



CAT 966L
MEDIUM WHEEL LOADER
RAISES THE BAR

AGRICULTURE: Gearing for a deal-centric NAMPO

TELEMATICS: Evolution of telematics

BUSINESS: Reinforcing sub-Saharan washing agenda

BUSINESS:
POWERING A NEW
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CHANGING DYNAMICS

In recent years I have had the privilege to attend several international exhibitions and OEM-related events. It is mind-gobbling to observe the rate at which we are moving from one trend to the other as far as both the yellow metal equipment and commercial vehicles industries are concerned.

Not that long ago the simplicity 'gospel' was the buzzword of the yellow metal equipment industry, but sophistication seems to be upstaging that principle. Simplicity means the need for a basic piece of equipment that comes with no extra 'bells and whistles' that often push the price of the particular unit higher. Just back in 2015, the need for simplified machines took centre stage, with value brands reaping more market share gains as the sheer need for this range of equipment intensified. Even some of the premium OEMs weighed in with several new launches of down-specified machines that lost most of the flamboyant features. Understandably, in a struggling market, price is always king in buying decisions.

To drive this point home, I vividly recall my attendance of Atlas Copco's local launch of its PowerROC T50, a top hammer drill rig, which had 'simple' written all over it. At the launch, officials spoke of Africa's need for a simple tool that just gets the job done with no form of sophistication. Based on this approach, the PowerROC T50 rolled off the production line to meet the requirements of a market that grappled with low skills levels and financial pressures on both mines and quarries, as well as their related contractors.

But, a year down the line, in 2016, there was another school of thought that simplicity may not necessarily be the answer for operations reeling under the current economic burden. In fact, the opposite is true; sophistication is what these operations need. Last year, Atlas Copco's launch of the new SmartROC D65 heralded a new thinking altogether, with the OEM saying when times are this tough and operations are under pressure to improve productivity and lower their operating costs, automated equipment solutions may be the answer.

On the back of these changing business dynamics, Atlas Copco's SmartROC D65,

a highly automated drill rig that drills holes on its own, was launched to address the issue of costs two-way. It has a range of intelligent features that allow it to drill production blast, pre-split and buffer holes, as well as in-pit grade control with reverse circulation. A single operator can also operate three drill rigs at any given point, while 10 rigs can be pre-programmed in the separate BenchREMOTE operator station with the help of the Hole Navigation System.

While Atlas Copco was, just a year before, a firm believer in the simple tool, today it believes the timing for high-tech offerings to shrink costs on African sites is now. Forget the low skills outcry, as one of the officials reasoned that 'high-tech doesn't always translate into operational sophistication'. He went on to argue that if "99% of the local population could operate a smartphone, they could as well steer this rig because it tells you what you need to do at any given point. There is no reason to fear technology anymore".

As you will see in the Telematics feature in this edition of **Capital Equipment News**, while the adoption of this technology has been slow in coming in the past few years, especially in the local construction equipment industry, there are strong prospects of the rapid evolution of digitisation as companies realise that digital transformation is critical to survival in the new world order. Both suppliers and researchers have seen a wave of new interest in telematics, with commercial vehicles leading the uptake, and the sense of urgency is possibly proof that the industry has realised that those businesses that are not digitising will start to fail.

Against this backdrop of unrelenting change, the only way to survive is to embrace a culture of innovation. Rather than encouraging teams to 'stick to the basics', organisations should be ready to experiment, to fail fast, and to recover quickly from failure. As futurist Graeme Codrington put it in a recent Sage podcast: "The single most important thing you can do to be responsive to change is to experiment – leaders need to create a mindset and a structure that makes constant experimentation possible."



Munesu Shoko – Editor



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CAT 966L

Jabula Plant Hire's new Cat 966L moves stockpiled material to feed a bin above a conveyor belt system at Marikana.

MEDIUM WHEEL LOADER RAISES THE BAR

The new Cat® L Series medium wheel loaders, including the 966L and 950L models, have hit our shores. Southern African Cat dealer, Barloworld Equipment, believes improved performance, fuel economy and operator-related features raise the bar higher on the highly-respected 966H series.

The first 966L units arrived in South Africa in March 2017, following Caterpillar's official launch in 2016. Nico Geldenhuys, Caterpillar Certified Sales Professional – Mining, at Barloworld Equipment Middelburg, delivered the first four units in the country to Jabula Plant Hire in April 2017.

"I am excited about the future of the new Cat 966L," says Geldenhuys. "It has big shoes to fill as successor to the previous model Cat 966H, which has become known as a bulletproof machine in the field. Caterpillar's 966 medium wheel loaders have earned a reputation for maintaining a low cost per tonne over the life of the machine. But I am sure that the 966L will become a legend in its own right. It sells at a good price and offers more than the 966H."

Geldenhuys says the 966L has the versatility to suit all his customers needs, from large mining houses and contract miners to construction contractors. "Our customers will be very happy with several new features, most importantly the 10% plus better fuel consumption, improved visibility from the cab, improved serviceability around the engine and articulation of the loader, the rear view camera that is now standard and the Cat payload monitoring system."

Feedback so far has been very positive, he adds. "Customers love this machine and so do operators. It provides a very comfortable ride and is easy to operate."

Jabula Plant Hire

Jabula Plant Hire owns a large fleet of Cat 966H wheel loaders and the order

from Barloworld Equipment for four 966Ls marked the start of a replacement programme for this fleet.

The new machines are working at Lonmin's Marikana site near Brits in the North West Province, loading side tipper road trucks and trains, stockpiling and feeding the shoots to conveyor systems.

Johan Lotter, Group Mechanical Manager at Jabula Pant Hire, says the investment in the new fleet was made to keep pace with technology that incorporates improved safety measures. "We have always used Cat wheel loaders and find them to be tough and reliable machines," he says.

"We are achieving the same performance as the 966H with the new 966L model, with lower fuel consumption and a more comfortable experience for our operators.



From left: Johan Erasmus, site manager at Jabula Plant Hire; Nico Geldenhuys, Caterpillar Certified Sales Professional at Barloworld Equipment Middelburg; and Johan Lotter, group mechanical manager at Jabula Plant Hire.

“For me the most important technology improvements in the 966L are the rear view camera to provide clear vision and the Caterpillar payload monitoring system,” says Lotter.

Jabula is using smaller buckets than the standard Performance Series buckets offered with the 966L due to the heavy and abrasive material being handled. Geldenhuys points out that various different size buckets can be used to suit different applications, with the Performance Series redesigned to improve material retention and decrease cycle times.

Jabula also has Cat medium wheel loaders on other mine sites, including 966H models on coal mines in Mpumalanga fitted with 6 m³ coal buckets.

Customer support

Barloworld Equipment Middelburg provides after sales service support for Jabula’s Cat fleet and Lotter says reliable parts supply is a big plus in this long-term relationship.

“The product support we offer our customers is of utmost importance,” Geldenhuys explains. “Our customers can’t afford to have machines standing for long. Our specialised field artisans are available 24/7 and we have customer service representatives who go to sites and do machine or fleet inspections that help with preventative maintenance.

“Our product and application specialists, for example, Vusi Mahlangu on wheel loaders, undertake site severity studies to advise customers on the right equipment for their applications and monitor the machines following delivery to ensure that production targets are met.”

The Cat 966L offers various technology options to help owners and operators maintain high productivity effortlessly. “You can monitor your operations and manage tonnes moved through Cat Payload Monitoring, a feature of Cat Connect



The Cat 966L comes with an improved cab with a new indicator and button layout designed to improve operator productivity and safety, new larger convex mirrors to improve visibility to the rear, as well as integrated spot mirrors to provide visibility close to both sides of the machine.

Solutions that is integrated in the new touch screen display and weighs loads in real time to help operators achieve targets,” Geldenhuys explains.

Cat Connect Solutions also provides access to machine operating data such as total fuel consumption, average fuel rate, total idle time and fuel consumed at idle and total operating hours.

Power train

Sivu Potelwa, GCI (Global Construction and Infrastructure) Product Manager at Barloworld Equipment, says the Cat C9.3 ACERT engine in the 966L provides more power, while improving fuel efficiency by up to 15%.

“The 966L powertrain has been improved with the addition of lock-up clutch torque converters as standard equipment. The new torque converters have also been matched with the engine power and hydraulics to improve performance and fuel efficiency. Productive Economy Mode is a standard

offering which is optimised for maximum fuel savings with minimal productivity impact.”

Potelwa also recommends the use of add-on technologies such as the new optional automatic traction-control/differential locks that improve tractive ability in difficult underfoot conditions by measuring differences in axle speeds. The system is activated automatically without requiring operator intervention.

She agrees that operators will love the world-class cab, with a new indicator and button layout designed to improve operator productivity and safety, new larger convex mirrors to improve visibility to the rear, as well as integrated spot mirrors to provide visibility close to both sides of the machine.

“All the added features and benefits that come standard with the machine, together with the design improvements, put the 966L in a class of its own at a price that is still in line with competitive wheel loaders,” concludes Geldenhuys. 🌐



GEARING FOR A DEAL-CENTRIC NAMPO

Grain SA's NAMPO Harvest Day – a staple on the calendar of the South African agricultural community and those who serve it – enables producers and other role players in the agricultural industry to experience the latest products and solutions on offer first-hand and on one place.

This year's show, to be held from May 16 to 19 in Bothaville, Free State, comes at a time when the local agricultural community is experiencing seemingly better times compared with the dire drought conditions in 2016. Attracting close to 77 000 visitors and over 650 exhibitors every year, the show is said to be one of the biggest agricultural exhibitions in the southern hemisphere.

This year's NAMPO Harvest Day comes amid seemingly improving prospects in the agricultural sector premised on easing drought conditions in South Africa. As a result, several exhibitors expect a deal-centric show as farmers look to bolster their fleets with new products and solutions to improve their farming processes, writes *Munesu Shoko*.

State of market

Bell Equipment is one of the original equipment manufacturers exhibiting at this year's show, and Tim Beningfield, product marketing manager – Forestry, Sugar and Agriculture, tells **Capital Equipment News** that recent drought conditions have had serious effects on the agricultural community at large, but there are some

positive signs of relief in certain areas. "We remain optimistic that the recovery will gain momentum in the near future," says Beningfield. "We see a positive outlook of the sector at large as the drought seems to have abated, particularly in the coastal sugarcane growing regions."

Ryno Saayman, marketing coordinator at Hydraform International, an alternative

Smith Power Equipment will be showcasing its range of agricultural solutions at this year's NAMPO Harvest Day.



building technology company which supplies its solutions to the farming community, is also optimistic that this year's show comes at a time when the agricultural sector is rebounding, especially on the back of some good rains earlier this year, which he believes will result in better yields this year. However, he cautions that some of the farmers are not out of the woods yet, with some regions, such as the Western Cape, still experiencing severe drought conditions, while there has been

an outbreak of the Fall Armyworm in some parts of the country as well.

Nazlie Dickson, marketing and sales director at Hydraform, says while the agricultural sector remains vital to the economy and the food security of South Africa at large, it remains a fragile sector that is dependent upon unpredictable variables such as weather, pestilence and the instability of the labour market. "The local agricultural sector has faced several obstacles of late, due to the drought and

more recently, the outbreak of the Fall Armyworm in Limpopo and North West Province," she says. "Although there is an estimated 80% growth in maize production compared with last year, many farmers may still struggle, especially with maize prices expected to be much lower this year."

Robert Keir, marketing manager at Smith Power Equipment (SPE), a South African importer and distributor of leading global specialist machinery, turf maintenance equipment and off-road vehicles, says while the agricultural market has seen trying times over the past two years, there is room for optimism. "We are very positive about what 2017 has and will bring and are already observing some positive trends in the market; the Rand is showing signs of strength and customers are spending more

"Even though we see disparate weather patterns and rainfall in different provinces, with the Western Cape still navigating a bad drought, it is encouraging that we have had good rains in the northern regions and that the crops are yielding."



Bell has been testing the F-series for three years and has eight test units currently working in most forestry and cane regions across the country.

“NAMPO brings the whole agricultural industry, including importers, dealers and customers to one place, offering an array of products and insights for the farmer to make the best informed investments for their operations.”



Hydraform will be launching its new Hydraform M9 block making machine at NAMPO 2017.

strategically than before,” comments Keir. “Even though we see disparate weather patterns and rainfall in different provinces, with the Western Cape still navigating a bad drought, it is encouraging that we have had good rains in the northern regions and that the crops are yielding,” he says.

That said, Keir says the agricultural market is still recovering and a challenge that comes with this is accessing finance. Keir asserts that creative fiscal offerings, such as “off balance sheet” funding, are important in a climate such as this. “This type of approach to asset finance comes with benefits to the farmer, such as not having to lay out any initial capital, which helps with essential cash flow. Furthermore, lease payments on the equipment are fully tax deductible and VAT is paid on a monthly basis,” notes Keir.

“We have identified agriculture as a key market for SPE, since every farmer needs the right tools to do their work effectively and mechanisation is vital to running a farm more efficiently from a financial perspective,” says Keir. “NAMPO brings the whole agricultural industry, including importers, dealers and customers to one place, offering an array of products and insights for the farmer to make the best informed investments for their operations.”

Bell’s NAMPO line-up

Bell Equipment’s exhibits at this year’s show, according to Beningfield, will showcase the company’s focus on providing solutions which offer best cost per tonne to the agricultural sector.

“Our products planned for NAMPO include the Series IV Tractor launched last

year, the F-Series Tri-Wheelers officially launching in early 2018 after three years of testing and development, as well as a series of products from our partners, including Bomag, John Deere and Matriarch,” says Beningfield. Matriarch is a South African company which was established by Bell founder’s grandchildren in 2009 and in the past five years it has developed products for the sugar and forestry sectors. Its products on show will include the ULTeco 5 and 6 slewing crane loaders; the Skogger, which is used to extract and load timber; and the FASTFELL, which is used to fell and bunch timber.

Visitors to Bell Equipment’s stand at NAMPO will have the privilege to preview the local manufacturer’s F-Series Tri-Wheeler, which is due to be released for sale globally during the first quarter of 2018.

“The Bell Tri-Wheeler is a founding product that has become legendary due to its proud history of over 50 years in the sugar and forestry industries. There is always a danger when re-designing a product that is so well accepted by the market, but we have been mindful during the design and testing processes to keep true to the original design intent, while adequately making advancements in the

A new venture.

A new vision for materials handling and agriculture



On 1 March 2017, Barloworld and German trading group BayWa AG joined forces in southern Africa to create a whole new value proposition in materials handling and agriculture. On the materials handling side, BHBW builds on Barloworld's track record as a leading supplier of equipment and solutions to the market to grow its footprint and services. In agriculture, BHBW combines Barloworld's expertise and BayWa's capabilities as one of the leading agricultural traders worldwide, the world's largest distributor of AGCO products and a leader in Digital Farming in Germany, to help farmers take food production to the next level.

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Goscor will use NAMPO 2017 to showcase its new Bobcat telehandler designed for the farming community.



BMG will use this year's NAMPO to showcase its extensive range of agricultural components.

critical areas of safety, ergonomics and reliability, which combine to improve productivity," says Beningfield.

Bell has been testing the F-series for three years and has eight test units currently working in most forestry and cane regions across the country. These will have notched up in excess of 10 000 hours of accumulative testing by the launch date.

According to Beningfield, apart from addressing customer requirements, the F-series will enable Bell to rationalise the number of models it manufactures by introducing a modular approach. "We will bring to the market a base F-series machine that is equivalent to the current offering in terms of both specifications and pricing. However, customers will then be able to choose from a range of 'bolt on, bolt off' packages to tailor their machine to their specific needs," he says. "In this way they

only pay for the technology and features that they require for their operating environment."

Ian Kramer, Bell Equipment's chief engineer: Agriculture and Alliance Products, explains that moving to a water-cooled engine has substantially impacted on reducing noise levels. Bell has opted for the Japanese-manufactured Yanmar engines, which are highly regarded in the marine, construction and agricultural industries.

"The F-series will be available with two different engines. The first matches our current Tri-Wheeler offering by delivering 45 kW at 2 200 rpm, while the second provides customers with an option of a high-powered machine with a turbo-charged engine that delivers about 25% more power," says Kramer.

Noise reduction has also been incorporated into the design and the F-series, with full specifications, is able to reduce noise levels

by up to 26%. "At this level operators are not required to wear PPE to protect against noise as levels are below the 85 decibel parameter stated by Occupational Health and Safety standards," says Kramer.

Building agricultural blocks

Over the years, Hydraform has forged a long and successful relationship with the agricultural community, demonstrated by the exhibition of its brick and block making machinery at NAMPO for the 21st consecutive year this year.

"The products and innovations on display at NAMPO are always of world class standard," says Dickson. "The show facilitates the demonstration of all the latest technologies available to the sector, not only to grow this market, but to play their part in facilitating constant improvement of the quality of produce. NAMPO is thus an ideal platform for suppliers and manufacturers to access invaluable direct market input from their customer base and vice versa."

Saayman tells **Capital Equipment News** that Hydraform's alternative building solutions fit the bill for farmers, who are often located in remote areas where access to commercial brick and block suppliers for the purposes of building farm infrastructure, is often difficult. "Most farmers are based in rural and remote areas and our systems are a perfect fit for such conditions where they need to manufacture blocks on site for construction purposes," says Saayman.

On the product front, Hydraform will be launching its new Hydraform M9 block making machine at NAMPO, which will be making its public debut at the show. It is an entry-level block making machine aimed at small projects and has the agricultural sector in mind. It can produce 500 interlocking blocks per day, which equates to 13 m² of building a day. "It's aimed at farmers in general, as well as small contractors that can build on farms," says Saayman. "It is a small business unit based on a trailer and comes with the various items one would require for block manufacturing, including a generator and a large water tank, all fitted on a trailer." The equipment can be dismantled from the trailer, allowing the trailer to be used separately for transporting of blocks or material.

"The products and innovations on display at NAMPO are always of world class standard."

Goscor's strong showing

The Goscor Group will also be showing a range of its products from its various companies, including Goscor Power Products, Bobcat and Sany, Goscor Cleaning Equipment and Goscor Access Rental.

With an extensive range of firefighting equipment, water pumps and sprayers, Goscor Power Products is actively involved in the agricultural sector, as well as supplying cooperatives, says MD Mark Bester.

Goscor Compressed Air Systems will showcase its portable and stationary compressors from the Ozen and Sullair stable. It will also highlight its capability to service and repair all makes of compressors, air tools and dryers, in addition to offering a compressed-air equipment rental service.

A key highlight for Goscor Power Products will be the presence of the all-new Rato

engine brand, which can be incorporated into bakkie-mounted firefighting equipment as rapid-response units for the farming community. "We will also have our full range of water pumps on display, in addition to special products such as diesel-driven irrigation pumps for remote farming areas where electricity supply is constrained," says Bester. Another new brand to be introduced to the Goscor Power Products' stable at NAMPO 2017 will be WEIMA diesel engines for welding gensets.

Goscor Cleaning Equipment will showcase its Maer range of Italian high-pressure cleaners. National sales manager Peter Esterhuizen says the main aim is to generate awareness of the high-quality brand among the farming community, in addition to the flagship Tennant range of outdoor environmental cleaning solutions.

Esterhuizen adds that traditionally the agricultural sector has focused on cold-water pressure cleaners from 150 to 200 bar. "We want to highlight to visitors additional applications presented by our larger machines, including cleaning farming equipment such as combine harvesters and tractors for maintenance purposes."

Describing the event as a traditionally busy show, Esterhuizen says NAMPO is distinguished by the fact that actual sales

orders are generated on the stands, which translates into a tangible return on investment for exhibiting companies, in addition to brand awareness. To capitalise on this trend, Goscor Cleaning Equipment will offer special prices on two of its high-pressure cleaning machines.

Goscor Access Rental will be represented by Tanya Brummer and Laves Gunpath, who concur that the event is not only well-known in the farming community, but has an exceptional customer footprint as well. Given the price-sensitivity of the agricultural sector, refurbished and cost-efficient Doosan forklifts will be on display to showcase the total cost of ownership benefits for customers.

On the Bobcat and Sany side, a special focus will be the launch of a new compact backhoe loader and telehandler for the farming community, as well as a mini-excavator. The new compact backhoe loader has been developed in conjunction with Kukorova of Turkey, featuring a 74,5 kW Perkins engine.

Additional products will include a double-drum ride-on roller and a small grader. These products are aimed particularly at farmers upgrading road infrastructure in rural and remote areas, which is a new growth area the equipment supplier wishes to tap into. 🌟

"We will also have our full range of water pumps on display, in addition to special products such as diesel-driven irrigation pumps for remote farming areas where electricity supply is constrained."

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EVOLUTION OF TELEMATICS

When businesses report a 23% increase in the total number of jobs completed per day, per technician, just by using fleet telematics, there is no denying the impact this technology can have on overall productivity, and the bottom line. Commercial vehicle fleet operators in Africa have gone down the telematics route further than their construction equipment peers, but there are prospects of increased telematics uptake from both industries as features for driver behaviour, maintenance, productivity and utilisation are growing in demand, along with traditional safety and security capabilities, writes *Munesu Shoko*.

In the developed world, telematics solutions have quickly become the gold standard as a cost effective way for fleet-driven businesses to help keep the lid on fuel and overall fleet costs. With a telematics system installed, businesses have the capability to know the location of their vehicles or pieces of equipment. This helps save fuel through dispatching efficiencies and improved routing, while data gathered by these systems – including driver speed and idle time – can further help businesses improve safety, productivity and operating costs.

In the African operating environment, fleet owners are fast catching up on the potential gains telematics solutions can have on their businesses. Research shows that commercial vehicle fleet owners' uptake of these technologies is at an advanced stage than in the yellow metal equipment space, but indications are that this will likely change in the near future. From a manufacturer's point of view, third-party makers of telematics solutions dominate the market, while original equipment manufacturers (OEMs) are starting to develop their own solutions or partnering with specialist telematics suppliers to tap

into this potentially lucrative market.

According to Frost & Sullivan's **Analysis of the Commercial Vehicle Telematics Market Outlook in South Africa** report, automotive production in South Africa has been steadily increasing in recent years, and the parallel focus on fuel efficiency and low cost of ownership is expected to bolster the adoption of telematics in South African commercial vehicles. "Post 2017, the enforcement of relevant regulations and the entry of vehicle OEMs through partnerships and acquisitions is expected to augment the deployment of telematics in commercial vehicles," says Gokulnath Raghavan, Frost & Sullivan's Automotive and Transportation research analyst.

The commercial vehicle case

Frost & Sullivan finds that the installed base of commercial vehicle telematics in South Africa stood at approximately 600 000 in 2014 and estimates this to reach around 840 000 by 2017. Features for driver behaviour, maintenance, productivity and utilisation will be in demand, along with traditional safety and security capabilities.

Raghavan, however, notes that

aftermarket or third-party suppliers still dominate the overall commercial vehicle telematics market in South Africa, with OEMs only recently kicking off in-house telematics fitments. Peter Le Roux, Telematics Specialist at Volvo Trucks South Africa, shares the same view, adding that currently 87% of all telematics offerings are provided via third-parties. "OEMs only account for the other 13%," he says.

Volvo Trucks is one of the OEMs with its own telematics system called Dynafleet. Officially introduced in 2013, the company has just over 2 500 vehicles running on Dynafleet in the local market. Dynafleet offers users real time data in a user-friendly and easy-to-understand manner. Its three service offerings are Fuel & Environment, Positioning and Messaging.

"On Fuel & Environment, the service offers detailed reports that make it easy to chart potential improvements and follow up – on driver, truck and fleet level," says Le Roux. "There is a variety of reports that can be customised for specific needs. The overview report covers fuel consumption, idling, coasting and I-Shift use, as well as cruise control, among many other





More and more OEMs in the construction equipment industry, such as Volvo CE, are now including telematics solutions as standard in their offerings.

aspects.” Deviations from a set target are monitored in the exception report. There is also a driver coaching tool available in the vehicle. “Driver coaching guides the driver to improved driving technique through real time Fuel Efficiency Score while driving,” says Le Roux.

When it comes to positioning, the map view collects the information needed to plan the transport operation. Current vehicle location, speed, distance travelled, fuel saved and fuel level are at hand in the map view. “The positions of the vehicles are event-based with a new position approximately after every 5-10 minutes,” says Le Roux. Meanwhile, Messaging allows two-way communication between the vehicle and the Dynafleet portal. “Messages can be sent from Dynafleet to the trucks where the driver can respond to them using the Bluetooth QWERTY keyboard.”

Key drivers

According to Raghavan, the emergence of new business cases, such as pay-per-service, as well as higher awareness on mid-tier solutions, will unlock opportunities in the South African commercial vehicle

telematics space. “Major OEMs are looking to provide factory-installed telematics, especially in light commercial vehicles since more than 90% of this segment remains untapped,” says Raghavan.

Meanwhile, Le Roux tells **Capital Equipment News** that the Light Commercial Vehicle (LCV) segment makes up a big chunk of the telematics pool, +/-50%. “We do, however, notice that their needs are much more for basic services. The Heavy Commercial Vehicle (HCV) and Extra Heavy Commercial Vehicle (EHCV) sectors are the driving forces behind more advanced information needs. We also notice that customers in the HCV and EHCV segments require different services for different applications,” says Le Roux, adding that thus the need for customisation and flexibility in packages offered is ever increasing.

Load and combination values also play a part in the selection of services, according to Le Roux. “Customers carrying goods of high value tend to request more detailed services compared with customers doing basic distribution of low-value loads. We have seen a huge increase in the fuel

industry, for example, in the past few years.”

Key concerns

Despite the improvements made in telematics and the real-time data that it produces, a reluctance to adopt the technology still lingers among some local fleet managers. This is more so among construction equipment fleet owners than their commercial vehicle counterparts. Le Roux agrees, saying that when Volvo Trucks first introduced Dynafleet in 2013, there was some resistance from certain operators. He, however, notes that this has since changed as more and more commercial vehicle owners are enquiring about the service offering.

The penetration of telematics in the local construction equipment space as a whole is slow in coming, but operators are gradually beginning to realise the benefits as more and more OEMs now include telematics solutions as standard in their offerings.

The key concern in the yellow metal equipment industry has always been the fact that most construction fleets are mixed



Peter Le Roux, Telematics Specialist at Volvo Trucks South Africa, says currently 87% of all telematics offerings are provided via third-parties.

fleets comprising vehicles from different OEMs and often include on-road vehicles, in addition to off-road vehicles. While many OEMs are hard at work to develop their own telematics solutions for their offerings, both in construction equipment and commercial vehicles, all these systems are different and mostly incompatible with each other. Consequently, standardisation remains a key concern holding back the adoption of telematics, especially in the construction equipment sector.

According to Gareth Owen, principal analyst at ABI Research, as construction fleets adopt telematics, fleet operators are increasingly demanding more standardisation, easier interfacing and a single-source site for all OEM API data. Le Roux adds that mixed fleets (different OEMs) pose a challenge as fleet owners prefer having a standard telematics supplier. This explains the domination of third-party suppliers in the telematics space, which Le Roux says is now overtraded, with over 200 suppliers in South Africa.

However, Owen notes that some progress has already been made to address these concerns in recent years, with OEMs such as Caterpillar, Komatsu, Volvo Construction Equipment and John Deere, to mention a few, working with aftermarket suppliers

such as Navman Wireless and industry bodies to develop standard APIs for some of the basic data such as vehicle identification, location and hours of use. "Some operators, such as rental fleet companies, are also calling for standardisation of more data advanced feeds such as geo-fencing, immobilisation, safety devices and alerts, and no doubt this will follow," says Owen.

Partnerships abound

To respond to the concerns mentioned above, Raghavan says joint ventures, mergers and acquisitions among OEMs and aftermarket telematics vendors are likely to gain momentum.

Already, several key joint ventures have been announced in this regard. Recently, Caterpillar announced that together with its long-term partner, Trimble, have developed a brand-new agnostic fleet management and site productivity solutions platform designed for contractors with mixed equipment fleets.

To further address concerns around data interpretation, Caterpillar recently announced its partnership with Uptake to transform the construction industry through data analytics.

The two companies are of the view that

commoditisation and decreased costs of telematics, both in terms of hardware and connectivity, could help lead to billions of dollars' worth of new efficiencies in operations and capital management. "Several factors, including a downturned economy and glut of used equipment that has at times slowed the purchasing of new machines, have meant the industry has been slow to adopt telematics and the so-called industrial internet-of-things. But there are signs that will soon dramatically change," says Trevor Mecham, vice president of construction and agriculture at Uptake.

Mecham says the recent push from OEMs and AEMPs to standardise hardware and information throughout the industry, combined with the decreasing cost of telematics and connectivity equipment, signals that the industry is on the cusp of generating what could amount to billions of dollars' worth of increased uptime, better equipment utilisations and optimised workflow processes and operations.

"In short, telematics will generate a deluge of data that most companies in the industry won't be prepared to analyse, much less take actionable insights on. Equipping millions of pieces of construction equipment with sensors is the easy part – utilising the data they'll produce is the real

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Photo supplied by Glencore

Glencore recently awarded a three-year contract extension to vehicle tracking and fleet management specialist Ctrack by Inseego. The agreement will see Glencore's fleet of 600 vehicles upgraded to Ctrack's advanced management solutions at its operations in Mpumalanga, South Africa.



The Leica iCON rig solution for drilling and piling machines will now be part of the process for data recording and reporting in Liebherr deep foundation machinery.



UD Trucks' Quester range of commercial vehicles comes with telematics as standard.

obstacle," says Mecham.

Uptake, a Chicago-based data analytics company, wants to take on the data challenge. It's working with the industry to both standardise its telematics ecosystem, and also to provide a platform to use all of that data to increase efficiencies across the board. But rather than developing a software platform as a third-party vendor to sell to the sector, it launched a joint venture project with Caterpillar to drive change from within the industry itself.

"The construction industry has so much to gain from using data to optimise manufacturing, maintenance, logistics and operations – it's certainly in the billions of dollars," explains Mecham. "Rather than a one-size-fits-all solution, we are partnering with Caterpillar and other companies to build predictive analytics solutions that

solve challenges unique to the industry."

Meanwhile, Leica Geosystems, a leading measurement technology company, recently announced that its Leica iCON rig solution has been integrated into LIPOS (Liebherr Positioning System) by Liebherr, one of the world's largest manufacturers of construction machinery.

The Leica iCON rig solution for drilling and piling machines will be directly implemented into LIPOS factory-mounted add-on kit, which includes a fixture for the easy and quick installation of hardware without the need to change the machine structure. The rig solution will now be part of the process for data recording and reporting in Liebherr deep foundation machinery.

"Combining Liebherr on-board sensor information adds a significant extra

dimension for our positioning solution for drilling and piling applications," says Johan Arnberg, president of the Leica Geosystems Machine Control Division. "We are proud to bring added value for Liebherr customers and an easier and efficient way to manage their data on any drilling and piling construction projects."

The Leica iRD3/iRP3 solutions create a 30% time and cost saving with every drilling/piling job. The systems drastically reduce the need for stakeout work. Among other features, they also offer wireless update of project files and remote support via telematics. Users can document their work as the project progresses and avoid drilling in old and failed holes.

"Exact positioning and precise execution of drilling and piling processes are crucial for the success of deep foundation machinery," says Holger Streitz, managing director, Liebherr-Werk Nenzing. "With the integration of components from Leica Geosystems in Liebherr's LIPOS solution, drilling and piling processes are more transparent and traceable. Thus, quality assurance can be better controlled."

In conclusion, Mecham says, telematics, in the short term, it's all about awareness. "Lots of companies in construction know that the power of data and telematics will enable them to work better, faster and longer, but right now, it's 'how' will this happen and 'when' will there be an impact," he says. "In the long term, it's about transforming the industry. We know there are billions of dollars to be gained from harnessing the power of data. Over the next generation, this industry will see radical change." ❁



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Going the Extra Mile



REINFORCING SUB-SAHARAN WASHING AGENDA

Leading wet processing equipment manufacturer CDE is reaping the rewards of stepping up its drive to engage directly with the African market by developing its local team, writes *Munesu Shoko*.

There is a general strong sentiment that the medium and long-term growth of many international original equipment manufacturers (OEMs) will have to be garnered in Africa. The continent is regarded as the new frontier which presents a wealth of opportunities and there has to be plans for growth-seeking OEMs to create some sort of a footprint on the continent. Northern Ireland-based CDE, a leading provider of wet processing equipment for quarries, mines and recycling operations on the global market, is one of the OEMs with a well-defined strategy to make the most of the African market, and growing its footprint ranks highly among its key initiatives.

With its range of equipment for applications dedicated to a wide range of materials across five sectors, including sand and aggregates, mining, specialist industrial sands, construction and demolition waste recycling, as well as environmental, CDE already has an extensive footprint across eight regions of the world and its business is based on collaborative, innovative

and unique wet processing systems. The company has strong bases in Kolkata, India, to serve Asian markets, São Paulo, Brazil, to serve the Latin American market, Ormeau, Australia, to serve the Australasian market, as well as North Carolina, United States, to cater for the North American market. Over the years, CDE has had representatives in North Africa, sub-Saharan Africa and the Middle East, to develop its customer base.

According to Nicolán Govender, Regional Manager Africa at CDE, the biggest hurdle to developing the wet processing business in Africa was that many existing local operators focused solely on crushing and screening. "While washing basically comes as a result of crushing and screening, it is a specialised and niche market. Wet processing is much more specific than

crushing and screening because it entails getting from millimetre to micron sizes. As a result, a direct approach by CDE experts who specialise in wet processing has proven to be a winning formula. This is why CDE has adopted a global strategy to go direct to the customer rather than via distributors from its inception in 1992, and since 2008 when it established itself in South Africa," reasons Govender.

In 2015, the company made a call to develop a team based in the sub-Saharan African (SSA) region, hence the appointment of Govender as Regional Manager for Africa. Govender works closely with Business Development Manager Wayne Warren, and between the two of them, they bring on board over 30 years of experience in the sand and aggregates industry, which is a key target market for CDE locally. As part of its



A CDE sand washing plant is deployed at Estim Construction's site in Tanzania.



2020 Vision, one of the immediate objectives of the company is to establish a fully-fledged CDE office with a full staff complement in South Africa, which will act as a springboard into the rest of the SSA region.

Why direct?

Govender says the decision to go direct to market was informed by the company's consciousness to disintermediation largely due to the lack of proper representation in the washing space. He reasons that servicing customers directly also strengthens relationships, while building an intimate understanding of customers' operations over time.

Govender is also of the view that as a manufacturer of specialised and sophisticated equipment, CDE believes it can offer its customers better service and solutions because it knows its product better than anyone else. The company can also

leverage case studies and learnings from its installed bases across the continent.

Dealing directly with customers also better informs research and development (R&D) by incorporating customer feedback and their changing needs into the company's research projects. According to Govender, doing business directly with end users also helps the OEM to find quick solutions for its customers, especially in the current economic climate where uptime and productivity are key survival factors for both aggregates producers and mining companies.

Success stories

Govender maintains that a growing installed base of CDE products is evidence of the success of the direct approach. Last year alone, the company sold just under R35 million worth of equipment in the

region, which, in a market well-known to be depressed at this stage, is quite a success.

In terms of installations, the company did nine last year, eight in South Africa and one elsewhere in Africa. The target market in southern Africa remains predominantly sand and aggregates, according to Govender. He is of the view that, in terms of wet processing, the C&D market, which is one of the key markets for CDE in the UK and Europe at large, hasn't taken off in Africa yet.

Of the eight South African installations, seven were in the sand and aggregates sector, and one in mining. The mining installation is a multi-million rand plant which is set to be commissioned in two months' time. Govender says once the plant has proven itself over time, there are likely to be some interesting spin-off jobs out of this particular project.



A CDE AquaCycle delivers up to 90% water recycling with very small equipment footprint.



By installing a new CDE EvoWash sand washing plant on its Analiza quarry, Multi Crete Bricks can now continue to produce its own bricks, blocks and manufactured washed sands with an additional plaster sand.

In the sand and aggregates space, the biggest customer to date is a Johannesburg-based supplier of sand, which has already taken delivery of three plants from CDE. Previously, the company would crush material sold as crusher dust to the concrete and asphalt manufacturers. With CDE plants, the sand supplier can now wash the crusher dust to take off all the ultra-fines – silt and clay – to produce a more valuable product. It becomes a valuable product in the sense that washed sand with reduced silt and clay content lowers the cement and water content in concrete mixes.

A block manufacturer in the KwaZulu-Natal area of South Africa is another company that recently took delivery of a CDE plant. The return on investment on this particular plant is based on reduced use of cement in its block-making process. The company now saves 10% on its cement usage every month, which will cover the cost of repayment of the EvoWash to the bank in just seven months.

Case studies

Meanwhile, CDE recently helped Free State-based Mission Point Mining (MPM),

a mining operation which supplies silica sand to the construction industry, to decrease its water consumption significantly. The company took delivery of a CDE EvoWash 151 and an AquaCycle 400 water recovery system. It is producing up to 130 t per hour of 0-1 mm fine sand sold as plaster and building sand, as well as foundry sand to the local specialist sand market. Since MPM switched to the CDE cyclone and water recycling technology, demand for its products has grown and the company has now embarked on an expansion of its business, according to MD Johann Pretorius.

To run the EvoWash, MPM feeds the plant up to 500 000 l of water per day for a total running time of 11 hours. To ensure optimal efficiency, the company has put in place highly effective water saving systems benefitting both the business and the environment. As well as running a CDE AquaCycle that saves up to 90% of waste water, MPM's water recovery system for stockpiles is also instrumental in accelerating the drying process of the end product to allow it to be sold quickly and make space for new stockpiles.

Elsewhere, following the installation of a CDE EvoWash 72 on its Analiza quarry site,

South African brick and block manufacturer Multi Crete Bricks “just can't keep up with orders”, according to CEO Christo Niemand.

In 2016, Multi Crete saw an opportunity to take the lead in the local materials washing market. To achieve this, an upgrade of its sand screw washing plant was necessary to remedy the substantial loss of valuable fines that ended up in its quarry's dam. By installing a new CDE EvoWash sand washing plant on its Analiza quarry, Multi Crete can now continue to produce its own bricks, blocks, and manufactured washed sands with an additional plaster sand.

The Analiza quarry treats raw materials including crushed rocks, a mixture of granite and silica, some being heavily clay-bound. It now produces 23 t per hour of plaster sand and 19 t per hour of river sand. The EvoWash allows for two products to be produced at the same time and can also be set to alter the amount of finer sand in the end product, allowing the quarry to produce two products (-2 mm + 0 and -6 mm + 0).

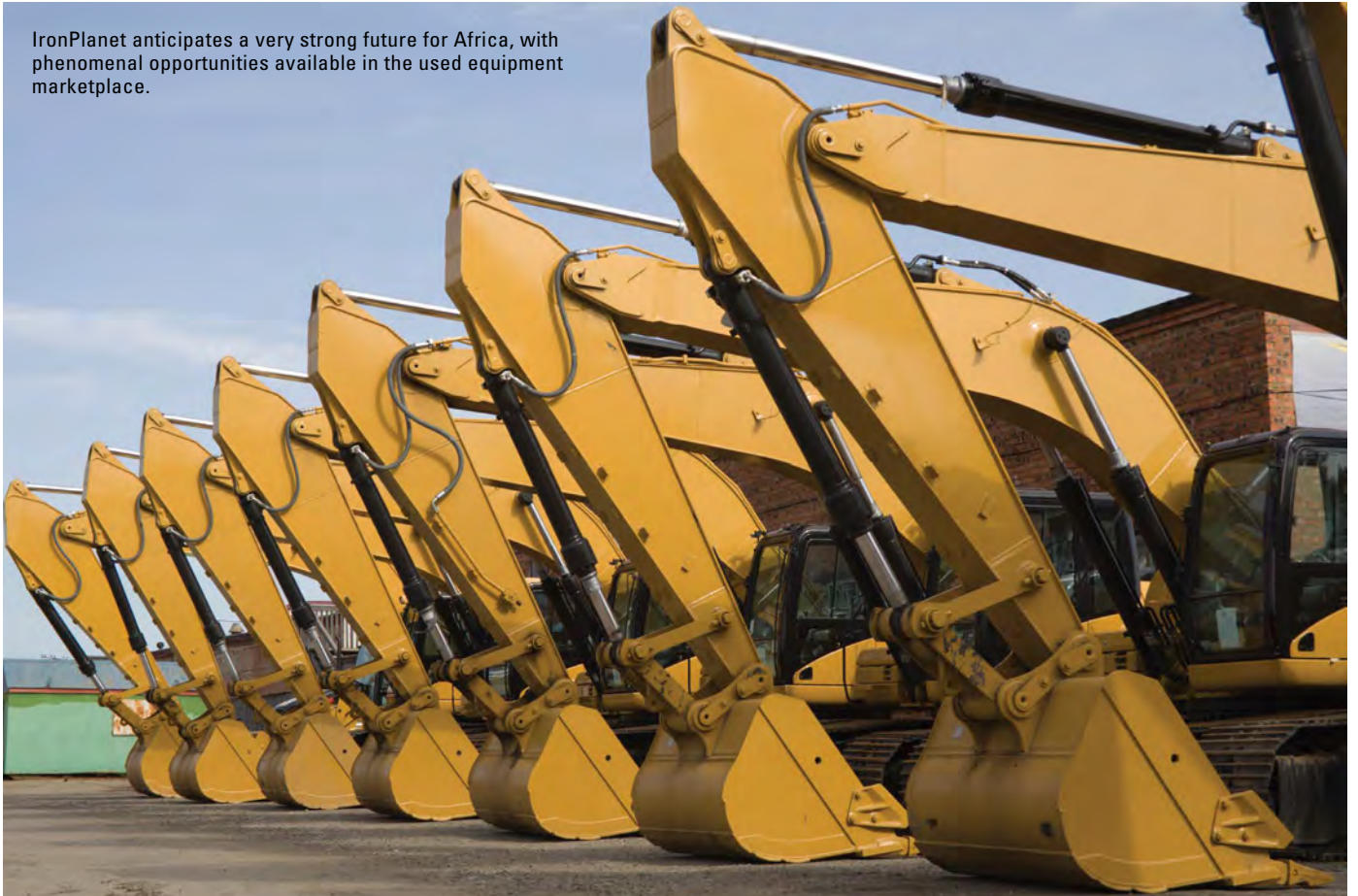
State of market

Speaking of market conditions, Govender says the African market at large, due to its overreliance on either mining or oil, is very tight at this stage. He, however, finds East Africa to be an interesting market due to its independence from the resource reliance.

Despite the seemingly tough trading conditions, Govender tells **Capital Equipment News** that CDE has a steady flow of proposals going out at this stage, and notes that South Africa has started on a fairly positive note this year. He is mostly excited about the recent big sale to one of the biggest five aggregate producers in South Africa, which he believes is a breakthrough considering that the big five pretty much run the bulk of the quarries in the country.

Speaking of market size, Govender says though the sand market is a big sector locally, the wet processing component is still fairly small. He notes that the manufactured sand market is generally larger than the aggregates market, and predicts it to be around 60% of the total aggregates market in South Africa. “Of that 60%, there is only about 10-15% of washing. It is a small market, but all indications are that, washing has to grow. Our products offer well-shaped, washed and graded manufactured sand, helping to replace natural sand, which is fast becoming scarce and expensive,” says Govender. He further notes that the big emphasis on curbing illegal sand mining in rivers, as well as water restrictions in South Africa, will bode well for CDE wet processing systems locally. 🌱

IronPlanet anticipates a very strong future for Africa, with phenomenal opportunities available in the used equipment marketplace.



HIGHLIGHTING AFRICAN USED EQUIPMENT OPPORTUNITIES

There are unique challenges in the African used equipment market. The continent is vast and it requires local knowledge to gauge the variable demand. The situation on the ground is economically fluid and politically uneven. The perceived imbalance between risk and reward inhibits buyers. However, there is a general consensus in the industry that Africa offers great opportunities for buyers and sellers alike. The key challenge is defining just where and when? *Paul Williamson, sales director for Africa at IronPlanet, writes exclusively for *Capital Equipment news*.*

Leading online auction company IronPlanet is currently replicating its highly-trusted and globally successful model for the African continent. As such, it offers hard-won insight on avoiding the pitfalls of dealing in used heavy construction machinery.

No more so than in mitigating the problems perennially associated with doing business in Africa, such as corruption, fragile economies, varying levels of red tape and inadequate infrastructure.

Africa's big questions

There are big questions over doing business in Africa. Taking a broad view, the biggest hindrance confronting participants is the negative influence of despot governments; while the biggest hurdle remains corruption. However, corruption is not solely Africa's problem.

The instability of the region reveals itself in "one-trick" economies – in particular, those countries in West Africa – almost totally dependent on single

commodities to fund large and ambitious construction projects. The global collapse in oil prices, and the current situation where oil commands prices of about \$50 a barrel, is in stark contrast to government construction budgets based on receiving a price of \$100 plus.

Subsequently, many big infrastructure projects have ground to a halt. As a result, there is a huge amount of construction equipment currently available on the African market.



Komatsu is a well-regarded brand in the African used equipment market.



In Africa, IronPlanet has to parachute its inspectors into the jungle to view equipment.

Changing the model

Historically, African buyers have sourced their machine requirements from the broker network in Europe, Middle East and the United States. These transactions have, therefore, exhibited an over-reliance on the whims of a handful of individuals. Consequently, Africa – in common with South America – has been traditionally viewed as a high-priced market, where buyers are constricted by a lack of knowledge and transparency. IronPlanet's expansion reflects its ambition to radically shift away from the existing model.

The company's success is built on its wide reach and international scale. This significantly liberates customers. You can buy in the global shop window of an online auction at attractive prices without the heavy fees historically involved. A seller is able to achieve more profitable sales through the low transaction costs and better prices that are realised because of the global audience.

Trust and transparency

Institutional obstructions and hesitancy on the part of the customer still intervene. Sometimes you do all that you can, and are supposed to do, in regard to the legal framework in a particular country, but then you just can't get deals over the line. Some customers change their minds in the last minute. Addressing these issues of trust is key for the success of any proposed solution in the region.

IronPlanet has strategies in place to bypass the issue. In a lot of countries the company's transparency knocks down

these barriers. For sure, there has been one or two particularly difficult situations, but by being the more transparent option – and with social media helping to drive the trust that is needed – IronPlanet is beginning to see it develop from both sides. This contributes to the company's contention that the situation will get easier as time goes on.

Embracing the emerging economies and markets in Africa is essential going forward. There is no doubt that there are "huge opportunities", which are even more attractive given the contrast to a post-financial crisis Europe, where growth is very hard to come by. Any strategy to exploit these opportunities has to be carried out in an intelligent, responsive and planned fashion.

The online advantage

Visiting sites to view used machinery in Africa is inevitably a tough ask. The lack of infrastructure makes visits and buying trips awkward and time-consuming. A website is not enough on its own. The next steps of building a network and finding more equipment buyers has to be realised quickly through necessity. Human connections are crucial in Africa to build the business.

Despite buyers embracing what is on offer, it is no overnight fix. Getting known and building a profile is equally tough, involving a long and difficult process. However, IronPlanet views the online model as the perfect fit. The Iron Planet model works perfectly in Africa given its geographical expanse; the logistics of moving big equipment is very difficult. In

Europe, a physical auction works fine, but in Africa the company has to parachute its inspectors into the jungle to view the equipment. Once this is done, it can attract all the buyers worldwide, who can then buy through the platform with complete confidence.

Guaranteed inspection reports

One of the main differentiators in the IronPlanet business model is the guarantee provided to its customers based on the veracity and quality of the advertised equipment's condition. This only strengthens the trust necessary for a successful business relationship.

Detailed inspection reports for each piece of equipment in the auctions can be viewed by potential purchasers online. These include a visual inspection of key systems and components, along with ratings and notes. Images of the equipment, wear-related measurements and oil/fluid samples, when appropriate, are also available for inspection.

Since buyers know the true condition of the equipment, confidence in the bid isn't an issue. This confidence is reflected on each side of the transaction. Guaranteed inspection reports also deliver the dual benefit of raising and defining the ongoing industry standards.

African brand awareness

Having identified the massive choice of used heavy construction equipment available for sale in Africa, which manufacturer's products have the greatest appeal? In IronPlanet's experience, it



Paul Williamson, sales director for Africa at IronPlanet, says Caterpillar remains the most selling brand in the used equipment market in Africa.

is Caterpillar. The “yellow” is known wherever you go. Always Cat. Why?

Because locals know how to fix the machines. And they know where to get spare parts. This preference is reinforced by a good dealer network, although Komatsu is also well-regarded. In contrast, parts from Chinese manufacturers are currently difficult to obtain despite their efforts to build up dealerships.

Essential sales tips

There are a number of tips to bear in mind to ensure a successful transaction. The equipment has to be suitable for the African environment. Computer systems and advanced electronics are classed as unacceptable. With newer equipment models there simply isn't the expertise on the ground to keep them working.

If a project is undertaken in the middle of the jungle and the machine breaks down the purchaser has got to be able to fix it. The dealer might be able to help eventually but the need for an immediate response is what is fuelling demand in older models. Emission levels also vary considerably from the strict compliance observed in

markets such as the United States.

The desire to buy older technology is a fundamental characteristic of the African market. For those selling older equipment this is a great opportunity, as it is likely to keep prices solid for many years to come.

Stability and opportunity

IronPlanet anticipates a very strong future for the region, with “phenomenal opportunities” available in the used equipment marketplace. The optimism is based on a broad range of factors. With the population expected to double from 1,2 billion to 2,4 billion by 2050 – in a continent currently containing 650 million mobile phones – there are enough “raw materials” for developing IronPlanet's success. Less tangible, but equally persuasive, is the identification of the spirit found from many visits. There is an energy about these guys in Africa – they get on with life; there is great drive and they want to get on.

Where there is stable government, used equipment markets will grow, thrive and flourish. Mozambique, Botswana, Namibia and Kenya are prime examples. Ethiopia,

Tanzania and Uganda are also stable and investing countries where the outlook for purchasing equipment is strong. Nigeria has great potential if circumstances align, whereas the countries of French West Africa are viewed as better for finding equipment.

In East Africa and certain parts of southern Africa, economies are more diversified. Those countries that add value will be in the best economic shape: those that go away from just shipping raw materials and convert these into products. And once the oil price goes up again, requirement for plant will be strong going forward.

Kenya and Tanzania have a lot of construction projects coming up. There are major rail projects on stream in Mozambique and with the Djibouti to Addis Ababa rail link to the sea. Chinese investment is responsible for many of the infrastructure projects and the country's influence in Africa is considerable. It is an influence that is driving opportunities but also shifting ways of doing business; often leaving European companies, with their adherence to strict compliance, less competitive. 🌐



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POWERING A NEW ENGINE STRATEGY

A new divisional structure for its Engines business in southern Africa, complemented by a capable management team, will help Scania South Africa better service its customers in the region, while setting the engines and gensets business on a sound growth path, writes *Munesu Shoko*.



Scania has a big range of gensets, ranging from 250 to 700 kVA.

Strategy can help organisations better design themselves to focus on the right things that are most likely to deliver the best performance, productivity and profit, both now and in the future. Scania South Africa's new divisional structure for its Engines business in southern Africa is a strategy basically informed by this understanding. Effective January 1, 2017, the Engines division now encompasses several segments: Marine, Power Generation and Industrial engines, as well as the Gensets business. The Scania Engines department was first structured some 20 years ago, headed by a single person based in Cape Town. He was in charge of the Engines business in South Africa and for Scania's non-captive markets in the SADC region.

Following the arrival of a new MD in 2013, a new structure was introduced in 2014, which saw the appointment of an after-sales director to focus on markets beyond South Africa's borders. That saw the arrival of Rune Walter to take up the position of Export Sales Manager – Scania Engines & Gensets. His main task was to sell and promote the complete Scania genset range. That setup yielded strong results, with the company recording a sizeable growth of its Scania complete gensets sales.

In April 2016, Raimo Lehtio took over as

the new MD and introduced a new structure to further grow the Engines division while improving the aftermarket side of the business. Part of the approach saw Johan Lyons taking the reins as General Manager Engines at the start of the year.

Execution matters

While a business strategy creates a vision and direction for an organisation, it also takes the commitment of time and resources to manage its execution. In essence, strategy is one thing, and execution is quite another. Lyons has been entrusted to execute the strategy for the new divisional structure. He brings on board a wealth of business and technical acumen that has seen him smash records in his previous roles since joining Scania South Africa back in 2008.

"I started here as export manager for the Trucks and Bus Division in October 2008, looking after Scania's non-captive markets in the SADC region. I was responsible for Malawi, Tanzania, Zimbabwe, Namibia, Botswana and Mozambique," says Lyons. Despite the global economic crisis at the time – a recession to be precise – when Lyons came on board in 2008, he managed to set the export business on a strong growth path that saw it set some records along the way. Scania South Africa went on to set its



Scania's 9-litre power generation engine with PDE injector and EGR system.

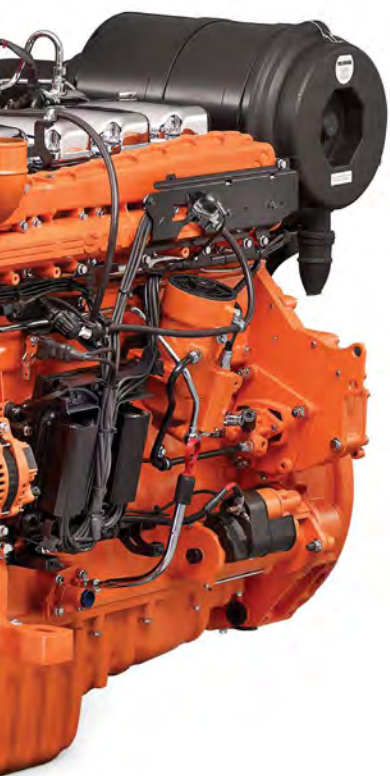
record exports from 2010 and has continued to grow within the export markets in the engine, bus and truck segments.

Following the arrival of a new MD in 2013, Lyons was later reassigned to become a regional director of one of the five newly-created regions at the time. He took the reins as regional director for the North East Province, and had both independent and Scania dealers under his watch, running both sales and after-sales. "We were quite successful and in 2014 we won the Region of the Year award," he says.

State of market

The restructuring of Scania's Engines division was set in motion back in 2014, at the height of South Africa's power crisis where Eskom's grid issues meant that load shedding was pretty much the order of the day. "There were huge power shortages in South Africa in 2015, and we saw an upswing in the demand for our gensets and power generation engines. That's when the strategy of having two people, one focusing on sales and the other on aftermarket, was adopted," says Lyons.

"It's not only in SA where power shortage was an issue. All the SADC countries suffered major power deficiencies, and most of them still have unhealthy grids," says Walter. "As a result, we had record sales in 2015, selling



Rune Walters, Export Sales Manager Scania Engines & Gensets (left) and Johan Lyons, newly-appointed General Manager Engines at Scania SA.

a total of 504 units, including gensets and engines.”

In 2016, the Eskom grid stabilised and as a result sales dipped. The Rand lost its value against major currencies, amid a generally difficult business year premised on lower commodity prices. The market was also saturated due to a flurry of sales during the previous year.

Standby generator units led the demand in South Africa, with many businesses, including shopping centres, hospitals, casinos, fuel stations and airports, resorting to backup power plans. Meanwhile, several mines also transitioned to prime power solutions, especially in the Mpumalanga area.

Prime solutions are entirely separate from the national grid, and supply load power on a 24/7 basis. This option requires considerably better planning and far greater investment, as the entire outcome of the operation depends on the power supply. This means that the most important aspect to take into consideration is the OEM. As part of its prime power solutions, Scania has the ability to provide a full and comprehensive range of services, including conceptualisation, design, construction, installation, commissioning, operation and maintenance.

Both Lyons and Walter are encouraged by the huge upturn on the industrial engines

side of the business, especially driven by the strategic international OEM partnerships, which are helping Scania capture the industrial aftermarket business locally.

“We have international agreements with OEMs such as Terex and Doosan. Locally we focus a lot on the aftermarket side of the business, having already supplied engines to these OEMs,” says Lyons. For Terex, Scania engines power a range of machines including dumpers, crushers and cranes, while for Doosan it’s mainly the dumpers driven by Scania engines.

The OEM venture constitutes about 80% of Scania’s business on the industrial engines and gensets side of the business, while the other 20% is with end users. The company also has special agreements with both OEMs and end users on the Marine engines side of the business.

Wide range

Scania has a big range of gensets, ranging from 250 to 700 kVA. With three engine sizes and power ratings ranging from 202 to 566 kW, Scania’s industrial engine platform meets every existing and foreseeable emission legislation. Scania’s marine engines can get up to 1 200 hp, depending on application.

Meanwhile, Scania SA has since introduced a Scania V8 gas engine to the

local market, said to be the flagship product moving forward. “We see a lot of potential in the gas engine market in South Africa in the near future. With our solutions we can help drive the ‘green’ initiative. The range comes in several models, from standby to prime power models,” says Walter.

“We have one unit currently running as a pilot project at a company in Johannesburg. Commissioned in February this year, it is running in a gas generator, and will run on pilot until around October 2018. The focus for the pilot project is to test the capabilities of our gas engine in South African conditions,” says Lyons.

The gas engine comes in two variants of 1 5000 rpm, which generates 50 Hz, and the 1 800 rpm version, with an output of 60 Hz. As a result, the only application ideal for this particular engine is for generators. While the gas offering for power generation is a new venture for Scania locally, the company has already gone down the gas engines route with several of its buses already running on gas engines locally.

Looking ahead, Lyons is upbeat about prospects of growth this year. “When it comes to volumes, we are on target for the year. We are looking to have a better penetration for the year compared with 2016, for both engines and gen-sets,” he concludes. 🌱

RELISHING HIGHER-THAN-AVERAGE GROWTH RATES

The South African mobile elevated working platforms rental market continues to grow at an exponential rate. Goscor Access Rental, one of the biggest companies in this space, has grown its fleet tenfold in the almost six years it has been in operation, and MD Andrew Kendrick, explains some of the key market drivers, African plans and his outlook of the business. By *Munesu Shoko*

Munesu Shoko (MS): When you talk of access equipment solutions in South Africa, Goscor Access Rental (GAR) is one of the names that come to mind. Just give me a brief background of the business.

Andrew Kendrick: GAR is fairly new in the access equipment space compared with some of the competitors who have been in the market almost 20 years now. Despite the young nature of the business, we are already the second-biggest access rental company in the country, machine-wise.

Driven by a vision to make work at height solutions accessible to the local industry, Goscor Access Rental was formed out of sister company Goscor Hi-Reach, a distributor of major brands in the lifting world, such as Genie, Hy-Brid Lifts, Teupen, ATN and Hydralada, in southern Africa. At the time, it was very difficult to sell a product that people had very little or no knowledge of, and the easiest way to expose our work at height solutions was through renting, which allowed potential customers to see the product in action and experience the cost and safety benefits.

MS: Just how big is the local access rental market at this stage?

AK: Currently I would say there are probably about 3 500 access equipment units purely for rental in the country. I would estimate the

market to be between R400 million and R500 million per year in rand value.

MS: The local access rental market is said to be growing exponentially against the current economic headwinds. What sort of growth have you seen in recent years?

AK: In our first year of operation we expanded our fleet to over 100 machines, and today we are approaching 1 000 units. The growth path has been tremendous, translating to about 200 machines per year. Last year alone we spent more than R130 million on new equipment, and we are planning to spend a similar amount this year.

MS: What is your key to surviving the economic headwinds?

AK: While we are under no illusion that the economic slump with its usual accompaniment of a weak exchange rate, creates a very difficult business environment, the cyclical nature of some industries such as construction is also a significant factor that spurs the prospects of growth for the access equipment hire market. In a tough economy, sometimes the uptake of equipment is quicker than envisaged because it brings cost effective solutions which save the user both the hard-earned cash and time through better productivity. It is only the solutions-driven companies that survive



the difficult economic spell.

While 2015 and 2016 were tough years, our sheer willingness, attention to detail and nurturing good customer relations are what enabled GAR to shine during these tough periods.

MS: What is fuelling the growth of the local access rental market?

AK: Accessibility and safety are the major drivers. In terms of accessibility, the speed of our machines – telescopic and articulated boom lifts, scissor lifts, crawler boom lifts and mini access lifts, to mention a few – compared with traditional work at height solutions such as scaffolding, is outstanding.

With scaffolding, for example, you need a couple of trucks to transport the steel pieces to site, as well as people to assemble it before you can get that assembly approved. If there is any need to move even 2 m, for instance, you need to break the whole scaffolding down, move it 2 m, reassemble it before you get it signed off again.

With our MEWP solutions, you only need a single truck to transport the machine to site, and within five minutes the machine is up 56 m high and ready to work at height. Unlike scaffolding which needs to be inspected and signed off for every single job



Andrew Kendrick, MD of Goscor Access Rental.

application, our machines are only subjected to a load test once a year, although regular inspections and checks are obviously part of our maintenance regime. That's obviously one of the main reasons behind the growth of the access rental market.

MS: You also mentioned the safety aspect.

AK: Safety officers are starting to realise that it's much safer to have access machines do the job at the expense of older conventional methods. With scaffolding, for example, a lot of issues cannot be detected with the eye. It needs to be NDT-tested to make sure that each weld is done properly and there are also a lot of components that can go wrong. In contrast, our machines are subjected to regular inspections every month to ensure they are in optimum working shape, and the chances of something going wrong are very minimal.

MS: You also mentioned the difficulty of offering a product people have very little or no knowledge of. How important is education in the growth of your industry?

AK: Education is playing a big role in the growth of the industry. People are starting to

realise that it's not only construction that can benefit from the cost effectiveness and safe nature of these machines. Lately, we have realised that some of our big customers are involved in decorations of shopping malls, for example. In the past they would use scaffolding, which is costly and would stand in the way of the shoppers. We have also seen great interest in jobs such as changing bulbs in stadia.

We have seen film and warehousing sectors with rapid uptake in recent years. In the medium to long-term, I expect growth to come from South Africa's water infrastructure, power and port expansions, but it must be kept in mind that these sectors are heavily dependent on the exchange rate and commodity prices. With our comprehensive range of rental machines, we are more than ready to meet the increasing demands of these sectors.

MS: Take me through some of the brands in your stable.

AK: Genie is our flagship brand, and constitutes close to 85% of our fleet. The product range includes mast booms, articulated boom lifts, scissor lifts, telescopic boom lifts, telescopic handlers and trailer-mounted booms.

This is complemented by our French brand, ATN, with its smaller articulated boom lifts and battery-powered narrow mast boom lifts. We also have some ATN crawler machines on order that are due to join our fleet soon, and the first one has just arrived in the country.

We also have a German brand called Teupen with a range of spider/crawler machines in the extensive range of Teupen Leo machines. It is both compact and light, easy to transport and great for application on uneven surfaces such as staircases. The Leo series offers a versatile working height from as little as 13 m to a whopping 50 m.

MS: You also mentioned the growing diversity of applications, but would you say construction remains the biggest?

AK: I would say about 35% of our business is in construction and general maintenance at present, 35% in electrical, fire and smoke

installations and another 20% in the filming, stock takes and logistic industries. Plumbers are our newest customers, while glazing contractors are also starting to make use of our machines and make up a further 5%. Cleaning at height is still very small for us but is probably around 5% of our business. It's an area that we are looking to expand our foothold into. That's how diverse the industry has become, and it's good that when one sector is down, other sectors keep the business afloat.

MS: How big a focus is the rest of Africa for GAR?

AK: I believe that the strongest medium and long-term growth will have to be garnered in the rest of Africa. This new frontier presents a wealth of opportunities and there has to be plans for any South African company to expand into the rest of the continent, but it needs to be done correctly. Many factors must be taken into consideration, for example, commodity prices and exchange rates need to be favourable.

Countries exhibiting good governance, sound fiscal policies and investor friendly-markets will be the areas that attract expansion. When they do, I predict it will be an expansion of infrastructure that will drive strong growth prospects for us. The industry we are in follows construction and as such, once the construction boom starts we will be there to support our customers and the local companies during maintenance and repair projects well into the future.

MS: What is your outlook of the business this year?

AK: We believe that 2017 will be another good year for us. We can see it already in some areas. For example, in Cape Town and Durban, we have already exceeded the targets we expected to reach, thanks to some of the big shopping malls and distribution centres coming up in these areas. There is a bit of a slowdown in Johannesburg at present, especially on the back of cancelled or postponed mall projects. But again, it's encouraging to see that other markets are opening up to our solutions. This year we expect at least another 10%+ growth of our business. 🌐

HAMM'S OSCILLATION COMPACTION PROWESS

Over 30 years ago, HAMM became the first roller manufacturer to offer an oscillation drum for tandem rollers, and they have become an integral part of its product offering. In the past five years alone, the compaction technology specialist has delivered more than 3 000 machines with this innovative technology.

Today, one in four of the tandem rollers made by HAMM is equipped with an oscillation drum. With more than 30 models to choose from, HAMM claims to have the widest offering of oscillation rollers in the world. The company is said to be the only OEM that builds oscillation tandem rollers in the compact class, as well as soil compactors with oscillation compaction capability.

The HAMM portfolio encompasses tandem rollers for asphalt paving ranging from 2,5 to 15 t. When it comes to the pivot-steered rollers in the DV+ series, a popular choice for demanding road building projects, the share of oscillation rollers is particularly high: in 2016, around 40% of all DV+ series rollers were delivered with oscillation drums.

Why oscillation rollers?

Oscillation rollers make for fast, cost-effective and high-quality dynamic compaction. In particular, tandem rollers with one oscillation drum and one vibrating drum achieve at least the same degree of compaction as double vibrating drum rollers, but with fewer passes.

Another benefit is the very low vibration provided by oscillation, making dynamic compaction on bridge overlays, of thin layers, and in sensitive areas, such as near hospitals, city centres, rail tracks, or industrial plants, possible for the first time. The scope of applications is enormous.

Another bonus is that oscillation rollers can start dynamic compaction directly behind the paver (breakdown phase). They can then also deal with the main compaction (intermediate phase). And even with lower asphalt temperatures at the end of compaction (finish phase), oscillation ensures an increase in compaction without crushing the aggregate. Overall, when using oscillation rollers, the time available for compaction is significantly greater than with vibratory rollers.

How it works

But what exactly happens in an oscillation drum, and how does oscillation differ from vibration? With vibration, a single



A HAMM HD+ 120i DV tandem roller compacting the surface course of a busy highway.

unbalanced shaft generates the upward and downward movement of the drum, causing it to strike the ground at a rapid rate. In oscillation drums, on the other hand, two unbalanced shafts rotate synchronously, driven by a toothed belt. The unbalances are offset by 180° relative to one another. As a result, the drum performs a rapidly alternating forward/backward rotary movement.

Due to this movement, the drum directs the compaction force into the substrate tangentially to the front and rear in the form of shear forces. Here, unlike with vibrating drums, the compaction force acts continuously on the substrate because the drum is in contact with the ground at all times. This is why oscillation rollers compact dynamically as well as statically with their intrinsic weight the whole time.

Benefits of oscillation

Oscillation offers a wide range of benefits, enhancing efficiency, quality, productivity and profitability. Here are the most important ones:

Benefit 1: High compaction power – great efficiency. Oscillation rollers compact very quickly. Or to put it differently: their compaction

power is very high. The reason for this is the superimposition of dynamic shear forces with the permanent load from the roller's own weight. As a result, considerably fewer passes are needed, especially on large areas.

Benefit 2: Easy operation. HAMM uses the laws of physics to generate vibrations in such a way that the oscillation roller is extremely easy to operate. Simply switch the machine on, and there's nothing more for the operator to do. The appropriate amplitude is set automatically according to the rigidity of the material to be compacted. This happens so quickly that compaction is always adjusted perfectly, even with varying substrates. In this way, HAMM has eliminated the risk of operating errors due to incorrect settings.

Benefit 3: Smooth, skid-resistant surfaces. Oscillation rollers produce surfaces with excellent longitudinal evenness, resulting from the drum remaining in contact with the ground at all times. Surface rippling, on the other hand, does not occur, not even at high working speeds. Asphalt compaction with oscillation also provides good initial skid resistance, because the oscillating movement of the drum rubs off asphalt from the top surface of the pavement. 🌀

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Gravico's strategy for new economy

As part of its strategic consolidation in response to ongoing changes in South Africa's heavy engineering industry, the DCD Group is consolidating aspects of its manufacturing capacity and expertise into its Gravico Heavy Engineering joint venture.

According to DCD CEO Digby Glover, the move comes after detailed market studies and follow years of depressed market conditions – particularly in the minerals and industrial sectors.

"The South African manufacturing industry is changing substantially, and manufacturers are re-evaluating their strategies and developing new ways to do business," says Louw Kriel, MD of Gravico.

Kriel says Gravico's strategy for the new economy is focused on developing and applying value-adding technologies, rather than relying on a market upswing or short-term cost containment measures.

"Gravico is instituting a long-term cost management and operational improvement culture by investing in technology," says Kriel. "We will offer our own products instead of just manufacturing capacity, and will concentrate on the expansion of sales territories and coverage. We will also prospect and exploit new market niches

on a continuous basis, where no single customer can dominate capacity."

The company focuses on the design, manufacture and distribution of components and structures used in the mining and industrial sectors – with a product portfolio including mining excavator and dragline buckets, dump truck bowls and excavator booms and arms. There is also capacity for the manufacturing of materials handling equipment such as manipulators, ship-to-shore cranes and loaders. 🌐



Louw Kriel, MD of Gravico.

Eaton appoints new sales director for Africa



Power management company, Eaton, has appointed Malvin Naicker as director of Sales for its Africa region, effective April 1, 2017.

Naicker has more than 15 years' experience in sales, management and electrical engineering and previously worked for Schneider Electric, Siemens and Mondi Business Paper.

He is an electrical engineering graduate from the Durban University of Technology and recently completed a Management Excellence Programme at the Gordon Institute of Business Science.

Naicker succeeds Neil Primrose who will be repatriating to the United Kingdom to take up the role of Head of EMEA Sales for Eaton's Energy Storage Division. 🌐

Kal Tire acquires Tyre Corporation in South Africa

Kal Tire's Mining Tyre Group, a world leader in mining tyre services and a global independent tyre dealer, has expanded its presence in South Africa through the acquisition of the South African operations of Tyre Corporation.

"Tyre Corporation is a recognised market leader in underground mining tyre services and sales, and we are excited to bring its capabilities and strengths to Kal Tire," says Dan Allan, senior vice president, Kal Tire's Mining Tyre Group. "We have been building our business in parts of Africa since 2009, but this acquisition goes a long way for us to ensure a long-term sustainable business in South Africa."

Tyre Corporation has been operating in South Africa for 12 years with fully equipped branches throughout the country. To continue its growth, access to capital was essential. Tyre Corporation is confident that Kal Tire is the right organisation to acquire its South African operations and continue to build on the strong reputation it has developed.

"We are very pleased to be joining forces with a company like Kal Tire which has such a strong reputation in the industry and understands the mining tyre business," says Patrick Brown, sales director, Tyre Corporation.

Kal Tire provides full-service customised mining tyre solutions across five continents. With 45 years' experience in every type of mining operation, and a strong balance sheet, the organisation is positioned to properly support and fund the working capital needs of a venture of this magnitude, as well as continued growth.

More than 800 Tyre Corporation team members across 80 South African mine sites will be welcomed into Kal Tire. 🌐

Training at Multotec raises skills bar for optimal plants

Optimising process plants to achieve the best possible efficiencies and throughputs needs not only good equipment; it needs skilled and experienced operators who have both a theoretical and practical grounding in process-related disciplines.

This requires bridging the gap between theoretical learning and practical experience, a task that Multotec has tackled head on with its substantial investment in a new, modern training facility at its Spartan head office in Gauteng.

"While there are not many companies prepared to put their money where their mouth is when it comes to this type of facility, Multotec believes firmly in the value of practically orientated skills training," says Brent Combrink, Multotec's process engineering training facilitator. "The





SEW-EURODRIVE SA's MC Series IG units for Kazakhstan gold mine

One of the largest orders in the history of SEW-EURODRIVE South Africa for its MC Series industrial gear units is being supplied to a gold-mining project in Kazakhstan, which will see the assembly and supply of 31 units.

The OEM won the order from a local specialist in the design and supply of equipment to the metallurgical industry. "What made it such a unique project for us was the low ambient temperatures that we had to accommodate in the specification," explains Rudi Swanepoel, Head of Projects at SEW-EURODRIVE.

This meant that special oil tanks with heaters had to be fitted to the units. While this is available as a standard feature, it is not a run-of-the-mill requirement. Other features that had to be installed as well included flow switches. "We also had to meet the required loads of the application, which are considerable in terms of

agitators," adds Swanepoel.

The MC Series comprises particularly compact helical and helical-bevel gear units. The torque range of the seven sizes is 6 kNm to 65 kNm. The parallel shaft design offers plenty of flexibility in system design, in addition to requiring remarkably little space. This makes it ideal for a range of applications, from materials handling to transporting heavy loads, mixing, crane drives and shredders. A version with Extended Bearing Distance (EBD) and reinforced output shaft is also available for more specific applications.

Swanepoel says the collaboration with its client in fulfilling this order for Kazakhstan represents a latest trend in the increasing internationalisation of projects. "It also sends a highly positive message about the manufacturing experience and expertise of SEW-EURODRIVE South Africa, which is increasingly sought-after the world over." 🌐



SEW EURODRIVE SA has won the order to supply 31 of its MC Series industrial gear units to a gold-mining project in Kazakhstan.

basics or fundamentals are often forgotten and must be reiterated, and our training does that; it should also be remembered that lessons learnt from experience are not always found in text books."

Combrink emphasises that the centre gives customers access to application-specific and product-specific training, which helps participants explore the best optimisation options for their particular conditions.

"Our product and process training provides technical knowledge that gives customers a firmer skills foundation on which to manage their operations day-to-day, but it goes further than that," he says. "The way we train also gives

customers a platform to engage one-to-one with industry experts so they can ask questions about their specific challenges and objectives."

The facility creates a knowledge-sharing environment in which experienced trainers facilitate the exchange of valuable information, not just between trainers and participants, but between the participants themselves.

"Having customers from various plant operations under one roof really does provide a unique platform for sharing experience and practical knowledge," says Combrink. "This level of engagement is also vital for bolstering skills levels in industry, as solutions can be shared, adapted and implemented in differing conditions." 🌐

Cummins C&G targets strong growth in East Africa

The 50:50 joint venture partnership between Cummins and Car & General (C&G), named Cummins C&G Limited, became fully operational in April 2017. Cummins C&G Limited's region of responsibility will cover Kenya, Tanzania, Uganda, Ethiopia, South Sudan, Rwanda, Burundi, Djibouti, Eritrea, Somalia and Seychelles.

East Africa, one of the fastest growing regions in the world, with an expected GDP growth rate of 6% over the next five years, represents a strategic growth opportunity for Cummins in Africa. The new partnership will consolidate the sales, service, and support of Cummins products in East Africa.

Working smarter with Atlas Copco's SmartROC T45

Longer drill rods, improved fuel burn and upgraded software have made Atlas Copco's SmartROC T45 Top Hammer drill rig even smarter. The machine is designed to boost productivity at limestone and aggregate quarries as well as construction, open-pit and selective mining operations by drilling faster, better and more accurately.

Equipped with automation technology, the SmartROC T45 delivers optimised drilling and blasting processes. Rig Remote Access sends drill patterns, hole angles and depths to the rig with GPS coordinates, enabling the SmartROC T45 to drill holes autonomously and accurately in the right place at the right depth and at the right angle. Recent upgrades have made the SmartROC T45 even more cutting-edge; the lengthening of the drill rods and starter rods to 4,2 m and 6,1 m, respectively, increases uptime due to fewer stops.

Weba Chute Systems for Botswana mine

The ability to engineer transfer points for individual application requirements within a plant is a major differentiator for Weba Chute Systems, and it is this capability that enabled the South African OEM to supply 13 custom-made chute systems to a diamond mine in Botswana.

The 13 new units, which will replace existing ageing transfer points, have been designed taking all operational factors into account. According to Werner Baller, founder and CEO of Weba Chute Systems, the transfer points are engineered for optimum material throughput as well as reliability. 🌐

Goscor-Weir Minerals partnership thrives

In a partnership that continues to grow, Weir Minerals has taken delivery of about 38 machines from Goscor Lift Truck in the past year. The machines include 4 x Crown turret trucks; 3 x Bendi forklifts and 31 Doosan forklifts, ranging in capacity from 2,5 to 9 t.

Billy Dooling, warehouse and logistics manager, explains the reasons behind the big forklift orders. "We receive more than 8 000 parts per day and ship out more than 10 000. We also handle very heavy plant and machinery and safety is a major priority. The bottom line is that absolute professionalism and attention to detail are a prerequisite," he says.

Given this business ethic, the company opted for Goscor Lift Truck as its preferred supplier. "We decided to do things a little differently about a year ago, and put the materials handling contract out to tender. Goscor won this on the basis of its outstanding product, a competitive pricing structure, superior service and support ability and, very importantly, because of its ability to supply a range of machines for various applications. In this sense, Goscor is a one-stop shop for us, enabling us to increase efficiencies by dealing with one supplier across a range of machines," says Dooling.

He adds that part of the deal is that Goscor supplies a permanent on-site technician, which is a major advantage as downtime is kept to a minimum. "We had



Weir Minerals has taken delivery of 38 machines from Goscor Lift Truck in the past 12 months.

high expectations of Goscor and we have not been disappointed. Everyone in the Goscor team goes the extra mile – they even organised a golf cart for us so we can easily get around our very large site," says Dooling.

In addition, Goscor has provided a fully equipped battery bay with a spare battery for every machine. "This facility is a significant boost to our efficiency as it, in conjunction with the system we follow, also helps to minimise downtime," says Dooling.

"At a glance the range of applications that the Goscor fleet can handle is clear," says Dooling. "With the turret trucks we

can work at heights of up to 12 m in narrow aisles, with the Bendis we can operate in extremely narrow aisles both inside and outside with the same machine and, with the Doosans, we can lift a wide range of items from the smallest pallet of stationery for our stores to the heaviest crusher or pump," he says.

Darryl Shafto GLTC MD says Goscor's relationship with Weir Minerals is an excellent example of how a partnership between supplier and customer produces the best results. "They have a sizeable fleet countrywide which requires constant attention. So, we provide them with round-the-clock service and they get on with what they are good at," he says. 🌐

Konecranes and Terex MHPS join forces

Following the finalisation of the Konecranes' worldwide acquisition of Terex MHPS, which in effect is Demag Cranes, Hoists, Material Handling and Ports Solutions, the two global crane brands will be sharing their considerable combined knowledge and technology, becoming a substantial force in the lifting business in sub-Saharan Africa.

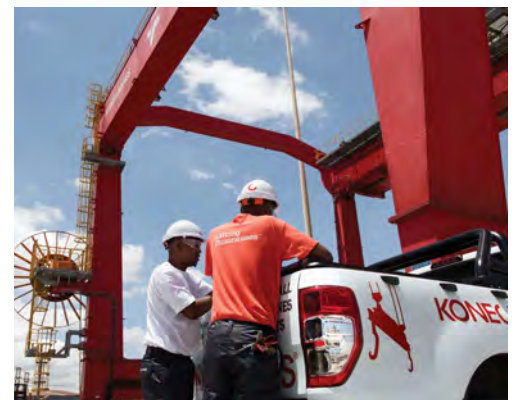
The acquisition will improve Konecranes' position as a focused global leader in the industrial lifting and port solutions market. Konecranes will achieve substantial growth opportunities in the service business, which is already a stronghold of the company in southern Africa. Konecranes has a long history of conducting routine service inspections, repairs and refurbishment of Demag cranes.

In South Africa the merger also extends to the Wolff Cranes brand which was acquired by Demag in the late 1980's.

In terms of the port material segment, it includes handling technology with a broad range of manual, semi-automated solutions under the Gottwald and Noell brands.

"We are extremely proud to combine forces with Demag. We want to provide a home for Demag and Port Solutions, from which these businesses can grow and become stronger as part of our joint organisation. The acquisition makes it possible for us to realise a long list of synergies between our two companies. We will be one technology company, ready to create the next generation of lifting," says Knut Stewen, Konecranes' managing director Southern African Countries and vice president head of Region Africa.

The consideration for the Demag business is \$595 million and €200 million in cash and 19 600 000 new class B shares. Pursuant to the Stock and



Asset Purchase Agreement dated May 16, 2016 (the "SAPA"), the final cash consideration is subject to post-closing adjustments for cash, debt, working capital and the closing of the sale of the STAHL CraneSystems business. The final number of class B shares may be subject to certain adjustments in accordance with the SAPA. 🌐



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The value of aftermarket support

When calculating the profitability of operations using capital equipment, the sums are done with the assumption that each piece of equipment is operational and working at its full capacity, which means the bottom line is directly impacted every and any time a machine is operating inefficiently, idling, waiting for repairs or parts to arrive.

Although these types of breakdowns are feared that they happen to even the best of equipment at any time, it is for that reason fleet operators need to attach a premium to the suppliers who are timeous, effective and easy to deal with.

ELB Equipment represents a large number of various international brands in the earthmoving, construction and mining industries. With a comprehensive range of equipment in its stable, ELB Equipment is a best-of-breed supplier that continually drives its aftersales support to greater standards of service.

Syd Rees, national parts manager, and Gerhard Botha, national service manager of ELB Equipment, are responsible for driving the company's aftermarket support and are very conscious of the costs customers incur due to downtime.

"Most importantly, we have adopted an



ELB Equipment represents a large number of various international brands in the earthmoving, construction and mining industries.

ethic to grow our customers' businesses and focus on serving them in a way that is proactive in order to keep their fleet in the best possible condition to help them meet their goals. This is achieved by supplying OEM quality parts in conjunction with ELB Equipment's technical product support teams and field service teams, while our internal workshop staff will cater for

rebuilt and major component repairs throughout our branch and dealer network in sub-Saharan Africa," says Syd.

"We strive to build long-term relationships with our customers by offering competitive prices and adding more value in distribution, focusing on the things that optimise our customers' operations," says Gerhard. 🌟

Kubota U50 at the centre of contractor's success

Sinned Construction owner, Dennis Mukwebo, says the Kubota U50 mini-excavator – distributed in South Africa by Smith Power Equipment – has been central to his success.

"Working on Rand Water contracts is challenging. We dig trenches, do a lot of concrete work and install manholes. For this work, we need power and, very importantly we often need to work in very confined spaces. The Kubota U50 is ideal for these requirements," he says.

He adds that the Kubota team is always willing to help when the need arises. "Productivity is all-important in my business and downtime can be very expensive. I commend Kubota for going the extra mile to ensure that we operate to the maximum," he says.

In its 40 years' involvement in the mini-excavator industry, Kubota has continuously set the standard with technological innovations that have rocked the industry. The integration of the zero boom and tail swing was one such innovation. Others, which also helped create the future of compact construction machinery, included the pioneering, advanced features of Auto Idle, which helps save up to 10%



A Kubota U50 mini excavator offers greater power in confined spaces.

fuel; a digital LCD panel and the Kubota Intelligent Control System (KICS), which help reduce downtime and save on repair and technician costs; as well as its revolutionary "three-pump" hydraulic system, which uses three independent pumps for boom, arm and swivel for more efficient bucket operation.

Kubota mini excavators are used the world over in a variety of applications including

agricultural jobs, road-building, municipal works, pipe-laying, landscaping, water conservation projects and more. "Our Kubota mini excavators' characteristics of being tough, reliable, efficient and easy to operate and service, enable them to work in the toughest conditions and take on any challenge," says Tom Bloom SPE general manager Construction Equipment division. 🌟

New range of Ammann light compaction equipment from ELB

ELB Equipment has extended its range of Ammann compaction equipment to include the manufacturer's line of light compaction and walk-behind machines.

According to Craig Sheppard, national product manager at ELB Equipment, the machines "punch well above their weight" when compared with traditional machines in their size and weight category. They are also said to be versatile, offering users a multitude of options on site.

"For example, our range of rammers have several additional attachments that can be fitted to increase options on site, be it for longer stem, broader or narrow plate or different setup options, it makes a difference to have a machine that provides versatility. Dependent on the application, whether for paving, roads or trenchwork, it is an advantage to be able to select from a wide range of attachments and pads."

On the larger plate compactors and reversible plate compactors the range is even more versatile, offering a variety of options per machine, across a wide range of models. The models range from standard forward compactors of between 70-100 kg in either diesel or petrol versions, to much larger reversible models of up to 440 kg and the flagship hydrostatic models that weigh up to 778 kg.

Locally, machines of this size are more

akin to walk-behind rollers, but in the case of the large Ammann hydrostatic plate compactors, they are said to provide far better compaction than traditional rollers. They also have the advantage of a smaller footprint (and are usually narrower), making them additionally suitable for trench applications.

The addition of up to three exciters in larger plate compactor models also ensures that the vibration and resonance provides the quickest and best possible settling of fines for quicker and more effective compaction. Ammann also has compaction meters that can be fitted to the entire range of machines to ensure the right compaction is achieved on site. 🌐



A new range of Ammann plate compactors is available in southern Africa from ELB Equipment.

New EMEA boss for Doosan Bobcat

Doosan Bobcat has announced the appointment of Alvaro Pacini as president for the Doosan Bobcat Europe, Middle East & Africa (EMEA) region, effective April 2017. Pacini will be responsible for Doosan Bobcat's EMEA business, representing the Doosan, Bobcat, Geith and Portable Power brands.

Pacini joined Doosan Bobcat in 2011 as vice president of Sourcing in EMEA before taking on additional responsibilities and leading total quality management in 2013 and then operations in 2015. Previously, Pacini worked for Faurecia in Brazil.

Doosan Bobcat has been expanding its product portfolio and growing its dealer channels across its heavy, compact and portable power equipment brands. Company officials believe Pacini can help maintain the positive momentum.

"With more than 30 years of global leadership experience, I am confident Pacini will help us continue to deliver the innovative, quality products and services our dealers and customers have come to expect from us," says Scott Park,



Pacini will be responsible for Doosan Bobcat's EMEA business, representing the Doosan, Bobcat, Geith and Portable Power brands.

president and CEO of Doosan Bobcat Inc.

Pacini holds a Mechanical Engineering degree from the Universidade São Francisco, Brazil, a specialisation in Automotive Motors and an MBA in Industrial Administration from INPG, Brazil. 🌐

New quick coupler for Bobcat E25 to E55 excavators

Doosan Bobcat EMEA has extended its excavator quick coupler offering with the launch of a new hydraulic pin grabber coupler for attachments used on the seven Bobcat compact excavators from the E25 up to the E55 models.

The new Bobcat Hydraulic Coupler is available both as a factory installed option and as an aftermarket product for use with all the pin-on fitting attachments for the E25 to E55 excavators. The new quick coupler complements the existing full range of mechanical couplers from Bobcat, including Klac and Lehnhoff systems.

HHI establishes Hyundai Construction Equipment

Hyundai Heavy Industries (HHI) has announced the separation of the Construction Equipment division from the mother company Hyundai Heavy Industries. The new company was officially established with the name Hyundai Construction Equipment on April 1, 2017. All activities of HHI's Construction Equipment division moved to the new company at the beginning of April.

The spinoff is based on a restructuring plan which was started last year. For the Construction Equipment division, the move is said to offer great possibilities and an improved agility. The newly established mother company will be able to make independent decisions in the interest of the industries and markets worldwide. Despite the fact that the new company is named Hyundai Construction Equipment, the company has emphasised that both Forklift and Construction Equipment are equally managed with the same goal to grow the global market share.

BKT tyre range for loaders in OTR applications

BKT has launched an entire tyre range for OTR loaders. The tyre line-up is ideal for the challenges of differing terrains – from muddy and rocky ones to quarries and mines. On muddy and earthy surfaces, Earthmax SR 30, Earthmax SR 49 and Earthmax SR 49 M are the main products. Earthmax SR 49 dominates in tough environments such as mines, where traction is an essential factor. Besides, it is a sturdy, cut-and-chip resistant and highly performing tyre available in size 35/65 R 33. Earthmax SR 49 M is suitable for critical operations whenever extraordinary traction performance is required. It is available in size 29.5 R 29.

FAW SA's global recognition

The commitment by FAW Vehicle Manufacturers SA (Pty) Ltd to the African region and its successes this and last year, have not gone unnoticed. The local company was recently named the most determined and most successful Export and Import business unit of the FAW Group worldwide.

"This award stands for the united spirit of FAW employees and dealer partners who jointly tackle regional and global challenges. It is awarded in recognition of singular collaboration between all teams and individuals working for the company or dealers in sales, aftermarket, service and support, parts and maintenance, as well as finance and insurance. It acknowledges these teams for having worked according to a coordinated strategy with a single unified vision," said Wang Zhijian, president of FAW Import and Export Corporation.

"This award gives honour to that FAW company which has shown quantifiable results emanating from joint determination and focussed drive," he added.

While the award mainly recognises the efforts of a particular year, the fact

remains that FAW SA is continuing with its growth strategy into 2017. FAW SA set new benchmarks and sales records in both January and February this year.

First were the 107 units sold in January, setting the highest sales figure yet compared with previous years. In February, the company smashed its January record with 134 units sold, the most ever recorded in a single month.

This year's momentum follows on many of last year's successes. One of the 2016 highlights was when the company's Coega-based plant near Port Elizabeth saw its 2 000th locally built truck roll-off the production line, after just two years of production.

It was in the export market that FAW SA was particularly prominent and flourished in 2016, exceeding the 200-unit mark in exports into African countries in just a year of exports.

A growing number of African truck dealers who traditionally placed their orders with FAW China continue to move their orders to originate out of South Africa owing to the shorter lead times for

delivery, the high levels of quality from the South African plant and the reduced cost of sourcing FAW vehicles on the same continent.

"What is most gratifying is that many of our units being bought by sub-Saharan customers are now 2nd, and soon to be delivered – our 3rd generation repurchases. This affirms our commitment to service and support into the African regions," says Jianyu Hao, CEO of FAW SA. 🌐



Richard H. Leiter, executive director of FAW SA, received the "FAW – Best Distributor Award 2016" on behalf of FAW SA at last year's FAW Import and Export Corporation's annual Global Sales and Marketing Conference in Chengdu, China.

Q1 growth for truck industry despite economic turbulence

The South African truck market showed ongoing resilience despite recent political and economic events. However, the effect of the rating agency, Standard and Poor, and possible other's downgrade of South Africa to sub-investment grade, will determine if the small growth built by the industry so far this year will remain or be eroded.

"The next few months will be critical in determining the path the country and leadership will follow in all spheres of business, but mostly in government will be the key," says Gert Swanepoel, MD of UD Trucks Southern Africa. "As the adage goes 'cometh the hour, cometh the man (or woman)' will now be more relevant than ever. A consolidated road freight industry is therefore needed to drive reform and advancement in the sector, as well as in the larger economy."

According to the latest results released by the National Association of Automobile Manufacturers of South Africa (Naamsa), Associated Motor Holdings (AMH) and Amalgamated Automobile Distributors (AAD), the total truck market increased by a significant 16,9% month-on-month, to record 2 618 new truck sales.

This brings the market's year-to-date total to 6 416 new trucks for the first quarter of 2017, a 3,9% increase over the same period last year. During the first three months of the year, sales in the Medium Commercial Vehicle segment grew by 3,3% to 1 993 units compared to the first quarter of 2016. Sales in the Heavy Commercial Vehicle segment increased by 11,9% to 1 355 units, while the Extra Heavy Commercial segment grew by 2,2% to 2 837 units.

Only the Bus segment remained in the red with a -10,5% decline in sales, to a total of 231 new units sold so far this year.

"Even amid all the turbulence, we believe that the dust will settle and the steady slog towards growth in the truck industry will begin once more," says Swanepoel. "We still expect the South African commercial vehicle market to grow marginally by an estimated 3% during 2017, to around 28 998 units." 🌐

Westlake View Logistics Park opens in Modderfontein

The recently launched Westlake View Logistics Park in Modderfontein, Gauteng, is said to be everything a world class A grade logistics park should be – well located, well designed and easily accessible.

Situated within the Westlake View Logistics Hub off the N3 London Road off ramp in Modderfontein, Johannesburg, it is particularly suited to blue chip companies looking for a strategic position in a sought after location where land for development is limited.

Speaking at the launch of Phase 1 of the Westlake View Logistics Park, Fortress Income Fund's executive director, Andrew Teixeira explained that the facility had been designed according to the latest global best practice and incorporated top grade safety and security features, as well as best green building practices.

Fortress Income Fund – one of the top property funds on the Johannesburg Stock Exchange with a property portfolio worth over R28,7-billion – has strategically positioned itself as a provider of premier logistics and warehousing facilities for blue chip tenants in Gauteng, KwaZulu-Natal and the Western Cape.

It has one of the largest logistics property development pipelines in South Africa. Westlake View forms part of the 1 million m² of warehousing that is due to be developed over the next five years. This equates to a combined investment of approximately R8 billion. 🌐

CASE's line-up at NAMPO 2017

CASE Construction Equipment will use this year's NAMPO, to be held in Bothaville, South Africa, from 16 to 19 May, to exhibit several of its models to the local agricultural community, including its best-selling backhoe loaders and skid steer loaders.

On display at the CASE stand will be a wide range of equipment including the CASE 570T, 580T and 695T tractor backhoe loaders and the CASE SR130, SR150, SR175 and SR200 skid steer loaders.

"NAMPO is an important platform to showcase the CASE Construction Equipment offering to a large number of new and existing customers. We have gained traction at this event over the last few years and the resulting exposure has led to increased sales of equipment," says Ross Collard, MD of CSE, CASE dealer in South Africa.

The CASE 570T model represents the continuity of the CASE DNA, said to be built on the company's long history of industry firsts which include the world's first factory-built TLB introduced in 1957. The 570T backhoe loader comes with high-productivity features and greater performance delivered by the FPT Industrial S8000 engine. The S8000 engine suits a diversified range of applications and is said to be well-known in Africa and the Middle East markets.

The CASE SR150 skid steer loader is equipped with an



On display at the CASE stand will be a wide range of equipment including the SR200 skid steer loader.

upgraded 2,2 ℓ engine displacement which delivers 60 hp (45kW) of power. Additional pushing power is offered by the new small frame loader arm stops on the loader arm. CASE now offers non-pneumatic tyres on the SR150 model. Solid tyres are purpose-built to last longer and to increase the stability and the lift capacity of the machine. Furthermore, they provide excellent traction even on dirt, sand, mud and gravel operations, highly important in farms. The hydraulic coupler, now available on SR150 models, allows to change attachments without getting off the cab. ⚙️

New Bobcat range of telescopic loaders for agriculture

Backed by a three-year warranty as standard, a new range of telescopic loaders has been launched by Bobcat for the agricultural industry. Bobcat now offers a choice of five new telescopic loader models for the farming market covering maximum lifting capacities between 2,6 and 3,8 t with lifting heights from 6 to 7 m.

They come with a new naming system showing lifting capacity/lifting height performance at a glance. These include the TL26.60 and TL30.60 Compact productivity models, as well as the TL35.70, TL34.65HF and TL38.70HF productivity and high flow models for highly regulated markets.

The majority of the models are also available as AGRI versions, with a number of additional features providing higher comfort and productivity to meet most farming requirements. For lesser regulated markets, the new generation telescopic loaders are available with Perkins 1104D-44TA or 1104D-E44TA Stage IIIA/Tier 3 diesel engines.

The TL34.65HF is a brand new high productivity model providing a maximum lift capacity of 3,4 t at a maximum lift height of 6,42 m. HF/High Flow Technology, also available on the TL38.70HF model, offers greater hydraulic capabilities and performance with a 190 ℓ/min load sensing pump (150 ℓ/min at the auxiliary line) and flow sharing distributor.

This allows the operator to work at significantly lower speeds, consume less

fuel and benefit from remarkably shorter working cycles. To prevent unnecessary oil heating and power loss, the load sensing pump supplies oil only when hydraulic power is required. If required, the full oil volume is available immediately, thanks to the Quick start system.

The TL26.60 and TL30.60 are available with two different overall machine heights with a cab which can be mounted in two different ways – in a low position that results in the

very low 2,1 m height or a higher position to optimise visibility.

The TL35.70, which replaces the TL470, comes with an improved load chart providing an additional 500 kg (3 500 kg) of lifting capacity at the maximum lifting height of 6,97 m.

On the TL38.70HF, replacing the TL470HF, there is an improved load chart providing a 300 kg increase from 3,5 to 3,8 t in rated lifting capacity. ⚙️



The TL34.65HF is a brand new high productivity model providing a maximum lift capacity of 3,4 t at a maximum lift height of 6,42 m.

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Mini-mobile absolute encoder for agricultural gear

SIKO, represented locally by Instrotech, has on offer the SIKO AH25S miniature single-turn encoder, ideal for construction and agricultural machinery.

When it comes to construction machinery, agricultural technology or forklift trucks, design engineers are often challenged with space limitations in these applications to fit existing rotary encoders and measurement systems.

Measurement systems are often elaborately encapsulated to withstand weather conditions, jolts, vibrations, dirt or moisture. Finding a system that satisfies all technical requirements, is resilient, and which also offers just the right construction form, has in the past proven to be an almost impossible balancing act, because the size of the measurement systems often exceeds the available installation space.

Siko's absolute miniature single-turn AH25S rotary encoder is said to be cost-effective and flexible, provides a unique balance between high resolution, excellent functionality, a sturdy housing design and a minimal construction form. It can be used in a number of ways, choosing from several analogue interfaces such as 4...20 mA, 0...10 V or 0,5...4.5 V, and is especially suited for agricultural equipment.

The rotary encoder has the advantage of the "wear-free" magnetic measurement principle, thus resolving the entire 360° into 4096 measurement steps. The innovative technology, packaged in a sturdy die-cast case, of only 25 mm diameter, can be used easily in applications with limited installation space. ☼

Brazilian OEMs seek distributors at NAMPO 2017

A total of 12 Brazilian leading agricultural equipment manufacturers will be exhibiting at NAMPO 2017 on the Brazilian Machinery Builders' Association (ABIMAQ) stand. The companies are looking to meet with end users, importers, distributors, cooperatives and partners from South Africa and other southern African countries.

Marchesan, represented by Valtrac in South Africa, will use the show as a platform to meet with potential customers for its general spare parts including discs, sweeps, points and tillage tools, as well as sugarcane groups to offer its products under the CIVEMASA brand.

ZM Bombas, represented in South Africa by Energy Smith, is looking for a larger distributor for its two product ranges; water pumps using a river or well as source, and washers – high pressure and medium pressure.

Piccin will use NAMPO 2017 to look for a distributor in South Africa for its range of soil preparation products, including disc harrows, spreaders, ploughs, rotary cutters, trailers, as well as its auxiliary products, including cleaner row, bucket loader, tow, planers and trenchers.

Metisa wishes to meet with distributors and OEM companies in South Africa who can represent its range of products, including cutting edges, end bits, agricultural discs, hand tools (shovels, spades and post hole diggers), sugarcane harvest blades and washers.

Mec-Rul specialises in the manufacture of spare parts and agricultural machinery implements for tractors and its objective at NAMPO is to find a distributor. Products include irrigation pumps, gearboxes, bevel gear/gears, rotary cultivators, post hole diggers, agricultural rear planers, plastic mulch bed layers, rotary cutters, trenchers, subsoilers, agricultural rear peddles and agricultural winches.

Comil Silos is also looking for a distributor for its products which include a complete line of carbon steel plate silos, self-supporting elevators, conveyor belts, cleaning and pre-cleaning machines, redlers (chain conveyors), continuous or intermittent dryers, conveyor bins, bag filters and conveyor threads. ☼

Mobilgrease XHP 322 MINE helps extend re-greasing intervals and increase productivity



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Situation

An Egyptian construction company was using a competitive grease in all of its earth moving equipment. But, after monitoring the equipment's high grease consumption and frequent downtime, the company approached ExxonMobil engineers for an alternative grease recommendation capable of extending regreasing intervals and improving overall equipment performance.

Recommendation

ExxonMobil engineers recommended the company use Mobilgrease XHP 322 MINE™ in the pins and sleeves of its earthmoving equipment. Mobilgrease XHP 322 MINE is specifically designed for the lubrication of off-highway, heavy-duty equipment and is formulated to provide excellent equipment protection even under severe operating conditions.

Benefit

Mobilgrease XHP 322 MINE has helped this construction company extend re-greasing intervals, reduce labor costs, and increase productivity to deliver a company-estimated annual savings of US \$151,000.

Impact

Since making the switch to Mobilgrease XHP 322 MINE, the company reports that it has extended re-greasing intervals from 18 hours to 50 hours, reducing overall grease consumption and associated labor costs. In addition, the company has observed an increase in productivity of 1.7 percent and expects a 50 percent increase in the service life of the equipment's pins.

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