedes-Benz South Africa (MBSA) has appointed Nadia Trimmel as vice-president of Mercedes-Benz Vans Southern Africa, effective 1 January 2017. In this position, she will be succeeding Nicolette Lambrechts, who will be assuming responsibility for Mercedes-Benz Vans in Canada, as of the same date.

“Trimmel is a proven expert in the light commercial vehicle business, and especially in the vans segment. Since her appointment with MBSA two years ago, she has overseen the sales division with great success. She has also played a major role in other departments of the Vans division, making her the ideal candidate to assume this role,” says Lambrechts.

Nooteboom wins patent case

The European Patent Office has finally ruled in Nooteboom’s favour in a 10-year legal wrangle about the Pendle-X Euro low-loader with excavator trough. The EPO ruled that a combination of an excavator trough and pendle axles is unique to Nooteboom and it is the only party in Europe that can bring this product on the market. “This has ended a long period of uncertainty,” says manager Toon de Smit, who is responsible for patent applications at Nooteboom. “While we were filing our application for the patent in 2005 we were already challenged: the low-loader with excavator trough was not thought to be unique and according to our competitors we could therefore not apply for a patent. The principle of an excavator trough and the concept of pendle axles have indeed been around for a while. But it’s the combination of the two that is in fact unique and has not been seen before and this is what the Appeal Board of the European Patent Office pointed out in their verdict.”

Enhanced gas trucks with Scania Opticruise

Scania now introduces the opportunity to combine its 9 l gas engine with the automated transmission system, Scania Opticruise. This gives more customers the opportunity to choose compressed and liquefied gas solutions, for example in long-haulage transport.

“Previously, customers have only had the options of selecting manual gearboxes or fully automatic gearboxes,” says Magnus Höglund, director, Sustainable Solutions. 🌱

1 000 MAN buses and counting

A longstanding business relationship between MAN Trucks and Buses South Africa (MAN) and Golden Arrow Bus Services (GABS) has reached a phenomenal milestone with a formal handover of the 1 000th MAN bus supplied to GABS.

“In 2011, GABS celebrated 150 years of providing efficient transport to the people of Cape Town. In 2015, MAN also celebrated a hundred years of providing technologically advanced trucks and buses to customers,” says Markus Geyer, managing director of MAN Truck & Bus South Africa, highlighting the impressive history of both companies.

“In 2001 we sold our first bus, a MAN A63 18.232/Explorer to GABS. This was the start of a collaborative partnership. A partnership that has led us to this event, 15 years later, where we are proud to deliver bus number 1 000 to the team.”

“We have a dedicated team that interacts with the engineers at GABS on a regular basis, ensuring they get the bus they need,” says Jerone Lagarde, senior vice-president



Golden Arrow Bus Services has taken delivery of its 1 000th bus from MAN.

of MAN Truck & Bus. Lagarde stresses the long-term commitment of MAN to investing in South Africa and its people, with over 80% local content being used in the manufacturing of its buses, creating local employment and upskilling workers.

“I am proud to be part of this collaboration between GABS and MAN,” says Francois Meyer, GABS CEO. “This long-term relationship has ensured that the R1,4 billion that we have spent on MAN buses over the past 15 years has made GABS an enduring provider of reliable and safe public transport to the people of Cape Town – with a laudable 97% efficiency ratio.”

Ctrack helps Loubser Bulk Services save big on fuel

Loubser Bulk Services, a leading bulk freight transporter in the SADC area, has announced a 4% saving on fuel costs over a fleet of 108 vehicles within the first month of subscribing to Ctrack’s Fleet Monitoring Services. The savings were made through the real time monitoring of vehicle speed across its 108 strong fleet and by proactively alerting drivers in the event of exceeding the speed limit.

Loubser Bulk Services specialises in the transportation of agricultural and mining products across South Africa and neighbouring countries, including Botswana, Namibia and Zambia. Although it has been a customer of Ctrack since 2012, this was the first time the company had used Ctrack’s Fleet Monitoring Services for its fleet comprising bulk delivery vehicles, drop side and tipper trailers. Recently, the company sought a reliable telematics solution which would allow it to improve the way its drivers operated its vehicles. Of specific concern was an increase in speed limit violations, which not only contributed to rising fuel costs, but also compromised the safety of the drivers and other road users. Loubser Bulk Services eventually chose Ctrack’s Fleet

Monitoring Services to address these issues. Ctrack equipped the company’s fleet with a full-featured advanced fleet management system, which included dedicated fleet controllers for the entire fleet, fuel consumption monitoring and access to rich fleet analytics and dashboards. Ctrack monitors and reports on speeding events on a per driver, per vehicle and per trip basis, as well as alerting fleet owners to speed limit violations in real-time. Ctrack’s driver behaviour reports furthermore analyse performance factors such as harsh acceleration, harsh braking and excessive idling.

Soon after implementation, Loubser Bulk Services started to experience a significant improvement in its fuel spend. After 30 days, a saving of 4% was realised. The entire fleet travelled in excess of 1 370 000 km for the month. “We not only saw immediate improvements in fuel consumption, but also in the form of drivers driving safer and more responsibly. These benefits align with our company’s vision of continuously enhancing the quality of service to our customers, suppliers, staff and community,” says Ganson Govender, operations manager at Loubser Bulk Services. 🌱

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Health & safety are key drivers for Cargo Carriers

Cargo Carriers, South Africa's premium transportation, logistics and supply chain service provider, ensures the health and safety of its employees and customers is nurtured and well managed. The logistics provider is constantly innovating its culture of learning new ways of doing business, responding to improved methodologies for health and safety; and in so doing, propelling the transportation provider forward.

Cargo Carriers enjoys the acknowledgement of several industry regulatory accreditation bodies, including DEKRA (an international body overseeing safety and quality standards for companies dealing with technology, the environment and mobility). Cargo Carriers is a signatory to the Responsible Care programme of CAIA (Chemical Allied Industry Association), which promotes the safe handling and transportation of hazardous substances. The Sasolburg, Secunda and Cape Town branches have been rated as "preferred haulier" in terms of the CAIA criteria. The Sasolburg branch continually achieves a score of over 95%.

Regular external and internal audits are conducted to ensure that high standards are maintained. Internal OHSAS 18001 (Occupational Health & Safety Assessment Series) compliance checks are also conducted bi-annually to confirm the logistics provider implements its own internal policies and procedures in its branches. External OHSAS 18001 accreditation is carried out annually and SQAS (Safety Quality Assessment System) assessment is carried out every two years.

Skills development has long been part of the company's driving force. Employee training is vital to the success of the business, ensuring essential up-to-date information and learnings are shared with drivers on an on-going basis; and thereby fostering a culture of continuous improvement and a quest to learn more. Drivers undergo annual health checks to ensure they are fit to drive and the customers' needs are met in a safe manner.

Behind the scenes, driving these initiatives is Group SHEQ manager, Mercia Maletswa, a Health & Safety professional with a Master's of Management degree, specialising in



Mercia Maletswa, Group SHEQ manager at Cargo Carriers, reiterates that commitment to health and safety is part of the DNA of the company's culture.

Safety, Health & Environment. "We are very proud of our commitment to health and safety; it is part of the DNA of our culture. We do our utmost to ensure the risks to our employees and the business are minimised. Strict processes are in place to ensure the safety and security of our people – compliance is non-negotiable." 🌱

FAW's 15.180 bucks the trend

The National Association of Automobile Manufacturers of South Africa's (Naamsa) corresponding comparisons for September 2015 and September 2016 figures reinforced the vehicle industry's continued contraction over the previous months, including a slight drop in export sales.

Despite the tough sales environment, FAW Vehicle Manufacturers South Africa has reason to be positive with its popular 8 t FAW 15.180 breaching the 25% growth threshold, with +25,3% year-on-year with 233 units sold compared with 186 units sold during the same period in 2015.

Jianyu Hao, CEO of FAW SA, says that the leading sales advantages of the FAW 15.180 are its durability and affordability compared with its competitors in the 8 t segment. He also argues that at 24 t GCM,

the unit provides one of the best vehicle combination masses on the market.

"FAW 15.180 allows for the application of a large variety of body configurations which are suited to a wider range of operations – from refrigerated units to general day-to-day transportation to intra-urban distribution – there's a multitude of options on this particular model," says Hao.

"All in all, FAW SA is satisfied that our FAW 15.180 is proving to be so popular among such a large variety of operations and applications. This not only increases our visibility as an 8 t contender, but the vehicle's good performance, low fuel consumption and lower maintenance cost figures are working in our favour among customers through word of mouth." 🌱



New MAN's bus range

The NEOPLAN Tourliner made its world debut at IAA Commercial Vehicles 2016 as a new entry model in the field of MAN's premium coaches. The flexible usage possibilities, the large number of assistance systems and the excellent efficiency make the new NEOPLAN Tourliner a real all-rounder in its field. All MAN's new bus models also benefit from improved engine and transmission functions that offer increased torque and output as part of the optimised drive train, all while retaining the same low levels of consumption.

With its comprehensive bus portfolio, MAN has the solution for every requirement in the field of intercity buses, city buses and coaches. City buses with a variety of drive concepts already provide solutions for a modern public transport system, with the MAN Lion's City CNG, for example, allowing for carbon-free operation thanks to the use of biogas. The MAN Lion's City Hybrid reduces fuel consumption by recovering the kinetic energy used for braking and coasting.

All coach and intercity chassis also feature the latest assistance systems, which contribute to safety, comfort and efficiency. Another innovation in this area presented at the IAA is the latest generation of pre-emptive cruise control systems, MAN EfficientCruise, which now for the first time features the EfficientRoll freewheel function that permits further optimisations to the fuel efficiency of MAN and NEOPLAN coaches. 🌱

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Liebherr extends rough-terrain crane range

Liebherr has extended its mobile crane product range with an additional series of rough-terrain cranes in the 90-t and 100-t classes. The Liebherr Rough-Terrain cranes LRT 1090-2.1 and LRT 1100-2.1 will be officially unveiled at the Conexpo construction machinery trade show in Las Vegas in March 2017. The design focus is on high performance, safety and comfort.

High safety levels in every respect were the main priorities for the design of the new Liebherr LRT cranes. Both new crane models feature an outrigger monitoring system as standard. The support status, on tyres or outriggers, is detected automatically and saved to the crane controller. The attachment of the ballast to the turntable and the installation of the optional double folding jib including its angle adjustment are also recorded and monitored.

The VarioBase variable support base developed by Liebherr as standard also makes an important contribution to enhancing safety. VarioBase allows each individual outrigger beam to be extended to arbitrary lengths. The crane work is controlled by the load moment limiter within the LICCON controller which calculates the maximum load capacities precisely for the current situation. This prevents accidents by human error during the assembly process and when hoisting loads. VarioBase also provides greater flexibility on site. As a result of the increased lifting capacities



The LRT cranes measure 3,87 m in height and 3,3 m wide and are transported on public roads with a low loader.

when hoisting over the supports, the crane can hoist loads normally reserved for the next higher crane class.

Safety is also enhanced by providing greater comfort for the crane operator. For example, the crane cabin is 220 mm wider than other standard cabins on the market. It can be tilted backwards to provide greater comfort when hoisting loads to great heights. Clear, self-explanatory controls make the crane easy to handle. They allow the crane operator to concentrate on the main focus of his job, working with the crane and the load. A cooler and USB charging socket are standard features

in the cabin. The new LRT cranes are also said to be powerful and robust, have good off-road capability and are also highly manoeuvrable. Both crane models are powered by a Cummins diesel engine which meets all current emissions regulations.

The engine develops 194 kW and supplies a maximum torque of 990 Nm. A 6-speed powershift transmission from DANA and large 29.5 R25 tyres guarantee the required off-road capability for the cranes. Their maximum speed is 25 km/h. All-wheel and crab steering ensure easy handling and high manoeuvrability in constricted conditions. 🌐

Goscor's Crown forklifts win the day for Dairy Day

Leading KwaZulu-Natal, South Africa dairy producer Dairy Day has acquired a range of Crown electric forklifts from local dealer Goscor Lift Truck Company (GLTC).

"We think very carefully about every capital investment, and after looking at a few options we had no hesitation in choosing Crown equipment from GLTC. The machines are of the highest quality, they are efficient, easy to operate and most importantly, service and the backup support from the Goscor team is excellent," says Stuart Dickson, Dairy Day warehousing general manager.

Created in August 2014 Dairy Day came into being after it acquired and merged Stonelees Dairies and Honeydew Dairies. The subsequent economies of scale have ensured a secure volume of quality milk and related products to meet the future needs of Dairy Day's customers.

Its new 15 000m² processing facility in Howick, KZN, where the Crown equipment is being used, can process up to 600 000 l of fresh milk per day. Dairy Day acquired 6 x Crown three-wheel electric forklifts with double batteries to cater for double shifts and 2 x Crown powered pallet trucks also with double batteries.

Part of the deal was a Goscor-supplied battery bay, which was successfully installed based on Goscor's vast experience of such facilities across a wide range of different warehouse conditions throughout the country.

Dairy Day's ownership structure is a model of progress and transformation in the dairy industry. It is owned by 31 dairy farmers in Kwazulu-Natal. Each farmer has a shareholding in direct relation to the number of litres he supplies. Dairy Day farmers hold 85% of the shares of the operating entity with the remaining 15% being held by the Dairy Day Farmers Workers Trust, which represents the supplier shareholders' farm workers. 🌐



Dairy Day acquired 6 x Crown three-wheel electric forklifts with double batteries to cater for double shifts.



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MATERIALS HANDLING IN BRIEF

New global directors for Terex's crawler cranes

Terex Cranes has announced the appointment of Ingo Nöske as the new director of Product Management for Crawler Cranes and Dr Ascan Klein as the new director of Competency Centre Technology Platforms. In this capacity, Nöske will lead the global product management teams for the Demag and Terex crawler crane lines as they work closely with customers to ensure products are developed to meet their current and future needs.

In this newly established position, Dr Klein's role is to drive common approaches for crane equipment software, electronics, hydraulics and load management, where technology commonality throughout the product lines will benefit Terex Cranes' customers globally.

TurboBelt 500 TPXL for belt conveyor systems

Voith has unveiled its new TurboBelt 500 TPXL fluid coupling. The fill-controlled coupling is the first model in the new TPXL family, which combines the advantages of the proven hydrodynamic drive principle with intelligent control technology. The integrated controller makes it possible to adapt the output torque of the coupling exactly to the startup parameters of the belt conveyor system.

In addition, Voith's engineers have been able to considerably reduce the dimensions of the new coupling, so that the TurboBelt 500 TPXL only requires half the volume of conventional coupling types for the same force transmission. In addition to the operational advantages, the new series of couplings also offers attractive procurement and operating costs.

Comprehensive range for power transmission drives

Bearings International (BI) says it offers one of the most comprehensive power transmission drive product ranges available in the local market through its representation of a host of agencies. These include vee and wedge belts from Opti and Continental, ventilated turbo pulleys from Birn Germany, taper bushes from RCO, industrial power tools from Makita, chain and anti-vibration units as well as specialised hosing from Contitech.

"While we target all market segments, we focus mainly on mining, heavy industrial, timber and food and beverage," says product manager Brian Tillie.

Barloworld to the rescue of a challenging airport project

Barloworld Equipment recently called on the power of its Caterpillar articulated dump trucks (ADTs) to carry out a challenging task of moving two disused 150 t Boeing 747-300 aircraft from an open veld to the tar apron at OR Tambo International Airport, in Johannesburg, South Africa.

Nevergreen Aircraft Industries, an aircraft dismantling, demolishing and maintenance company, asked for assistance from Barloworld Equipment, the southern African dealer for Caterpillar, to move two old Angolan Airlines aircraft that had been stationed on the grassy patch of the airport for the past seven years. The aircraft, previously owned by a Botswana company, had recently been sold to the Universal Recycling Company, which is planning to cut them up and melt them down for scrap metal.

Nevergreen had been tasked with stripping the aircraft of all avionics and electronic components, making sure it was free of any hazardous material and that it met all of Boeing's safety regulations before it was handed over for recycling. Barloworld Equipment was to tow the aircraft off the uneven soft terrain to the tar apron, where tugs could then take over and pull the two aircraft to Nevergreen's warehouse at the airport.

William Horne, Barloworld Equipment's product application specialist focusing on ADTs, Hydraulic Excavators and Forestry Products, says Barloworld Equipment was

Barloworld Equipment was tasked to tow the aircraft off the uneven soft terrain to the tar apron.



excited to take up the challenge as it was something the company did not get to do every day. "We were involved in a similar operation at Rand Airport many years ago when an SAA Lebombo 747 aircraft was retired and had to be positioned off the runway as a display for The South African Airways Museum Society."

Horne says to move the aircraft at OR Tambo, Barloworld Equipment had to decide what Caterpillar equipment would be best suited for the job. "Barloworld Equipment's used equipment division agreed to make two used CAT 740B ADTs available for the operation. We decided on articulated trucks instead of track dozers so as to minimise the impact to the airport ground. These trucks are built for very poor underfoot conditions, have very good flotation, wide tyres and a very strong drawbar pull of up to 38 t, which we believed would be sufficient to pull the aircraft." 🌐

New Terex LC 300 crawler crane for high lift capacities

Terex Cranes has introduced the new Terex LC 300 lattice boom crawler crane, said to offer contractors higher lift capacities and its design makes it easy to be transported to the project site. Offering a 300 t maximum lift capacity and impressive 1 810 t maximum load moment, the new LC 300 crane is the largest crawler crane in this product range.

It is ideally suited for contractors operating in the heavy civil infrastructure – especially bridge construction, petrochemical, power plant and wind turbine industries. The LC 300 crawler crane comes with the new Terex-exclusive counterweight tray design which comprises two stacks on each side instead of a single one. This reduces counterweight stack height, lowers the crane's centre of gravity with no need for central ballast. It also improves counterweight assembly efficiency (the required lifting capacity of the assist crane is 10 t only). Crew members can quickly adjust front/rear stack height to address counterweight needs based on boom configuration and according to the load charts.

"The new LC 300 crawler crane design grew out of our global Product Design and Manufacturing Strategy to consistently implement the Terex product quality and safety standards. Product engineering, manufacturing and supply chain team members from our Jinan, China and Zweibrücken, Germany locations worked together throughout the product development process," says Guntram Jakobs, manager product marketing for Terex Cranes. The new model will be manufactured in Terex's Jinan facility.

Self-assembly of the LC 300 crane's crawler tracks substantially helps to achieve short rigging time. It can be configured with up to 84 m of main boom or up to 60 m of main boom with a 72 m luffing jib for a total maximum system length of 132 m. Standard assembly remote control increases rigging ease, and is equipped with the Terex fall protection system for safe boom assembly and disassembly. For further reduction of set up time and expense, the main boom can be rigged "free in the air" with up to 54 m main boom without assist crane. 🌐

RFI remanufactures Delphi injectors for Volvo trucks and buses

Reef Fuel Injection Services (RFI) is the only local company in Gauteng able to offer a testing, diagnostic and reporting service for Delphi E3 diesel electronic unit injectors. And the company is only one of two in South Africa presently offering this specialised service.

Delphi E3 diesel electronic unit injectors, found in Volvo trucks and buses, are costly hi-tech injectors and are recognised as one of the world's most advanced production diesel unit injectors for high performance heavy duty applications. For this reason it is essential that fleet owners access the best possible analysis service to ensure longevity and fuel efficiency of their vehicles.

As an approved Delphi agency all repairs undertaken at RFI's Germiston-based facility carry a full Delphi guarantee. The OEM's software is available for E3 diesel electronic unit injector testing, making it possible for the RFI team to access the trim code of the injector.

Use of non-genuine fuel injectors might save costs in the short term, but the consequential damage for a fleet owner could be extreme. Not only do fleet operators need the assurance that the fuel injection remanufacturer has the technical capability to effect a quality repair but also that the repairer uses OEM approved calibration equipment and has access to genuine parts.

Warren Hauser, operations manager at RFI, says that by ensuring these factors are in place, the fleet owner can ensure that the remanufactured fuel injector delivery and



RFI operates one of the best equipped fuel injection service, diagnostic and repair facilities in the country, using OEM equipment and genuine parts.

performance is identical to that of brand new injectors.

"The advantage of offering an OEM approved testing service is that we can generate trim codes. These codes are fed back into the vehicle's Control Area Network (CAN) and harnessed by the Engine Control Unit (ECU) of the diesel engine to achieve peak performance in terms of engine running, fuel consumption and reduced emissions," Hauser explains.

While generic testing takes place over only four test steps, RFI conducts this procedure through 20 or more test steps in an environment that replicates operating conditions. Generic testing harnesses a square wave signal to open and close the solenoid, but the genuine testing equipment holds the solenoid open for precise durations, according to the different specifications loaded in the test bench. 🌐

SKF launches new shaft alignment tool

SKF has introduced its new SKF Shaft Alignment Tool TKSA 71. Designed for professional alignment in harsh industrial environments, the TKSA 71 is said to provide greater alignment performance and long service life.

The tool's easy-to-use, dedicated software applications enable different types of align-

ments: shaft alignment, soft foot correction, vertical shaft alignment, spacer shaft alignment, machine train shaft alignment and dial gauge values. Its innovative instrument design offers high measurement accuracy and sound protection against dust and water. The TKSA 71 also has ultra-compact measuring units for use in narrow spaces. 🌐

Integrating condition monitoring data

SKF Customized Interfacing connects SKF @ptitude suite with business management systems to make critical condition monitoring data available for review in one location and enables better decision making. SKF says integrating the SKF @ptitude condition monitoring suite with customers' existing ERP and CMMS solutions, allows businesses to review all condition monitoring data in their existing business management system, helping to ensure better decision making for improved performance, efficiency and reliability of systems.

To date, process and condition monitoring data has been widely available, but has traditionally been stored in different and separate data silos. This has made strategic decision making a difficult and complex task. Now, the SKF Customised Interfacing allows data from multiple condition monitoring and asset management systems to be integrated with information from enterprise-wide resource planning and programming platforms.

At the condition monitoring edge

Condition monitoring specialist company WearCheck, based in South Africa and around the African continent, continues to invest in new laboratory equipment and training for its scientists. The latest addition to WearCheck's Pinetown laboratory is a brand new air release tester – a sophisticated instrument that measures the ability of an oil to release entrained air by pumping air through the oil sample at predetermined conditions.

"We record the time taken for the entrained air in the sample to reduce in volume to 0,2%. Entrained air that is not readily released from the oil can lead to spongy hydraulic action, inability to maintain oil pressure, incomplete oil films and the acceleration of oxidation of the oil," explains laboratory manager Meshach Govender. 🌐

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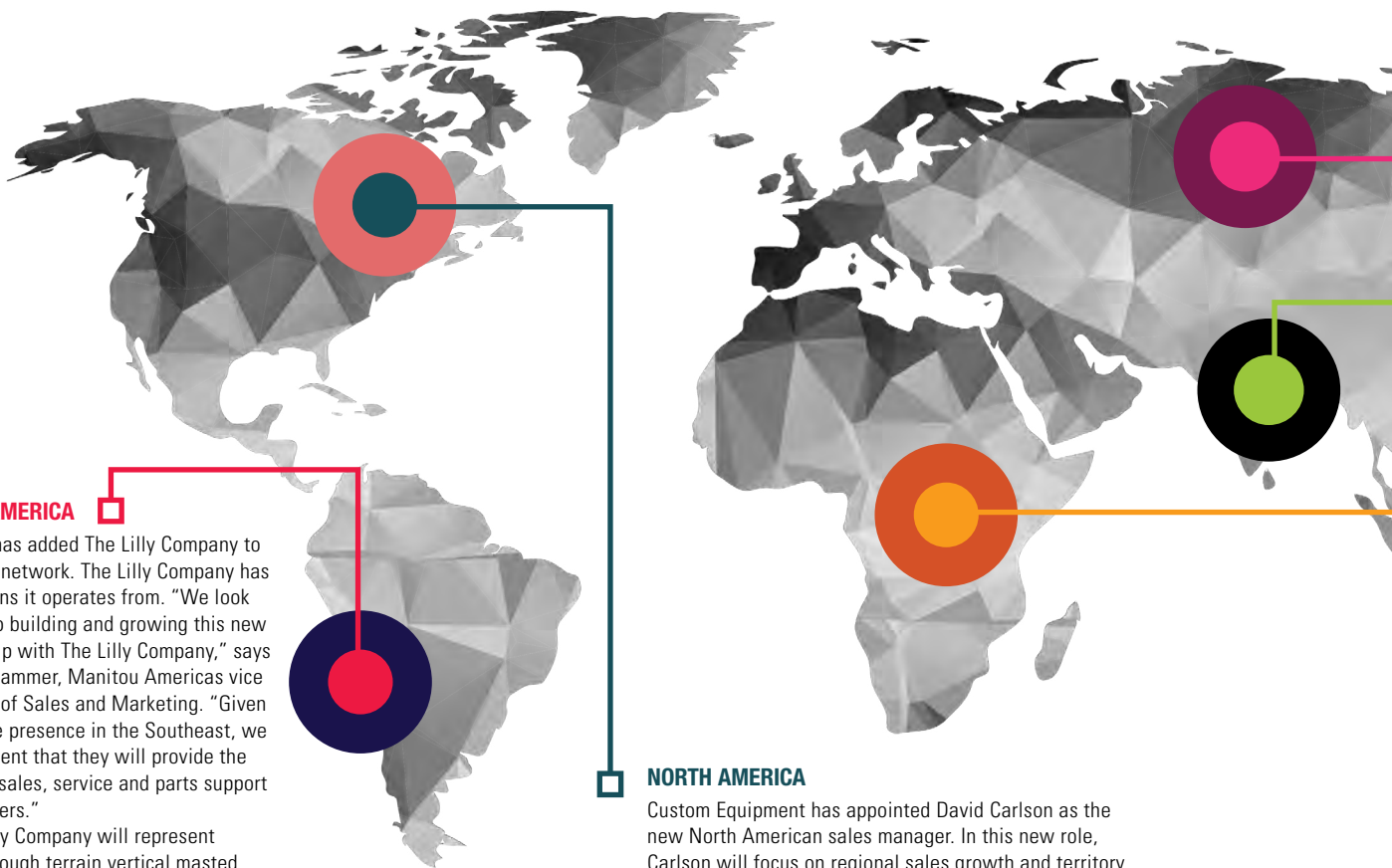


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SOUTH AMERICA

Manitou has added The Lilly Company to its dealer network. The Lilly Company has 12 locations it operates from. "We look forward to building and growing this new partnership with The Lilly Company," says Eric Burkhammer, Manitou Americas vice President of Sales and Marketing. "Given their large presence in the Southeast, we are confident that they will provide the excellent sales, service and parts support to customers."

The Lilly Company will represent Manitou rough terrain vertical masted forklifts, semi-industrial vertical masted forklifts, truck mounted forklifts, multi-purpose telescopic handlers and construction telescopic handlers.

NORTH AMERICA

Custom Equipment has appointed David Carlson as the new North American sales manager. In this new role, Carlson will focus on regional sales growth and territory development of Hy-Brid Lifts, Custom Equipment's line of lightweight aerial work platforms.

"David's industry experience and territory knowledge will be an asset to our company and our customers," says Justin Kissinger, Custom Equipment marketing manager. "He will introduce more contractors to the safety and versatility of Hy-Brid Lifts and work with customers to give them the best possible solutions and services for their scissor lift needs."

First Bobcat E20 excavators for Oman

Oman National Engineering & Investment Co., based in Muscat in the Sultanate of Oman, has taken delivery of the first mini-excavators to be sold in the country, comprising 20 new Bobcat E20 compact excavators supplied by International Heavy Equipment LLC (IHE).

"We are delighted with this order, which is the result of pioneering work by Bobcat and IHE to introduce the mini-excavator concept in Oman," says Gaby Rhyem, regional director Middle East and Africa for Bobcat.

Oman National Engineering & Investment Co. was formed in 1978 to manage the Rural Electricity System for the Ministry of Electricity & Water Established. For more than 35 years, the company has developed to become a leading supplier of services to the Utility and Engineering sectors in Oman.

Operating from the Gala area of Muscat, IHE is the Trucks, Buses and Equipment company of The Zubair Corporation. The company has been the authorised distributor for the Bobcat range of equipment in Oman for well over 25 years. The Bobcat range is one of many world renowned manufacturers and products that IHE represents in Oman.

The Bobcat E20 2 t model is a Zero Housing Swing (ZHS) excavator, which means that it offers enhanced Zero Tail Swing (ZTS) functionality by further protecting the front upper structure corners turning within the swing circle. The ZHS configuration in the E20 excavator therefore provides 320° of free rotation when working close to structures,



The Bobcat E20 2-tonne model is a Zero Housing Swing excavator.

without sacrificing on operator comfort or performance.

Oman National Engineering & Investment Co. chose the Bobcat E20 excavator because of its ability to unite all the benefits of the ZHS design with the high performance and stability of a 2 t conventional tail swing excavator.

When fully retracted, the undercarriage allows the excavator to go through narrow spaces; and, when fully expanded, it provides optimum stability for the excavator, especially when working over the side. Expansion and retraction are simple and easy via a switch on the control panel. ⚙️

EUROPE

In the third quarter of 2016, the German machine tool industry's order bookings rose by 8% compared to the preceding year's equivalent period. Domestic orders were down by 14%, while demand from abroad increased by 22%. In the first nine months of 2016, order bookings were up by 11% compared to the preceding year. Domestic orders showed a slight rise of 2%. Demand from abroad is meanwhile up by 16%. "In the year's third quarter, our sector has been able to build on the encouraging business trends of the first half of 2016. The good order situation is being crucially boosted by demand from abroad. This applies for the Eurozone and to an even greater extent for the non-Eurozone," explains Dr Wilfried Schäfer, executive director of the sectoral organisation VDW (German Machine Tool Builders' Association).

AFRICA

ACTOM's environmental solutions business unit, John Thompson Air Pollution Control (APC), recently won a fast-track turnkey contract to upgrade the dust collection system of one of the main kilns at Idwala Lime's production plant at Danielskuil in the Northern Cape, South Africa. The new system, for which John Thompson APC was awarded the contract in May this year, was delivered on schedule at the end of September to enable it to be installed and ready to go into operation at the beginning of November.

The contract, worth over R30-million, entailed converting the original dust collection system comprising an electrostatic precipitator (ESP) serving the plant's No 7 kiln to a reverse pulse bag filter system capable of reducing emission levels to below 20mg/m³ in accordance with environmental legislation due to come into effect in 2017.

ASIA

Metso is supplying key minerals processing equipment to Tibet Julong Copper for one of the largest greenfield copper projects in the world. The Qulong copper mine, owned and operated by Tibet Julong Copper Co. Ltd, has a proven copper metal reserve of more than 7 million t.

The full delivery of minerals processing equipment to the Qulong copper mine covers engineering, a full scope of advanced minerals processing equipment and advanced process control system including six crushers, eight semi-autogenous grinding mills and eight ball mills, eight stirred mills, four vertical plate pressure filters and 16 vibrating screens, as well as related services such as installation, start-up, commissioning and technical direction.

AUSTRALIA

The first Grove GMK5250L all-terrain crane in the state of New South Wales (NSW), Australia, has been delivered to Turner and Central Crane Services, a construction equipment rental company serving the Central West area of NSW. Graeme Jenkins, director at Turner and Central Crane Services, says the company is proud to add this latest crane to its portfolio.

"We have full trust in the Grove GMK5250L and we're glad to have it in our fleet," he says. "The new GMK5250L replaces an older 200 t capacity crane and is ideal for our needs. We were particularly attracted to the 70 m main boom and the flexibility in counterweight configuration, which works better for our transport operation than other solutions on the market."

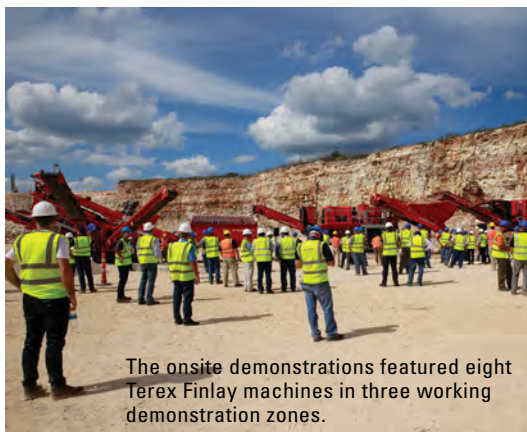
Terex Finlay's new model launches at San Antonio open day

Terex Finlay recently hosted an Americas customer open day in San Antonio, Texas. In addition to US, South American and Canadian based visitors, there was also an international flavour with customers and dealers in attendance from Ireland and Russia.

The event and product demonstration were hosted by Martin Marrietta, Medina quarry, just outside San Antonio and saw Terex Finlay unveil three new machines at the event. These were the first production models to reach American shores. The new machines included the I-140 impact crusher, the C-1540 direct drive cone crusher and the 674 inclined screener. The onsite demonstrations featured eight Terex Finlay machines in three working demonstration zones and one machine on static display.

"It was a huge pleasure to welcome so many customers to yet another successful Terex

Finlay Americas open day. Our new product developments this calendar year have been unprecedented. We place a lot of emphasis on listening to what our customers' tell us they want and need from their equipment day in day out and judging by the feedback that we have received on the new product launches we are definitely on the right track with our new product development initiatives," says Keith McCann, Americas sales director at Terex Finlay. 🌐



The onsite demonstrations featured eight Terex Finlay machines in three working demonstration zones.

Metso to supply equipment to Swedish copper mine

Boliden has selected Metso to supply equipment for a new surface crushing station at the Aitik copper mine in northern Sweden. The supply consists of two primary gyratory crushers, two rock breakers, two apron feeders, chutes, conveyors, spare & wear parts, engineering and installation. The value of the order will not be disclosed. The order is included in Metso's Q3 orders received.

Boliden's Aitik copper mine, located to the north of the Arctic Circle in Lapland, Sweden, is one of Europe's largest producers of copper.

"Metso and Boliden have cooperated since the 1960s. Our previous deliveries to Aitik include two autogenous mills, which, at that time, were the largest ever supplied by Metso. Since 2012, Metso and Aitik have also had a performance-based cost-per-ton service agreement, where Metso ensures the availability of the grinding circuit and is rewarded according to the output of the process.

The newly signed contract for the delivery of key equipment for the new surface crushing station is yet another step forward in deepening the collaboration," says João Ney Colagrossi, President, Minerals Capital business line, Metso.

Kubota tractor clocks 5 500 trouble-free hours

A Kubota tractor is working beyond expectations at Hartswater Pecan Nut farm in South Africa where it has clocked 5 500 trouble-free hours. Owner Jens Tegethoff, who is passionate about what he does – farming – is nuts about his fleet of Kubotas. “Their reliability and power to weight ratio makes them perfect for Pecan Nut farming,” he says.

“When I started farming with my sister, Anke, she had a Kubota (ME9000), a make I had never used before. It wasn’t long before its performance impressed me that I bought another, and then another and today I have six Kubotas, one of which, the L5040 model, has clocked 5 500 trouble-free hours,” says Tegethoff.

Anke has also recently taken delivery of a Kubota M9540 open station tractor, which is used for all the heavier work on the farm, such as discing and spraying. “I bought this unit because of the good service and reliability Jens got from his Kubotas,” she says.

For Jens, he has paid his school fees when it comes to purchasing decisions, and the selling price alone isn’t the only key consideration. “Many farmers fall into the trap of buying the cheapest and end up paying through their necks over the years. I have had other tractor brands and I can vouch that with the Kubotas, because of their fuel efficiency and reliability, the cost of owning them over time is the lowest I have known. This has saved me a lot of money even though the initial selling price might have been a little higher,” he says.

The main workhorse on Tegethoff’s farm is the Kubota M9540 of which he has three. “The oldest of these has about 3 500 hours



A Kubota M9540 open station tractor is used for all the heavier work on the farm, such as discing and spraying.

on the clock and, again, we have had no problems whatsoever with it,” he says. “Also, it being a lightweight machine, we are able to use it without significant soil disturbance, which is especially important for our specific irrigation method.”

The M9540 is one of Kubota’s best sellers. Re-engineered, restyled and powered by Kubota’s famous Tier III compliant, 4 cylinder E-CDIS (centre direct injection system) diesel engine, the lightweight, short-wheelbase M40 tractor appeals to a wide range of users

such as farmers, amenity professionals, contractors, to mention a few.

One of the more popular features on the M9540 is the PTO operation. The small operating lever is just under the steering column and is completely independent of the gear system. The separate multi disc wet clutch pack is unusually free of any snatching action due to the flow control of the operating pressure and the overrun braking system. This is an important feature when spraying or mowing. ☼

BKT’S agricultural tyre line-up at EIMA

International tyre maker BKT recently used the International Agricultural and Gardening Machinery Exhibition (EIMA) held in Bologna, Italy, to show a list of the star products for the agricultural sector.

BKT displayed one of its high-end products, the Agrimax Force, (IF 800/70 R 42 size). Thanks to the IF technology, which has been further developed by BKT, the tyre features a higher load capacity at lower inflation pressure compared to a standard tyre of the same size, to the full benefit of the soil since compaction is significantly reduced. Moreover, when moving from road to field usage and vice versa, Agrimax Force can travel at speeds

of up to 65 km/h without having to change the inflation pressure. This turns into significant time savings.

For high-performance tractors, BKT presented its Agrimax Sirio, specifically designed for towing heavy loads. In spite of the high speeds that can be reached (up to 70 km/h even if towing heavy loads), the tyre with class E speed index proves to be environmentally friendly, thanks to the reduced rolling resistance that helps to save fuel and pollute less.

The Agrimax Spargo is a tyre fitted on sprayers for row crops. To easily pass through the rows without damaging the crops and to reduce soil compaction as

much as possible. Agrimax Spargo precisely meets these requirements. Moreover, it offers greater load capacity compared to a standard tyre with the same size and inflation pressure, thanks to BKT’s VF technology.

For agro-industrial applications, BKT showcased two tyres, the Multimax MP 522 (size 460/70 R 24) and Con Star (size 400/70 – 20). Multimax MP 522 is a radial tyre featuring a reinforced bead and a steel-belted casing, which provides greater grip, good puncture resistance, sound load capacity, and improved stability – crucial properties when carrying out excavating and loading operations. ☼

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