

# CAPITAL EQUIPMENT NEWS

Everything on mining and construction equipment

MARCH 2015



## DOOSAN INTRODUCES NEW WHEEL LOADER RANGE

**EARTHWORKS & CIVILS:** CAT introduces small hammers

**HEALTH & SAFETY:** Alco-Safe zero tolerance to alcohol

**TRANSPORT:** Tata launches new Prima truck range



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**COVER STORY:**

Doosan introduces new wheel loader range

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## THE PROFESSIONAL'S VIEW

### on trucking in Africa

**W**hile the trends indicate that trucks from the east will blanket the rest of the world in the near future, there's no guarantee that western and European manufacturers won't pool their resources further to ensure they maintain a grip on the global marketplace as well as in South Africa.

But for now at least, KPMG believes that commercial vehicle buyers will continue to look to the brands that provide the best overall cost of ownership and a no-frills approach to after-sales service. KPMG believes that Africa plays an interesting role in the expansion strategies of truck OEMs from emerging markets like China and India, largely because the market environment and customer preferences are similar to their respective home markets. The firm's research indicates that these OEMs are trying to enter the African continent, either to produce vehicles for the market itself, or to establish a hub for further expansion into regions such as Europe.

After a strong period of growth in the late 90s and early 2000s, the African truck market faced strong declines during the global economic recession of 2008 and 2009. For instance, South Africa, the continent's largest truck market, was hit by a decline of over 40 percent between 2007 and 2009.

Since 2010, the African truck industry is recovering from the crisis and, besides being extensively covered by mature market OEMs, increasingly becoming a promising testing ground for emerging OEMs from China and India. Besides South Africa, Northern African states such as Egypt, Morocco, Tunisia and Algeria are offering interesting opportunities for OEMs to leverage a low-cost base for production, bolstering their global commercial vehicle sales.

Political and historical conflicts continue to influence the development of many African countries. Therefore, the African continent is only partially developed. In vast parts of the continent, the economy and the road infrastructure are very rudimentary. In Africa, truck manufacturers generally sell their trucks and aftermarket parts to independent local distribution networks or single dealers. However, trucks are essentially custom products, with dealers commonly ordering to end-user specifications.

Typical African end-users are small fleet and owner-driver operators; they are relatively price sensitive and always seeking ways to cut costs under the continent's tough economic conditions. The resulting price competition within the African truck market

places increasing pressure on European and American manufacturers, because Chinese, Indian and Russian manufacturers can sell their trucks at much lower prices.

On the flip side, African truck customers still have a preference for reliable and long lasting used trucks. Used trucks are of special importance because small and medium sized companies traditionally replace their old truck fleets with second-hand vehicles.

This offers greater potential for Western OEMs, which enjoy a better reputation among African customers compared to their emerging markets' competitors. Reliable used trucks from Europe stand a good chance of spending another lifecycle on African roads.

Chinese and Indian manufacturers increasingly aim to expand their exports to Africa. The main features of their trucks (such as the ability to handle heavy road conditions and overload) fit African demands extremely well. Besides selling trucks in the region, emerging OEMs also see Africa as an ideal testing ground for the expansion of their global footprint. Tata Motors, for example, not only sells its trucks in eleven African countries, but has also operated a bus body assembly plant in South Africa since 2010 and is currently assembling the small and medium trucks as well.

With acknowledgement to KPMG

Pierre Sanson

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# Doosan introduces new **WHEEL LOADER RANGE**

With the addition of Doosan's DLA wheel loader series to the range nearly two years ago, Doosan has significantly increased its position in the South African wheel loader market.

"Doosan, which has been manufacturing heavy earthmoving equipment for over 40 years, has an ongoing development programme to manufacture robust machines with advanced design features and high performance materials, for optimum productivity, reduced running costs and low emissions," says Rod Watson, managing director, DISA Equipment (Pty) Limited, trading as Doosan, part of Invicta Holdings Limited. "This investment in the latest technology gives users the guarantee that Doosan machines offer efficient output power, low fuel

consumption, minimal maintenance requirements and extended service life. Operator safety, precise control and comfort are key to product advancement.

"Doosan earthmoving equipment - which encompasses heavy, wheel and mini excavators, articulated dump trucks (ADT's), as well as wheel loaders and various attachments - has been designed to cope efficiently and safely in Africa's harsh operating conditions."

The DLA series, which encompasses four wheel loaders - DL200A, DL250A, DL300A and DL420A - have bucket capacities between 2,0 m<sup>3</sup> and 4,5 m<sup>3</sup>, with optimised breakout force and machine balance. The operating weight of these wheel loaders has been increased, with greater tipping load capacities.

These environmentally friendly machines are driven by Doosan Tier 2 engines, which are less sensitive to fuel quality than Tier 3 engines, yet still offer reduced fuel consumption and low exhaust emissions. The Doosan air to air intercooler engines offer high torque and low rpm for improved response. High power and torque characteristics, coupled with efficient synchronisation of the drive train with the hydraulic system, ensure optimum productivity, even in tough operating conditions.

These machines have a smooth 4-gear transmission and clutch cut off via a brake pedal. The transmission has three modes of operation - manual, automatic (automatic shift for all gears) and semi automatic (automatic with a 'kick down' for first gear). A large capacity transmission oil cooler ensures durable and stable operation of the transmission.

The DL300A and DL420A units, which are widely used in local conditions, have the flexibility to handle diverse materials, including the loading and transporting of granular materials, as well as bulk loads.

The DL300A wheel loader, with an 8 l Doosan DE08TIS engine (156 kW at 2100 rpm) engine and the DL420A wheel loader, with an 11 litre Doosan DE12TIS engine



(210 kW at 2100 rpm), have been designed for advanced digging power and high traction for the penetration and handling of even the hardest materials.

The high strength drawbar pull at the wheels is reinforced by limited slip ZF differentials as standard equipment. This automatically ensures maximum tractive effort and easy driving over soft, muddy ground. This feature also reduces the risk of skidding and prevents excessive tyre wear.

Metal reinforced brake discs are integrated into the planetary reduction gears in the hubs where the rotation speed is lower. As a result, discs are exposed to lower rpm and heat generation is reduced. This ensures improved machine stability, extended hours of operation and reduced maintenance requirements. For user convenience, brake disc wear can be measured without disassembling the hub.

The cooling compartment is separated from the engine compartment to allow better control of air intake and prevents warm and dusty air from entering. A 3-stage air filter is fitted with a turbo 3 cyclone dust separator. A hydraulically driven fan for improved productivity and reduced noise levels, is standard.

These machines have higher static tipping loads at maximum reach with a straight frame DL300A (13 650 kg) and DL420A (17 900 kg). Other quality improvements of the DLA series include a new hose, which is installed in the air breather of ZF axles to prevent breather congestion problems. In other wheel loaders, dust and sand cause clogging of the air breather, resulting in elevated oil temperatures and damage to the seals on the axles.

Buckets have been reinforced for additional strength. Aluminium radiators are installed on rubber mounts to dampen vibration and the radiator grille is made of reinforced steel for increased shock resistance. A cover has been fitted to the propeller shaft to protect the oil seal from dust and foreign objects. This reduces wear and extends service life. The high lift arm ensures an improved dump reach and height at bucket pivot point. The Load Isolation Systems (LIS), which is standard, suspends the bucket using a closed accumulator to reduce material loss.

The design of the DLA series has also been improved for enhanced operator comfort. There is more space in the cab, improved visibility, push button controlled air conditioning and heating, a comfortable air suspension seat and convenient storage space.

Features for operators also include precise control levers, a high visibility central indicator panel, sun visor and room mirror, an adjustable steering column and arm rests for added comfort.

These machines have been designed for easy maintenance and thus more uptime and greater productivity. A liquid crystal display conveys information about the ZF transmission and reports the nature of any problem. A laptop computer can be connected at any time for a complete transmission diagnosis.

Features for easy maintenance procedures include the radiator fan which swings out for effortless cleaning and remote drain valves are easily accessible for convenient draining of fluids. The air conditioner condenser is accessed directly by tilting the grille.

These wheel loaders are compatible with a wide range of attachments.

The Doosan range of earthmoving equipment, which is manufactured in South Korea, copes efficiently in diverse sectors, including industrial, construction, civil engineering, agricultural, mining and quarrying environments. ☀



## Introduction to **EARTHWORKS AND CIVILS**

By Pierre Sanson

**E**arthworks and civil engineering are the process of works created through the moving or processing of parts of the earth's surface involving quantities of soil and unformed rock in order to prepare the surface for the erection of designed structures that contribute to the infrastructure development of any given economic entity.

Much of this activity involves machine utilization whether for moving millions of cubic metres of material or lifting structural material to great heights.

In today's rapidly evolving construction and civil engineering industries that are characterised by continual innovation, companies are expected to be on the leading edge of the services they provide to their customers and the equipment in which they invest.

The company and its equipment operators will be the most knowledgeable with regard to the capabilities of a wheel loader or excavator and the machine's role in the performance of the required tasks. Ultimately, however, the company is responsible for

their fleet and its proper operating capabilities. To avoid exceeding the limits of the machines, they must understand the application in which each machine is to operate and be aware of the potential hazards that may exist on a particular jobsite. Consideration should be given to the jobsite's terrain and how often the machine is being used to perform multiple high-volume tasks.

Stretching the equipment's capabilities has consequences, including more downtime, higher maintenance costs and increased total cost of ownership-all of which have a direct impact on productivity and profitability. The more the limits of the machines are known, the faster the company can respond to changing jobsite conditions that could pose a threat to the operator or others and the greater chance there is of extending the life of the machine.

Both wheel loaders and excavators can be used with different attachments which can double or even triple their capabilities which can further enhance the business potential of the contractor.

Owners and operators should give strong consideration to density of the material a wheel loader or excavator bucket can move safely. While the machine may be working with multiple material densities from sand to boulders, the bucket specification should be based on the heaviest material the machine will handle and include that calculation in the lifting capacity evaluation.

Evaluating performance specifications for a crawler excavator should include an analysis of lifting capacity, arm and bucket force and swing torque, as well as front digging dimensions such as reach and depth. Top wheel loader specs should focus on lifting capacities as well as full-turn, rated operating capacity, breakout force and dump height.

Every machine has its limits. The time taken for owners and operators to understand the capabilities and performance potential of their equipment, will pay dividends for their long-term investments. ☀

# CASE TO SHOWCASE ITS 360° SOLUTIONS FOR construction businesses at Intermat 2015

**C**ase Construction Equipment will showcase its full line of industry leading equipment and services at Intermat 2015. The Case team will welcome visitors on the ample, 4,150 square meter stand, where it will present the brand's comprehensive offering for urban construction, road building, aggregates and recycling applications complemented by Iveco's vehicles for the construction industry. At the heart of the stand will be an area dedicated to Case technologies and services developed to help customers run their construction businesses effectively. The brand will also launch the new collection of branded apparel and items, which will be available on the stand's Case Shop.

The main theme of the stand aims to highlight the close relationship between the brand's products and services, its teams and its customers, and Case's drive to provide intuitive and straightforward solutions to the challenges of construction businesses.

The Service and Parts teams as well as CNH Industrial Capital will be ready to explain all the ways the brand is able to support customers in partnership with its dealers, providing 360-degree business solutions that include tailored financing packages, extended warranty, planned maintenance programmes, competitive cost of ownership, efficient parts and technical service.

The Case team will be on hand to illustrate how the CASE® SiteWatch™ telematics system can help fleet managers optimise the deployment and performance of their equipment effortlessly.

Case will introduce its new generation D Series crawler excavators with four new models ranging from 25 to 40 tonnes that feature Tier 4 Final (Stage IV) maintenance-free technology and raise the bar on performance, controllability, fuel efficiency, comfort and reliability.

The new F Series wheel loaders will also make their first public appearance at Intermat 2015. They feature heavy duty axles and four solutions unique to Case for quarrying, waste handling and major contractors: the Hi-eSCR in-house technology that meets Tier 4 Final and EU Stage IV standards without the need for particulate filter or EGR valve, as it kills the sparks in the exhaust; the rear mounted engine that increases bucket payload and ensures easy maintenance from ground level on models up to 20 tons.

Also on display will be the first Case grader range, the C Series. This powerful grader features the patented Hi-eSCR technology developed by FPT Industrial to meet Tier 4 Final standards, delivering a big performance with exceptionally low fuel and maintenance costs.

Also on the stand will be the F Series compact wheel loaders launched in September 2014, which set new standards of productivity, versatility, comfort, all with low cost of operation. The four model line-up, ranging from 4.4 to 6.2 tonnes, delivers consistently high levels of performance in every task with the powerful, highly efficient new hydraulic system.

Case will introduce five new models that will extend and upgrade its skid steer and compact track loader line-up. ☀





## Small hammers **BIG ON PERFORMANCE**

**L**aunched globally from the first quarter of 2015, the new Cat® E-Series small hydraulic hammer line-up is supplied in a four model range for fitment across a broad spectrum of machines extending from mini hydraulic excavators to skid steers and backhoe loaders.

Developed specifically for construction and demolition projects, these hammers are well-suited for robust applications such as concrete, asphalt, rock and light trenching.

Replacing the previous generation D-Series, these small hammers are 100 percent designed, engineered and manufactured by Caterpillar at the OEM's Waco factory in Texas, USA, and are a seamless match for Cat carriers. They join the extensive range of medium and large Cat E-Series hammers.

The new Cat E-Series H35E/Es, H45E/Es, H55E/Es and H65E/Es small hammer models are available as side-plate or 'silenced'

versions. Silenced hammers, which bear the 'Es' nomenclature, use a fully enclosed housing to suppress noise. This is a valuable feature in sensitive work environments and when the hammer is in close proximity to the operator.

Machine owners have the option of pin-on or flat-top mounting configurations. Flat-top models allow versatility for installation on Caterpillar, as well as earthmoving equipment made by other manufacturers. Pin-on models are available for the H55E and H65E in applications that require a dedicated hammer equipped machine.

In terms of output, impact frequency on the H35E FT (Flat Top) is 600 – 1 800 blows per minute with the hammer designed for fitment on carrier weights from 1,1 to 2,4 tonnes. At the other end of the scale, this compares with the H65E FT, which delivers 720 – 1 740 blows per minute and is a match for machines with a carrier weight of three to nine tonnes.

In the field, Caterpillar's propriety hammer designs ensure robust, long-life operation, and simplified maintenance. For example, a single grease point provides hammer paste to tool bushings; and the power chamber and accumulator pressures can be checked and charged while the hammer is mounted on the machine. The power cell is designed for efficiency with only two major components, namely the front head and valve body.

"Caterpillar's tri-suspension system guides the power cell and reduces noise and vibration," explains Barloworld Equipment product specialist, Craig Christie, expanding on technological features. (Barloworld Equipment is the Cat dealer for southern Africa.)

"During operation, the automatic shut-off function eliminates blank firing and reduces internal wear, protecting the hammer from less experienced operators, whilst an integral accumulator protects the carrier pumps from hydraulic spiking, ensuring consistent performance," Christie adds. ☀



## JOINT DUST SUPPRESSION PROJECT

### successful at Johannesburg tailing dams

**L**eading environmental solutions company I-CAT Environmental Solutions – in partnership with unhedged gold producer and world-leading surface gold tailings retreatment expert DRD Gold – have minimised the impact of dust on communities located in the vicinity of tailing dams surrounding FNB Stadium since 2010, by making use of the TDS 2005 tailing dam seal solution.

I-CAT non-executive director professor Jan du Plessis explains that the challenge is to prevent wind from eroding the ultra-fine dust

under 0,1 micron off the tailing dams and open soil areas. "This causes a dust cloud to be swept into the atmosphere, which settles on populated and agricultural areas. The nature and size of the dust is undesirable and creates an environmental hazard."

TDS 2005 is a matrix blend of a patented anionic surfactant and other environmentally-friendly binding products. The unique properties of this liquid gel allow it to penetrate the surface of the dump and open soil areas, creating a durable bond that binds loose aggregate by forming

a crust. According to de Plessis, this crust allows water to penetrate the surface, without running the risk of being washed away under heavy precipitation. "The crust remains porous, allowing rainwater to penetrate, without being washed away," he continues. TDS 2005 is designed to last six months to a year, depending on weather conditions. In this particular area, the TDS 2005 seal was applied more than a year ago, and is still offering 95 percent coverage of the area.

Another major benefit of TDS 2005 is that only 10 to 20 percent of the original product is required to maintain standard coverage during reapplication, thereby resulting in cost savings. Being an environmentally-friendly product, du Plessis reveals that TDS 2005 is not applied to the detriment of the growth of vegetation as a more permanent rehabilitation solution. "If used in conjunction with strategically placed I-CAT wind brake netting, which allows for vegetation growth, the lifespan and effectiveness of the TDS 2005 seal can be significantly extended," he concludes. ☀



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## WIRTGEN GROUP MACHINES

### prepare the ground for successful corporate growth

Riva GmbH is on a growth trajectory. The consulting engineers, who have made a mark in Germany with the restoration of the Berlin Reichstag and the design of Potsdamer Platz, among other projects, are primarily involved in designing building façades for export to Arab countries, particularly for the Saudi royal family.

Following major new orders, the production hall of around 9 000 m<sup>2</sup> – which Riva GmbH had only moved into in 2012 – was already too small. This prompted the firm to build an additional production hall with a surface area of 15 000 m<sup>2</sup> as well as an administration building, both projects to be completed by the end of 2014.

Unfortunately, however, the load-bearing capacity of the soil on the earmarked site was insufficient. Karl Fischer GmbH & Co. KG, the company from Weilheim an der Teck commissioned by Riva GmbH to carry out the earthworks, had a choice: either remove the

soil on the 50 000 m<sup>2</sup> plot and replace it, or stabilize it in layers.

In consultation with the client, Project Manager Max Bachteler of Fischer Weilheim opted for the simplest and also the most economic solution – soil stabilization using Wirtgen Group technology: "Processing the existing soil not only saves us the considerable cost and time of replacement, it also delivers a high-quality base with an adequate load-bearing capacity." And the perfectly co-ordinated team of Streumaster binding agent spreader, Wirtgen soil stabilizers and Hamm rollers was more than up to challenge of moving some 100,000 m<sup>3</sup> of earth.

As ever, it was Streumaster that kicked things off, this time with the SW 16 MC binding agent spreader. Mounted on a three-axle truck, the module unit has a binding agent container capacity of 16 m<sup>3</sup>. Its high performance and simple loading system using a quick-change coupling allow up to ten silo

loads of binding agent to be handled each day. A total of 6 000 t of binding agent were spread in Backnang. The spreading and distribution of the binding agent – in this case quicklime – are controlled electronically. The intelligent control coordinates the conveyor chain, transverse augers, metering feeders and control terminal precisely, allowing excellent spreading accuracy to be achieved. The unique self-cleaning effect of the rotary vane feeder means that both precision and performance can be maintained throughout the project. The integrated automatic dust-collecting filter system permits dust-free loading of the spreader so that neighbouring buildings and vehicles do not become soiled.

To mix the binding agent into the soil, Fischer selected the Wirtgen WS 250 tractor-towed stabilizer. Fischer has three complete Wirtgen units and three Streumaster binding agent spreaders in its fleet. The advantages of the WS 250 are obvious: it can be connected to a tractor in just a couple of operations, converting a simple tractor unit into a "stabilizer" in a matter of minutes. The Wirtgen WS 250 is particularly suitable for small to medium construction projects.

The greater the surface area, however, the more powerful the machine must be. It was this consideration that prompted Fischer Weilheim to try out the Wirtgen recycler and soil stabilizer WR 200i as well. It is the "compact" member of the new WR generation from Wirtgen and, like the whole series, features an impressive combination of high performance and mixing quality, optimum off-road manoeuvrability, numerous automatic functions and perfect ergonomics. Holger Merkle, a foreman at Fischer, was impressed: "The spacious cabin gives you very good all-round visibility and operation is intuitive. This gives every driver optimum control over the working process at all times."

The WR 200i mixed the soil homogeneously with the spread binding agent down to a depth of 50 cm. The soil-binding agent mixture produced offers high tensile, compressive and shear strength as well as lasting water and frost resistance and volume stability. With its 435 HP, the WR 200i achieves daily soil stabilization performances of up to 8 000 m<sup>2</sup>, operating at a width of 2 m and a depth of up to 50 cm. Project Manager Bachteler was satisfied with the results of the test: "Despite the high performance, the machine is very economical thanks to the low fuel consumption. The quality of the stabilized soil also impressed me." ☀

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## LR 1300 WORKING IN LARGEST COPPER and gold mine in Mongolia

For more than three years now a Liebherr crawler crane, type LR 1300, has been working in the largest copper and gold mine in Mongolia and has satisfied with its outstanding performance. The customer particularly appreciates the crane's flexible application possibilities and excellent lifting capacities.

The Oyu Tolgoi copper and gold mine, which was discovered in 2001, is the largest of its kind in Mongolia. It is situated in the south, in the Gobi desert, near the Chinese border. Construction work is being carried out in the mine since 2010.

The LR 1300 owned by Ivanhoe Mines Mongolia Inc. has been working in Oyu Tolgoi for more than three years. In the beginning the crawler crane mainly assembled mining excavators and mining trucks. Currently the customer is using the 300-tonne crane primarily for lifting work requiring a crane with high

lifting capacities. Among the numerous advantages of the LR 1300 is its flexibility due to the large number of possible boom configurations. Thus, the crawler crane which was initially delivered with a 71 m boom has, in the meantime, worked with various boom lengths.

Furthermore, the customer is impressed with the crane's excellent lifting capacities. Especially when handling heavy loads the crane outperforms similar competitors' machines. One of the crane's major advantages is the possibility to travel with the load on the hook even in rough terrain which, for example, would not be possible with a mobile crane.

Oyu Tolgoi is the largest investment project in the history of Mongolia. From today's perspective an investment of over 7 billion dollars can be expected. After its completion the mine will provide approx. 30% of the gross domestic product of the Central Asian country. ☀

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## Atlas Copco's Minetruck MT42

### DOUBLES PRODUCTIVITY AT A SWEDISH MINE

The underground Garpenberg Mine in central Sweden is to establish a new haulage operation based on dedicated mine trucks as part of a plan to almost double production by 2015

A major project is under way at the Boliden-owned Garpenberg Mine in central Sweden to increase production from 1.4 to 2.5 Mt per year by this year, and as a key part of that plan the mine has taken the decision to revise its haulage strategy.

Until now, the mine, which produces lead, zinc, silver and gold concentrates, has relied on general-purpose road trucks to haul the ore to the surface. However, with effect from January 2015 these vehicles are replaced by a fleet of Minetruck MT42 trucks developed and manufactured by Atlas Copco.

Local haulage contractor Långdahls Åkeri AB, which recently purchased four Minetruck MT42 trucks along with two Scooptram ST14 loaders, has been given the responsibility to optimize haulage operations at the mine for the next five years.

Elving Långdahl, owner and President of Långdahls, says: "This is a major investment for us. The deciding factor was that our Boliden contract is a relatively long-term one which means we can now replace the existing road trucks at the mine with trucks and loaders that have been designed and built for underground mining."

Långdahls has long experience of transporting a wide variety of goods. It has also been trucking ore at Garpenberg before, but only on the surface between the mine and the processing plant. With its Boliden contract, Långdahls will now be "going underground" for the very first time.

Elving Långdahl continues: "Naturally, trucks that are specially made for the job are more expensive than general-purpose trucks, but they are also much more effective."

By using the Atlas Copco equipment we are confident that we will be able to make the haulage operation in the mine more efficient than ever before."

"The new trucks load 42 tonnes while the trucks that have been used up to now only take 28 tonnes. That's an improvement of about 40 per cent which will make a big difference to productivity." Tire consumption is also an important cost factor. As the tires on the Minetruck MT42 are adapted for the tough mining environment they also last much longer than standard road tires.

Another reason for choosing the Atlas Copco equipment is safety. Långdahl's Lena Jensen, who will be in charge of health and safety for the 60 or so drivers who will be working in the mine, says: "The cabin on the Minetruck MT42 is FOPS/ROPS approved which means they are built to withstand rock falls and protect the drivers. In addition, the cabins are ergonomically designed and comfortable."

During the later part of last year, Atlas Copco carried out a two-day training program for the Garpenberg haulage team at Långdahls. In addition to theoretical and practical training, selected drivers will also be given in-depth tuition on specific technology features such as the vehicles' advanced control system. ☉

# The front line of construction



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## Konecranes South Africa

### MORE THAN TRIPLES ORDER INTAKE OVER THREE YEARS

Konecranes Southern Africa's order intake for cranes and service and has grown by a spectacular 336% from early 2012 to date. This is an average of 112% per annum.

John MacDonald, Sales, Marketing and Service Director of Konecranes South Africa, attributes this to dedicated and experienced management, supported by equally dedicated and enthusiastic staff.

"We have concentrated on improving our service to all makes of cranes and hoists," MacDonald continues. "In 2013 we introduced a comprehensive Service Documentation Manual for each crane and hoist under service contract so we can keep track of the performance of the crane and identify any problems before they become a major and expensive issue. This has been very well received by our customers."

"Our focus is twofold", MacDonald explains. "In order to improve our Service Contract and service package we looked at increasing safety, decreasing the maintenance costs and at the same time improving the availability and reliability of the crane".

Konecranes was established in South Africa in mid-2012, when they over took over Dynamic Crane Systems in Johannesburg. Since then another nine branches around the country have been added – in Durban, Cape Town, Port Elizabeth, Witbank, Klerksdorp, Ngodwana, Uitenhage, Maputo and Richards Bay. More branches are planned in East London and Kathu.

The Konecranes Group has over 12 000 employees at 626 locations in 54 countries. The company has the largest service network in the industry worldwide, providing high-quality service 24 hours a day. ☀

### CAT RIPPERS for mini excavators

A newly designed line of Cat rippers is now available for mini hydraulic excavators to meet diverse tasks that include picking, grabbing, sorting and digging in varied ground conditions for applications such as landscaping, demolition, site preparation and the installation of underground services.

These specialist work tools are purpose-built for fitment on a broad spectrum of Cat mini excavators, as well as on original equipment manufacturer machines in the same class. Ripper operating weights extend from 45 to 107 kg, depending on the machine model match. For added versatility, Cat rippers can be used with a pin grabber coupler, coupler and thumb, or as a pin-on attachment. The curved shape allows the ripper to work in conjunction with existing thumbs.

"When used with the Cat Dual Lock pin grabber coupler, rippers can easily be interchanged with Cat buckets for on-site rip and load multi-tasking," explains Barloworld Equipment product specialist, Craig Christie. (Barloworld Equipment is the Cat dealer for southern Africa.) Rippers are manufactured from highly durable materials to match arduous operating conditions. For example, the gussets on the top bracket are designed to withstand side load; whilst the high strength alloy shank further extends wear life. Three ground engaging tool (GET) tip options are available: penetration, sharp centre, and heavy duty abrasion. "Choosing the right GET tip will be determined by the application," Christie adds. ☀



Potain Tower Cranes

## REACHES NEW HEIGHTS AT TALLEST BRIDGE IN ISRAEL

Connecting two tunnels on opposing sides of the expansive Arazim Valley near Jerusalem requires building a record-breaking bridge that is as impressive in its height as in its length. The landmark €35 million project relies on six Potain tower cranes that are able to climb to final working heights of up to 115 m. The rugged and uneven terrain on site added another challenge for the Kokhav Ya'ir-based Potain crane owners, COMASCO, tasked with installing tower crane foundations to ensure they were erected securely and in ample time for the bridge to progress on schedule. Working approximately 12 hours a day, six days a week, the top-slewing Potain tower cranes are performing general lifting duties and pouring concrete to build the girder bridge. The Potain cranes at the project include a 16 t capacity MD 365 B, two 8 t capacity MDT 178s and three 12 t capacity MD 285s. The cranes offer maximum jib lengths from 60 m to 75 m and can lift between 1.5 t and 3.2 t at jib end. The milestone project is a fitting tribute to COMASCO's 50-year collaboration with Potain, as Mr Haim Danon, managing director, explained.

"Over the past 50 years, our work and our cranes have built some of the most iconic projects in Israel, and we are very proud to reach this milestone," he said. "Thanks to our excellent people and the strong partnerships we have with the world's best equipment manufacturers, like Potain, we work on the country's most important projects – and this bridge is the latest example of our achievements." The Potain tower cranes arrived on site in June 2013 and will remain at the project until the end of 2015. All six cranes are climbing units, anchored to the pylons they are building. Due to the varying gradient of the terrain, the cranes stand at different heights and their final working heights will extend up to 115 m. As part of the Israel Rail Road Project, the bridge is a crucial part of what will be a vital 70 km rail connection between Tel Aviv and Jerusalem. Once completed it will be the tallest and longest bridge in Israel. ☀



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## Bell offers INNOVATIVE FINLAY 883+ SPALECK OPTION IN SOUTHERN AFRICA

**B**ell Equipment, the distributor of Finlay mobile crushing and screening equipment in Southern Africa, has introduced an innovative new product born from a joint venture partnership with Finlay and Spaleck of Germany.

The processing of what was once believed to be awkward materials, such as difficult and wet waste or demolition materials, is a thing of the past due now that Finlay, who are pioneers in mobile tracked equipment, have created a partnership with Spaleck of Germany, who themselves are market leaders in static recycling technology.

At the heart of this mobile plant, is a two-deck German-designed and constructed high performance screenbox. The unique stepped top deck design, combined with state-of-the-art flip-flow technology on the bottom deck, places the Finlay 883+ Spaleck into a class of its own.

Its processing and application flexibility, make this machine the only all-in-one mobile solution for processing difficult waste,

recycling slag, construction and demolition waste, shredded metal, wood, compost, mulch, ores, coal and soil.

Large-grained material can also be screened on a screening machine fitted with the Spaleck Flip-Flow screen deck. The screening deck, with its 3D screen segments, is positioned above the Flip-Flow screen deck to form a cascade and protects and reduces the stress on the Flip-Flow screen mats. The service life of these mats is therefore increased while optimal screening results are guaranteed.

Thanks to their modular construction, the 3D screen segments with maximum open screen area can be quickly changed when necessary. The screen mats of the 3D Flip-Flow screen, are fastened without screws and have no edges that could cause difficulties.

Key features of this system include:

- Virtually blockage-free screening in the upper and lower deck thanks to tried and tested 3D and Flip-Flow technology

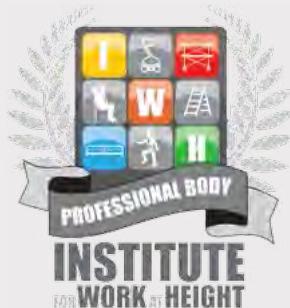
- The 3D screening segments guarantee accurate screening with no long pieces passing into the middle-grade material
- The Flip-Flow screen with screwless mounted screen mats avoids unnecessary cleaning and reduces maintenance times
- Screenbox discharge end can be hydraulically raised 500 mm to facilitate efficient and easy media access and changing
- The wave action of the Screenbox prevents pegging and blinding of screened material

The first Spaleck Screenbox in the Southern African region has been retro-fitted onto an older Finlay 883 Screen. It is currently being deployed on a mine in Namibia where it is used as a scalper for producing gabion rock. According to the machine's owners, the retro-fitting of the Screenbox was quite simple and it really dropped into the Finlay 883 with no problems.

Paul Chappel, the Finlay Regional Sales Manager supporting Bell Equipment, says the following about the Spaleck Screenbox: "We see the addition of the Spaleck Screenbox to our established Finlay machines as a value-adding exercise and believe that once the market is exposed to this state-of-the-art technology, there will be no limit to its application in the Southern African market." ☈



## INSTITUTE FOR WORK AT HEIGHT



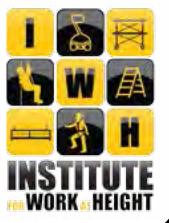
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# WORK @ HEIGHT: FROM THE BOARD

## WORLD NEWS

### IWH WORLD NEWS THE RENTAL SHOW IN NEW ORLEANS

The Rental Show from the 23rd to the 25th February 2015 is the American Rental Association convention and Trade Show for the access equipment industry and many other affiliated industries. It features construction and industrial equipment, tool and homeowner equipment and special events equipment. This event is regarded as the rental industry's premier event.

After experiencing growth over the last few years, there was a general feeling that better days are ahead, leading to a successful show both from the buyer and seller perspective.

The economy has changed enough that all manufacturers find themselves at the same place now and are all ready to do business and reap the benefits of the synergy that exists between the vendors and rental companies.

The buzz of positivity and cautious optimism is being continued and spilled over from last year into the current show atmosphere and after a few solid years, rental store owners are more relaxed and more enthusiastic about growing fleets more than they did last year.

One of the major manufacturers of access equipment, JLG, who are well represented in South Africa, introduced three new boom lifts and its largest scissor lift at the Rental Show. Their telehandler launch included five machines which ranged from 3 to 6 tons capacity and in height from 12m to 17m. Highlight changes include a completely redesigned cab for improved operator comfort and control, rear axle stabilization system and improved serviceability. The new JLG telehandlers are not just tweaked to be somewhat better but have been redesigned and re-engineered from the ground up.

### "RECOGNISED TRAINING FOR SAFE WORKING AT HEIGHT"

The New Year 2015 started off with a huge bang! 'Work at height safely' is becoming a buzz phrase in the industry, and we are experiencing more and more enquiries with regards to what we are doing and even what our role is in ensuring safe working at height. That, of course, is good news, as it means we are now busy reaching people out there who matter, and who are interested in applying safe working at height wherever necessary.

Because of the New Construction Regulations which were released in 2014, employers, and more specifically, their Occupational Health and Safety personnel, are taking safe working at height very seriously. It is necessary to make mention of some important interventions that have occurred and some that are still in the planning stages for the future. We were approached by the City of Cape Town to address their staff and contractors amounting to 60 personnel, on Working at Height on the 13th of February. Eskom has also approached us with the same requirement for a mini Work at Height seminar, on the 10th of March. We have also been approached by the organisers of the OSH EXPO, to participate by having a stall at Gallagher from the 12<sup>th</sup> – 14<sup>th</sup> of May 2015.

In this article, I thought I should focus on one of the major points on how you could ensure safe working at height and for the persons involved, to have the correct, registered and recognised training. The new Construction Regulations clearly state that the person working at height should be 'COMPETENT'. The definition of COMPETENCE in the regulations, clearly stipulates that, where there is an NQF-registered qualification/unit standard, people should be trained against that, being the only way a person can be declared competent. It is this statement that I want to 'use' today to emphasise to employers, that they need to be very cautious when sending their employees for training, as there are many 'fly-by-nights' who are just out there to make money out of this very daunting task. Your employees are NOT competent if a training provider out there tells you they are 'accredited' and NQF registered, which they might actually be, but the truth is that a lot of people have had a rude awakening finding out after they thought they were trained by an 'accredited' training provider, that in fact they were never uploaded to one of the quality assurance bodies and with that, registered on the NLRD (National Learner Record Database). If a person has not been uploaded to the NLRD, your employee is NOT COMPETENT. We, as the IWH Professional Body, make sure that people trained at our recognised training providers, have in fact gone through that whole process and therefore are truly COMPETENT.



**Dr ALTI KRIEL (PBM) Manager**

I would therefore encourage anybody who has been trained or still needs to be trained, to make absolutely sure that your training is:

- with an accredited training provider
- that in fact, this provider is uploading your results to the relevant quality assurance body
- that you received a recognised certificate or Statement of Results
- that your name will in fact after that, appear on the NLRD, meaning that you are COMPETENT.

Did you know you can check that your name does appear on the NLRD? Go to [verifications@saqa.org.za](mailto:verifications@saqa.org.za) – this service is free if you want to verify that your name appears on the NLRD.

From our side as the IWH Professional Body, we make sure that our recognised training providers, are in fact accredited and do upload every learner trained against SAQA and NQF registered qualifications/unit standards to the relevant quality assurance body, and therefore, should then be truly COMPETENT.

To check our list of recognised training providers, go to the following link on our website:  
<http://www.profbody.co.za/training-providers>.

Until next time, SAFE WORKING AT HEIGHT!

# WORK @ HEIGHT: REGIONAL NEWS - GAUTENG



## Goscor Hi-Reach always rises to the application with world class equipment & service

Goscor Hi-Reach, part of the Imperial Group, is a leading supplier of a quality range of specialised, premium brand work-at-height equipment and light towers to diverse Southern African industries.

"We are Southern Africa's official distributor of the well-known Genie range," says Goscor Hi-Reach CEO, George Landsberg. Genie, an American company owned by Terex, is one of the world's largest manufacturers of work lifts and platforms used in construction, maintenance, warehouse stocking and equipment installation.

"We understand the importance for customers to keep operational costs down and productivity levels up so that they can get the job done effectively, safely and on time," continues Landsberg. "Rugged, reliable equipment that maximises efficiency is fundamental to meeting these objectives and this is where the Genie range is second to none."

"We specialise primarily in Genie's Scissor & Boom Lifts and Telescopic Handlers but various material lifts as well as push-around units also form part of our extensive Genie portfolio," explains Landsberg. "In Q2 2014, we introduced Africa's tallest self-propelled Super Boom, the Genie SX-180 which reaches an incredible working height of 57m."

Other famous brands from Goscor Hi-Reach include Hybridlift (from Custom Equipment), ATN, Teupen, Hydralada & PB LiftTechnik. Landsberg also revealed that the company will soon be introducing an exciting new product for the agricultural market with specific applications for the likes of Avocado, Mango and Litchi farmers.

Goscor Hi-Reach recently moved to larger premises in Alberton, south of Johannesburg, to accommodate larger stock and spares holding and further improve customer service.



## THE BENEFITS OF BEING A MEMBER OF A TRADE ASSOCIATION

To Members and prospective members. It may be a good idea to put down some thoughts about Trade Associations such as the IWH and why it exists.

It is very easy to regard membership of an association in a simplistic and arbitrary way, especially when seeking on immediate and tangible return for subscription fees paid. In this regard we are often asked the question "what's in it for my company if we become a member"?

In a nutshell it should be understood that Trade Associations essentially provide services to business organisations and individuals who have common interests.

Let us look in a little more detail at some of the work carried out by the IWH and how this can impact on our industry.

The IWH is seen as the "voice" of the seven industry sectors it represents. This voice therefore provides "users" of any of the sectors peace of mind that they are getting a fully considered professional view of what is good practice for the sector. This in itself is an extremely powerful tool for members and as membership grows so does the Association's power. The IWH is unique as it

can offer a wide range of information and services nobody else can easily provide in a range of communication methods.

The IWH can offer specialist advice in terms of technical and commercial nature which is not necessarily available particularly to small and medium size entities.

The IWH undertakes specific projects which benefit members. In addition members have the opportunity to become involved in project committees thereby influencing the outcome of these projects should they choose to?

The IWH facilitates the opportunity for members to network with their peers at meetings, workshops, conferences and other events whilst they are learning about issues which may affect their business.

The IWH participates in standards setting forums and provides updates of these including, policy and news, which are disseminated to members on an on-going basis. The IWH via its Professional Body, assists in the overseeing of appropriate NQF aligned and SETA accredited work at height training, thus ensuring that member training providers train all persons exposed to the risks of working at height strictly in accordance

with the relevant legislation, safety procedures and requirements.

In turn the Professional Body recognises Work at Height practitioners by registering them against SAQA registered professional designations.

The IWH membership enhances a company's reputation as it is seen as a badge of professionalism. The IWH has access to extensive knowledge of the Industry it represents which can be passed onto policy makers.

The IWH provides an organised industry voice to be able to communicate with Government and Commercial and Industrial bodies.

We can go on with mentioning more products and services but suffice to say without a functioning Trade Association with a carefully laid down purpose, what chance has industry got to address industry standards and other norms, from which stems all training and education.

It should be understood however, for an association to function properly and in a professional manner, it needs the input of its members at all times for them to be able to take something out.

Therefore to take advantage of knowledge, experience and skills to improve the individual business

it is essential that member input is given to enable the association to function and make progress with all matters pertaining to the wellbeing of the industry not forgetting the individual member representative – No man is an island!

We trust that the above goes some way to explain the typical work of an association and why your membership is valued at all times.

# WORK @ HEIGHT: GOOD PRACTICE

## WHAT SHOULD I INCLUDE IN MY RISK ASSESSMENT?

Your risk assessment should include consideration of what in your business might cause harm and how, and the people who might be affected. It should take into account any controls which are already in place and identify what, if any, further controls are required.

You should be able to show from your assessment that:

- a proper check was made.
- all people who might be affected were considered.
- all significant risks have been assessed.
- the precautions are reasonable.
- the remaining risk is low.

You do not need to include insignificant risks. You do not need to include risks from everyday life unless your work activities increase the risk.

## SELF IDENTIFIED ANCHORS – SELECTION GUIDELINES

The IWH acknowledges:

Self-identified anchors are often used on worksites.

Except for citing examples, there are few, if any, guidelines available for selecting sound self-identifiable anchors.

The IWH RAFA chamber therefore issues the following guidelines in selecting self-identifiable anchors:

### General guidelines

- Self-identified anchors should be clearly identified, described and its use stipulated in the worksite's risk assessment and fall protection plan.
- Self-identified anchors should be integrally connected with or form an essential part of the greater structure.
- Structurally welded components should be avoided, where possible. Structurally bolted components are generally preferable and should be checked (i.e. bolts fastened properly) before use.
- The direction in which the self-identified anchor will be loaded should be carefully considered.
- Where multiple anchors are used in combination, it is important to equalise the anchor system correct and ensure that it is equalised in the direction that it will be loaded.
- Self-identified anchors should be identified by subject matter experts (i.e. rope access level 3 technicians or fall arrest technicians – not basic fall arrest technicians – or fall arrest rescuers).

## SELECTING A HELMET FOR WORK AT HEIGHT



There is a range of helmets available that comply with different performance standards. There is also an inexhaustible range of risks that exist with working at height. However, a few inherent risks that relate to the use of helmets are likely to be always present when any work at height is done. These include:

Impacts on the helmet (on-and-off crown impacts) due to falling objects.

The helmet becoming dislodged from the user's head during use (e.g. when the user looks up, during windy conditions, or in the event of a fall taking place).

The helmet hooking onto a fixed object during use, or, more seriously, during a fall event.

Impacts to the user's head in the event of a fall.

SANS 1397 / EN 397 standard/s is the most commonly used helmet for work at height in South Africa. However, the specified performance criteria are conspicuously absent from tests that evaluate its effectiveness in protecting the user during a fall event.

EN 12492 seems to provide the most suitable performance test criteria for helmets that are used in a fall risk environment.

None of the helmet performance tests consider the functions or implications of a helmet peak. Helmet peaks are presumably intended to provide extended cover over the user's face.

However, during use and especially when looking up, the user is left exposing a greater percentage of their face than they

would have in the absence of a peak, due to the user having to tilt their head further backwards in order to see past the peak. Notably, looking up seems to be a default reaction when a person is warned about an object falling towards them. The helmet peak could also act as a lever in the event of a fall, influencing its retention effectiveness, amongst other factors.

Construction specific risks will differ from construction site to construction site. Fall protection planners and work at height managers should consider the risks of the work at hand and select suitable head protection accordingly. Careful consideration should be given to the risks listed above. However, for example, certain very specific construction tasks may favour the use of electrically insulated helmets, to the expense of helmets that have been tested for retention performance.

Currently, the most suitable and readily available performance standard for helmets for work at height is EN 12492. The IWH recommends using helmets that address the risks listed above (i.e. helmets that conform to EN 12492), even if at the expense of other properties, such as electrical insulation. The selection of helmets that comply with other performance standards should be clearly and carefully justified in risk management documents and the fall protection plan for the work.

The implications and associated risks of using helmets with peaks should be carefully evaluated when selecting suitable helmets.

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## Nooteboom MCOS semi low-loader makes **SWITCHING TO HYDRAULIC STEERING EASIER**

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The latest generation MCOS semi low-loaders with hydraulic steering are the optimal transport solution for the transport of medium-weight machinery (up to 47 tonnes) that is fast, cost-effective and safe. Until recently the switch from self-steering axles to hydraulic steering required considerably more investment. But within their SMART programme Nootboom has made this a much more attractive proposition. Since the successful introduction of the MCOS semi low-loaders the market share for this vehicle has increased significantly and interest is still growing. KWS Infra too has recently put into operation their first 4-axle MCOS-58-04(EB) hydraulically steered semi low-loader.

The MCOS programme comprises 3-axle and 4-axle hydraulically steered semi low-loaders, with either a fixed or extendible load floor. Within this programme there are various versions to meet the requirements of specific sectors. For instance, the MCOS semi low-loader of KWS Infra is specifically constructed for the transport of road-building machinery. The load floor has been specially strengthened for the transport of machines with a highly concentrated load, such as road planers. For the MCOS semi low-loader Nootboom has upgraded the hydraulic steering to achieve an even larger steering angle without using a steering quickener. For this semi-trailer with swivel axles the steering angle is an impressive 45 degrees. KWS Infra is part of Royal VolkerWessels Stevin, a large, versatile group of companies with international operations in all sectors of the construction industry. In the Netherlands KWS Infra is market leader in the road construction sector. KWS has been a customer of Nootboom for decades. During all those years KWS has acquired a huge fleet of Nootboom semi low-loaders and trailers to transport their own road construction machinery, the latest addition being the 4-axle MCOS semi low-loader with hydraulic steering. ☈



## Hillary Construction moves ahead WITH SCANIA TRUCKS

By Pierre Sanson

**H**illary Construction, a progressive civil engineering company which has risen from a family business in 1963 to become a private company in 1991.

With the head office in Polokwane, Hillary now operates not only in South Africa but also in Botswana and Zambia

With the Hillary family still major shareholders in the company, the company has also invited outside investors and introduced a share option scheme, offered to its employees. Today the company can boast a 25% black ownership.

The prime activity of the company is in construction, with other areas of importance being, maintenance of national, provincial and township roads. The upgrading of gravel roads to bitumen surfaces, asphalt surfacing and overlays has been a major development in recent years through their subsidiary company, Polokwane Surfacing. Over and above these activities are bulk earthworks, township development and all aspects of construction.

The company's commitment to quality is not only restricted to the service it provides but is also extended to the selection of services and products it requires from its service providers. This philosophy is borne out with

the selection of the range of equipment they have in their extensive fleet.

Recently, Polokwane Surfacing upgraded their truck fleet with the inclusion of six Scania trucks, falling in line with their strict plant replacement programme. The Scania's selected for the fleet are the latest G460, 8x4 tippers with the addition of a pup trailer with every unit. Both trucks and trailers are fitted with 15 cum AluTip aluminium bodies.

The Scania G460 is powered by a 13 litre Scania in-line six cylinder diesel engine with an output of 338kW @1900 rpm and torque of 2250 Nm between 1000 to 1350 rpm. The engine drives through an Opticruise transmission to the 3:42 ratio differential which comes complete with power divider and differential locks.

The trucks are being used mainly in transporting hot asphalt for the road building and maintenance projects within a radius of between 10 km and 250 km over undulating and sometimes difficult terrain. The other application for these Scanias is the transport of aggregate.

"The decision to purchase Scanias for the fleet was made after a thorough evaluation of the market, having looked at the spares pricing and availability as well as the fuel



**Trevor Freestone, Operations Director of the Hillary Group**

consumption figures based on operations of similar nature," said Trevor Freestone, Operations Director of the Hillary Group. Further, he added, "So far we have been impressed with the ability of the trucks to deal with the loads, on the road, which has enabled us to optimize cost per tonne/km, working with the vehicles' fuel economy and operating costs."

Hillary Construction has invested heavily in their maintenance facilities and with the valued assistance from Scania will be providing in-house back-up for the vehicles.

"We have been very impressed in the manner in which Scania has conducted this deal and the quality of the vehicles supplied and as a result we have taken delivery of a Scania 6x4 tractor for our lowbed operation and have placed an order for an additional 10 Scania G460 8x4 tippers for Polokwane Surfacing, which are due for delivery in April 2015," concluded Freestone. ☈

# Hino looking for SALES IN 2015

**H**ino South Africa is taking a rather conservative view of the overall truck and bus market in 2015 and is forecasting about 2% growth on the 2014 figure of 31 544 units. However, despite this slow growth prediction for the overall market, Hino Vice President Ernie Trautmann says the aim is to increase Hino's sales volume and market share during the year.

"We will be assisted in increasing Hino sales with the addition of a number of new derivatives during the year, including four in the Hino 300 sector, being two more models with automatic transmission and two more crew cabs.

"We see the current low oil price as providing a welcome boost to the overall South African and global economies although we doubt that it will result in significant new vehicle buying over the short term in South Africa. We rather see hard-pressed transport operators using the savings in fuel costs to stabilise their businesses as nobody knows how sustainable the lower price is going to be in the volatile global economy," commented the Hino SA Vice President.

Trautmann explained that there were a number of important initiatives to be implemented in 2015, starting with a restructuring of Hino SA itself so as to better serve its dealers and their customers. Focus will include shortening the lines of communication. This will tie in with Hino Total Support workshops for each dealership where detailed analyses will result in action plans to be implemented in the course of the year. Extensive sales potential surveys are being undertaken in each region to highlight additional sales opportunities for the dealers, which will go along with programmes to retain existing customers and to bring past customers back into the Hino fold as well as looking for conquest sales.

"After sales is a key to success in the truck market and here in South Africa, with many trucks operating over long distances, it is essential to have excellent back-up service," said Trautmann. "This extends to roadside assistance which is quick to respond and efficient, very good parts supply and efficient servicing of vehicles by trained technicians. Hino SA, in conjunction with the dealers, has put a great deal of effort into improving parts availability for our workshops as well as retail customers and we are always striving to make our parts pricing highly competitive in

each segment. We also actively promote the benefits of using genuine parts. A big drive this year will be to promote maintenance plans for Hino customers in partnership with Toyota Financial Services which is developing a range of affordable packages.

Another aspect of dealer operations being pursued in 2015 is to develop an effective Hino used truck programme as this is seen as a growth market for the brand and potentially an important contributor to dealership viability. Our results in the Scott Beyer Customer Experience survey was very pleasing and showed that all the efforts to promote the Hino Total Support philosophy by Hino SA and dealer staff was starting to have an impact on the customer's experience.

Looking back on 2014 the Hino SA Vice President said that he and his team are proud of the many high points during the past year, but are particularly pleased that the company can be quicker out of the starting blocks this year after a slow sales build-up in 2014 due to some stock shortages; sales in the second six months of 2014 were 33% higher than in the first six months.

The reason for the slow start in 2014 was the relocation of the local Hino assembly operations to a new facility in Prospecton over the 2013/14 shutdown period. Rainy weather added to the challenge of building the new facility to a tight schedule, but now the factory is functioning well and Trautmann says the target of exceeding 4 000 annual unit sales for the first time is in 2015 a very real prospect.

Last year total Hino sales of 3 844 units was close to breaking the 4 000 barrier and came during a year in which a new monthly sales record of 455 units was set in August – beating the previous best of 425 units attained only five months earlier – while the 356 units sold in December was the highest ever total for this traditionally slow-selling month.

The Hino SA Vice President says he is very pleased with the progress being made in selling the Hino 700-Series into the extra-heavy segment of the market, where a 3% share was attained and several of the major transport operators were among the buyers of these models.

"This is an area of our operations where we will put even more focus and manpower this year," he added. "This includes an expansion of our Hino 700 Ambassadors programme with dedicated Sales Executives in the dealerships who interact regularly with the operators of fleets of extra-heavy trucks."



**Ernie Trautmann,  
Hino Vice President**

Trautmann says there were many other highlights for Hino during last year. These included the Hino 300 putting up an outstanding performance in the local comparative group test, strong interest shown in Hino products at the Nampo Agricultural Show to entrench the brand as a long-time favourite with the farming community and winning three awards at Hino's regional meeting in Dubai for distributors in the Middle East, West Asia and Africa. Hino SA was also rewarded for again passing the 3 000 annual sales mark.

A further, critical open point in the dealer network was filled with the appointment of a Hino dealer in Cradock, while Hino Isando started operations as the first Hino dealer in the Super Group and Hino Pretoria North relocated to Pretoria West and changed its name to Hino Tshwane. Another dealer to relocate to far better premises was Hino Germiston, which is now strategically well positioned close to the M2 motorway.

The current dealer network of 19 exclusive truck dealers and 45 dual dealers (passenger cars and commercials) is seen as the correct mix and footprint, so the programme for the future will focus on consolidation rather than further expansion.

"A particularly important event for Hino South Africa during 2014 was the launch of the global Hino Total Support programme in South Africa, which we are using to change the mindset of our dealers and their team members to the benefit of their customers," added Trautmann. "This is very much an ongoing initiative and we have a number of additional strategies that we will introduce in 2015 to make this programme even more effective in cementing the bond between Hino, its dealers and their customers."

"All in all we are positive about the outlook for Hino SA in 2015 and have goals which we believe are attainable with the ultimate beneficiaries being our customers," concluded Trautmann. ☈



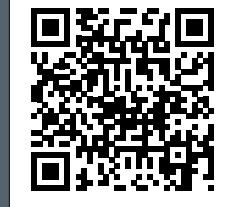
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Truckin'**

We know it takes a lot more than wheels and a chassis to keep things moving forward. It takes a clear understanding of how your business operates. It takes expertly trained people who care about providing the best advice and the best service possible. Hino prides itself on delivering cost-effectiveness and operational efficiency. It's why every Hino is built for your business.

**- SO NO MATTER WHAT YOUR BUSINESS, YOU CAN KEEP ON TRUCKING.**



## TATA MOTORS LAUNCHES PRIMA – THE WORLD SMART TRUCK, in South Africa



SCAN QR CODE TO  
WATCH THE VIDEO

Tata Motors, India's largest automobile manufacturer, and among the top 10 in the world, this month launched a new next-generation range of Tata PRIMA commercial vehicles here in South Africa. For entry into the extra heavy commercial vehicle segment, Tata Motors introduced six new Tata PRIMA tractors and tippers, powered by the latest Cummins electronic engines with features that provide optimum power and fuel economy. The Tata PRIMAs for South Africa are based on market requirements, customer feedback, with several test programmes conducted in South Africa. Aimed at large fleet users, mining companies, transporters, owner-drivers, and smaller fleets operators, the Prima appears set to improve operating economies in the transport industry.

Having been developed in conjunction with the Tata Motors subsidiary – Tata Daewoo Commercial Vehicles (TDCV), Tata Motors concluded that the award winning Tata PRIMA range would set new benchmarks in the performance and design of a next-genera-

tion of commercial vehicles, based on superior technology, optimum power, fuel efficiency and safety. Built with technical input from across the world, the Tata PRIMA is based on an Italian cab design, engine technology from the US and Europe, gearbox expertise from Germany, chassis frame know-how from Mexico, sheet metal dies from Japan and Korea, culminating with Swedish precision on the robotic welding line. Hence the Prima can be justifiably referred to as the 'World Truck' by Tata Motors.

"The launch of the Tata PRIMA brand in South Africa is an important milestone in Tata Motors' continued expansion in the market and the African region, giving the customer a new next-generation commercial vehicle, with the trusted credentials of the Tata Motors brand. The Tata PRIMA is shaped by the latest global technologies, know-how and expertise, with global standards of performance, comfort and safety, a result of customer feedback combined with years of experience in the trucking business. The range being launched is

world-class in every sense," said Rudrarup Maitra, Head-Sales (International Business) Commercial Vehicle Business Unit.

The Tata PRIMA is today available in different configurations, including multi-axle, tractor-trailers and tippers, thus meeting varied end-user requirements. With the range extending up to 49 tonnes and engine options up to 380 hp, the Tata Prima is an ideal work horse for movement of goods and material across distances and terrains, at the same time delivering the correct efficiencies to any transport operation.

Driver comfort has by no means been sacrificed in the design of the cab as it meets both functionality and ergonomics, creating an environment conducive to safe driving. The cabin is air conditioned with an abundance of storage space and easy access to the sleeper bed behind the driver. Standard features are reclining seats, armrests, an adjustable steering column, music system and a Global Positioning System (GPS).



Tata PRIMA boasts a world renowned drive-line with a choice of three Cummins engine models with horsepower ratings from 230 to 400 hp and combined with Eaton/ZF gearboxes they deliver the best in class fuel economy and higher aggregate life. Modern engine technology features like Load Based Speed Control (LBSC), Gear Down Protection (GDP) and Vehicle Acceleration Management (VAM) ensure substantial fuel economy improvements for the operator. Features like Idle shutdown and Cruise Control further enhance the fuel economy and convenience for the driver.

The range comprises six models for South Africa, backed by a service network of 48 commercial vehicle dealers (sales and service touch points) across the length and breadth of the country, 24 hours roadside assistance and a roaming warranty in 14 countries of Southern Africa. Coupled with the backup from the dealer network and ensuring additional peace of mind for the customers, the PRIMA tractor range has a drivetrain warranty of 4 years or 450 000 km

(whichever occurs soonest) and the PRIMA tipper range has a drivetrain warranty of 4 years or 5000 hours.

**PRIMA 4028 .S 4X2 tractor** - a 2-axle, 40-tonne GVW tractor, fitted with a 9-speed ZF transmission, powered by a Cummins – ISBe engine, with maximum power of 266 hp. The PRIMA 4028.S tractor-trailer combination is ideal for carrying freight both within and outside the city and is specially designed to facilitate short distance travel.

**PRIMA 4038 .S 4X2 tractor** - a 2 axle, 40-tonne GVW tractor, fitted with a 9-speed Eaton transmission, powered by a Cummins ISLe engine, with maximum power of 370 hp. A PRIMA 4038 .S tractor-trailer combination is ideal for carrying freight at high speeds, both within and outside the urban environment and is specially designed to facilitate both short and long-distance loads. An ideal unit for car carrier application.

**PRIMA 4938 .S 6X4 tractor** - a 3 axle, 49-tonne GVW tractor with a 9-speed Eaton

transmission. The 6X4 tractor is powered by Cummins ISLe engine with maximum power of 370 hp. The Prima 4938 .S tractor-trailer combination is ideal for applications like container transport, refrigerated bodies, tautliner bodies, furniture removal, Steel, cement etc. and is specially designed to facilitate long-distance travel.

Designed specifically for off-road applications like Mining and construction, the Tata PRIMA tipper range is built on a robust Metalsa chassis frame, with heavy-duty suspension systems from Hendrickson. These vehicles boast next-generation advances – ABS, pneumatically suspended cabins and hub reduction axles.

The non-sleeper cabin of Tata PRIMA tipper range is air-conditioned, spacious and comfortable and includes reclining seats, an adjustable steering wheel and arm rests, providing operator comfort even during long hours of operation.

**PRIMA 2528.K 6X4 10 cum box-tipper** - a 3 axle, 25-tonne GVW tipper, with a 9-speed ZF transmission, powered by a Cummins ISBe engine with maximum power of 266 hp. The tipper comes with a lighter frame, lighter axles and a 10 cum body for better payload and faster on-road operations. The Prima 2528 .K tipper is ideal for road construction, transporting gravel, sand, and other applications specific to the construction industry.

**PRIMA 2538.K 6X4 14 cum box-tipper** - a 3 axle, 25-tonne GVW tipper, with a 9-speed Eaton transmission, powered by a Cummins ISLe engine with maximum power of 370 hp. The tipper comes with a lighter frame, lighter axles and a 14 cum body. The Prima 2538 .K tipper is ideal for high speeds, faster turnaround time for carrying gravel, sand, and other applications specific to the construction industry.

**PRIMA 3338.K 8X4 19 cum scoop-tipper** - a 4 axle, 31-tonne GVW tipper with a 9-speed Eaton transmission. The 8X4 tipper is powered by a Cummins ISLe engine with maximum power of 370 hp. The tipper comes with a robust frame, dual reduction axles and a 19 cum rock body for better payload and faster tipping time. The Prima 3338 .K tipper is ideal to short distance transport of coal, iron ore, limestone within mines and other applications involved in heavy mining as well as similar off road applications. ☀



**Kobus van Zyl, Executive Director, Daimler Trucks and Buses South Africa.**



**Nicolette Lambrechts,  
Vice-President of  
Mercedes-Benz Vans  
South Africa.**

## ENSURING SUSTAINABLE FUTURE GROWTH –

### 2014 a transitional year for Mercedes-Benz South Africa

The Mercedes-Benz group of companies in South Africa (MBSA) posted its financial results for the 2014 financial year, with total annualised revenue for the group of R45.32bn – up by 5% on the previous year\*. While revenue showed growth, planned and necessary costs incurred in 2014 resulted in earnings before interest and tax (EBIT) being lower than the 2013 financial year at R3.08bn compared to R3.54bn.

Contributing to the overall performance of the group, Daimler Trucks and Buses continued to cement its place as the market leader within the commercial vehicle industry during 2014, continuously committing to bringing costs down for its customers and adding innovative value.

With various new products offered to the market in the last year, whether through an additional value chain offering or even a new model in the form of the Fuso Canter LIFT, we distinguished ourselves from our competitors by ensuring complete peace of mind for our customers.

"In the extra-heavy commercial vehicles segment Daimler Trucks has again achieved double the volume of its closest competitor, with Mercedes-Benz Trucks again outgrowing the market in 2014. With the launch of the Fuso Canter LIFT DT&B achieved the best sales for Fuso in the past seven years, offering customers a truck that sets the

benchmark in safety and economy," said Kobus van Zyl, Executive Director, Daimler Trucks and Buses South Africa.

The bus business for Daimler Trucks and Buses is closely linked and driven by tender business and a significant highlight in 2014 was delivering the buses for the Go George public transport project. A total of 64 buses were delivered, of which 39 were standard and 25 shorter 10.5m buses – all with low emissions Euro V engines.

"We are delighted with the commitment to public transport shown by government through the increased number of tenders published over the last twelve months," said Van Zyl.

"While there might be challenges to offering our cleaner fuel technology and low emission products in South Africa as cleaner fuel is not yet readily available across the country, we always want to remain environmentally responsible with our products and at the forefront of the available options. Therefore we will commence already this year with the delivery of compressed natural gas (CNG) and dual-fuel buses," said Van Zyl.

This year Sprinter is celebrating its 20<sup>th</sup> birthday with the first Sprinters leaving the plant in Düsseldorf on 23 January 1995.

"When the Sprinter was first launched it created its own segment – the large van

segment. From its first introduction into the South African market Sprinter has dominated the segment and will continue to do so," said Nicolette Lambrechts, Vice-President of Mercedes-Benz Vans South Africa.

"Only the Mercedes-Benz Sprinter can offer unmatched reliability, perfect driving features and an innate ability to reinvent itself over such a long period of time. This is a vehicle that prides itself on being everything to everyone who purchases it: exceptional safety, impressively low fuel consumption, reliability and a widely-respected high resale value. These are just some of the key factors that contribute to the Sprinter being the most dominant player in the segment," said Lambrechts.

In 2013 the latest Sprinter was released into the market and a year after its worldwide release 222 222 Sprinters found new owners.

In the year to come Mercedes-Benz Vans will have lots to offer customers with both the V-Class and the new Vito finding its way to our shores in June and July respectively.

"The introduction of the V-Class is testament to our mandate to continuously increase functionality, comfort and style across our range of vehicles. Its versatility and safety credentials will certainly ensure that this vehicle becomes a future icon amongst South Africans," says Lambrechts. ☈



**"Kubota machines are exceptionally reliable and efficient and, importantly the back-up service we get from Smith, including parts, is excellent."**

He adds that while his customers enjoy all the Kubota products, his biggest sellers are probably the M-series 8540 and 9540 tractors.

These are indeed popular the world over. Re-engineered, restyled and powered by Kubota's world renowned Tier III compliant, 4 cylinder E-CDIS (centre direct injection system), turbo diesel engines of 3.3 and 3.8 litre capacity the lightweight, short-wheelbase M40-series tractors appeal to the farmer, amenity professional and contractor alike. Boasting advanced transmission and PTO technology, a range of new features as standard and high performance hydraulics, the M40-Series is an exceptional new range, built on proven technology.

The transmission incorporates a 4-speed conventional all-synchronesh gear set with a 2-speed range option and an optional creeper-gear set. The driver selects the ground speed using a normal gear lever BUT KUBOTA engineers have added a system of WET PLATE CLUTCHES to engage the output shafts to the wheels and PTO systems. This eliminates the normal DRY plate CLUTCH and allows for the tractor to function much more effectively. This is ground-breaking engineering not found in other makes of tractor. ☀

## RITCHIE FARM EQUIPMENT'S customers enriched by Kubota

Ritchie Farm Equipment, part of KZN's Ritchie Auto group, says that its Kubota customers are delighted with the overall performance of these tractors. "This is not surprising," says Paul Mannix, Ritchie Farm Equipment dealer principle. "Kubota machines are exceptionally reliable and efficient and, importantly the back-up service we get from Smith, including parts, is excellent," he says.

With branches in Richards Bay, Stanger and

Empangeni, Ritchie, which has been in business since 1996, became a Kubota dealer in 2004. "It could be said that for quite some time we only dabbled in Kubota products focusing on its smaller machines. But with the introduction of the Kubota TLB range, a re-engineering of some of the larger tractors and a pricing restructuring by Smith, we were able to be more competitive – and very successful - with the larger Kubota machines," Mannix says.

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WORLDWIDE HEAVY TRANSPORTATION AND LIFTING



## MAN NEW CARE SERVICES

### offer solutions for vehicle maintenance

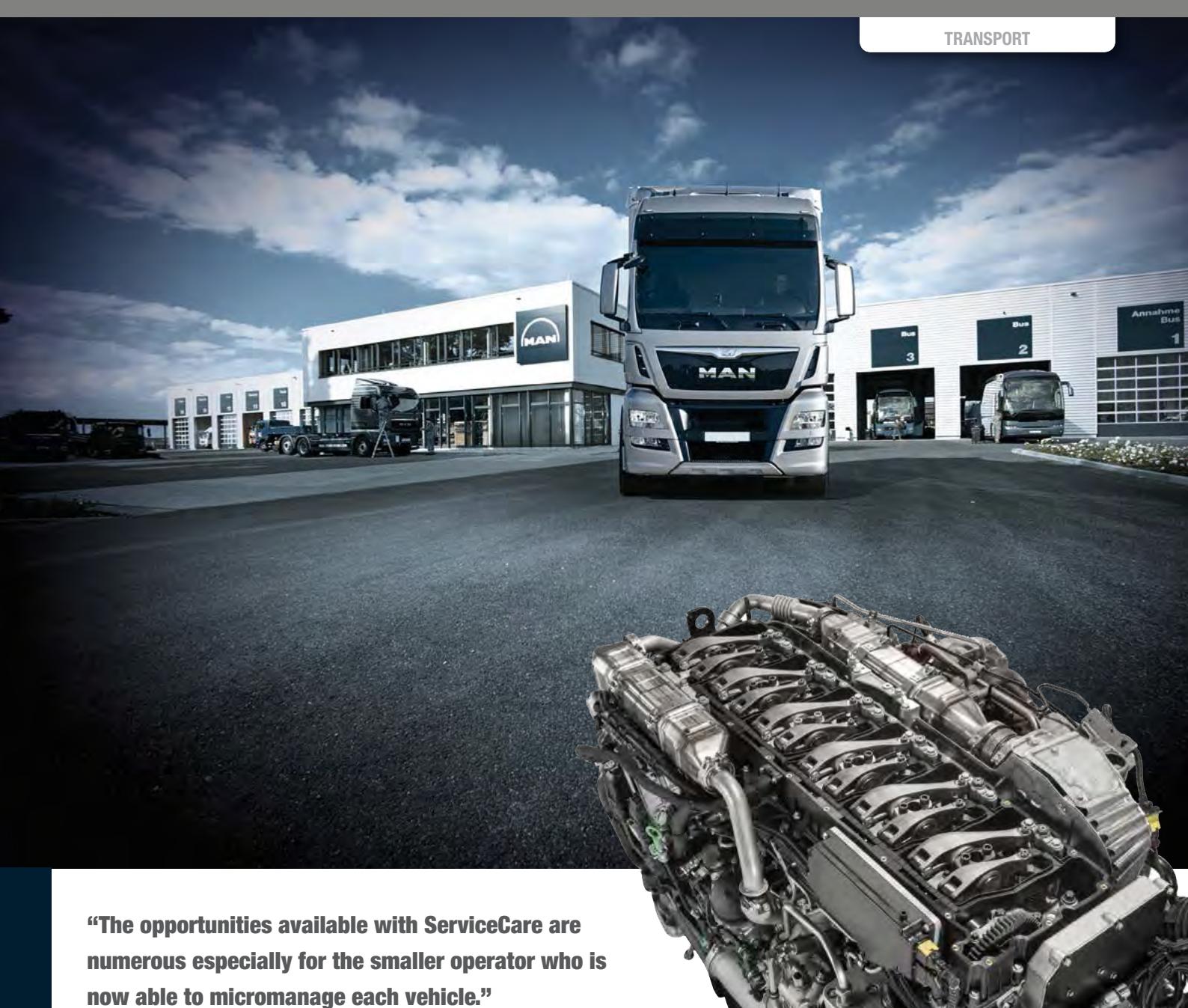
By Pierre Sanson

**W**ith fleet management solutions and telematics services, large vehicle fleets can be better controlled with respect to the economic efficiency and optimization of logistical, informational and organizational processes. Technological advances in communication and information technology are favouring the further development of fleet maintenance because they have lowered the cost of implementing systems, providing real-time control and information. In order to benefit from fleet management services, network infrastructure has to be implemented on a wide scale.

MAN has so far not embarked fully on the telematics route, locally but has a system

in place that is the forerunner of the introduction of telematics. Currently the inter-linked services from MAN offer solutions to help businesses to be particularly competitive in the transport industry. All solutions help to decrease the total cost of ownership by making maintenance costs transparent and predictable, unlocking savings potential in fleet management and as a result of driver training and helping to plan workshop visits in a time-effective manner.

Proactive maintenance scheduling is a particularly efficient way to reduce costs. The new ServiceCare service package provides the MAN service outlet commissioned by the customer with access to maintenance data pertaining to customer vehicles,



**“The opportunities available with ServiceCare are numerous especially for the smaller operator who is now able to micromanage each vehicle.”**

meaning it can then control maintenance management. The workshop arranges maintenance appointments in direct consultation with the customer's schedule and organises the work to be carried out in such a way that the workshop visit is as short as possible. This also includes ordering planned spare parts. The vehicle is thus returned to action and earning money more quickly. The service is free of charge for customers with maintenance contracts.

Proactive maintenance scheduling also decreases repair and administrative costs. No important repairs or maintenance work is forgotten – which often results in unnecessary follow-up costs.

MAN therefore makes proactive maintenance easily accessible, as MAN ServiceCare can be used independently of a service contract. Customers with telematics

vehicles that would like to use the service simply need to allow their MAN service outlet to access the maintenance data portal. Even the basic service package from MAN ServiceCare covers all information required by the workshop for maintenance scheduling.

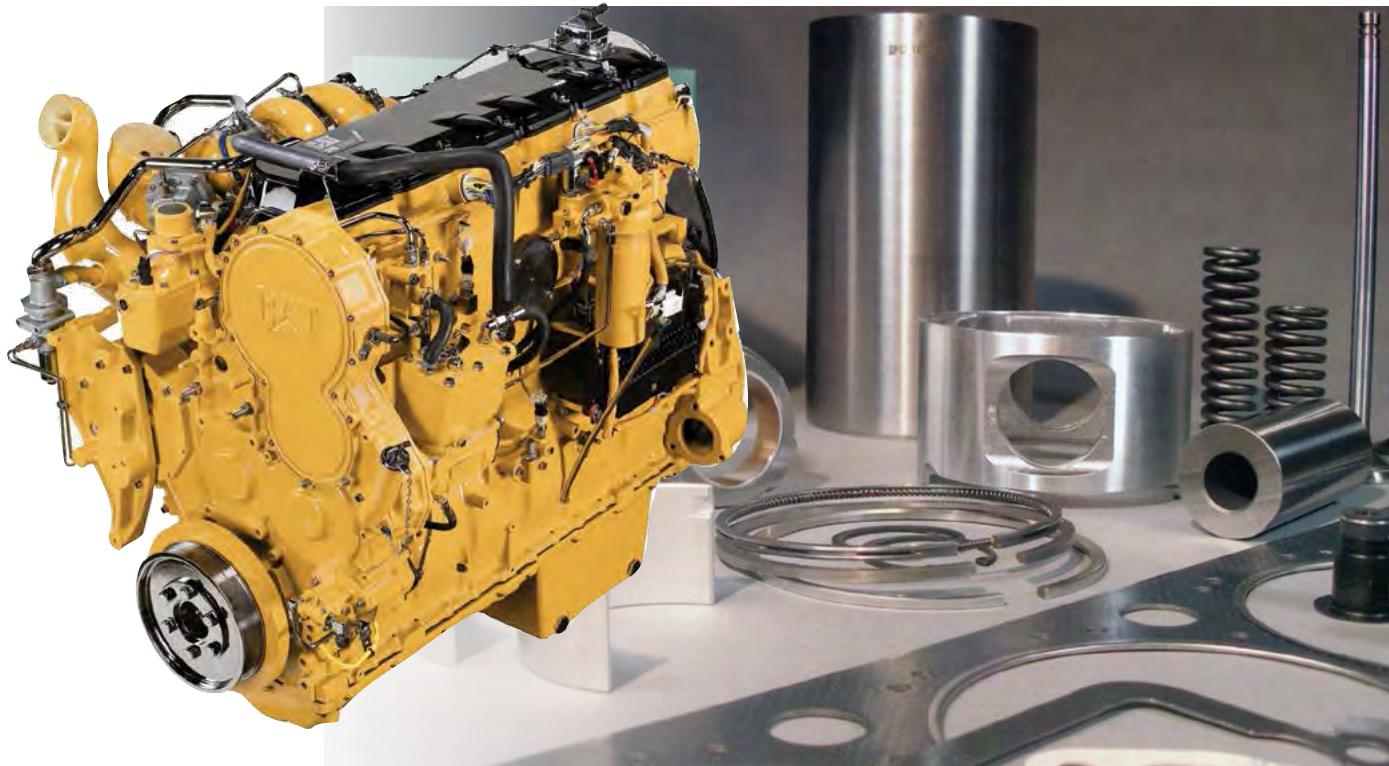
Each new MAN vehicle is fitted with hardware ("black box") at the time of assembly and which is regarded as standard fitment on all MAN vehicles. Coupled to the vehicle electronics this box stores all the data captured from the various functions of the vehicle's electronics and provides a comprehensive history from the initial start-up. The information from this box is relayed to a central data bank operated by a service provider contracted to MAN. Once the vehicle is sold the new owner has the option of having access to the stored information at any given time by signing a maintenance

contract with MAN and using it for his fleet management or alternatively installing his own system if he has a dedicated manned control facility.

The opportunities available with ServiceCare are numerous especially for the smaller operator who is now able to micromanage each vehicle and have the advantage of receiving service notifications by means of e-mail, sms or direct contact from the service controller. Should there be any overdue service the Head of Maintenance is notified who enters into a progressive notification programme to advise the customer and arrangements made to rectify the situation.

MAN ServiceCare makes it possible to for any customer to optimise the total cost of ownership, especially the smaller fleet operator who does not have the infrastructure for a 24/7 monitoring of his fleet. ☀





## METRIC AUTOMOTIVE ENGINEERING ANNOUNCES AVAILABILITY OF IPD PARTS

for Caterpillar® C15 engines for mining, industrial applications

**M**etric Automotive Engineering has announced the availability of IPD parts for Caterpillar® C15 engines for mining and industrial applications. These include cylinder kits and components such as a new IPDSteel® friction welded piston design (patent pending), which features an integral cooling oil reservoir formed in the crown.

Benefits include improved crown strength and flex resistance, particularly at the sealing ring area; superior protection against excessive oil consumption, operating temperatures and combustion blow-by; and an improved design compared to one-piece piston designs with two-piece oil dam inserts.

These kits are available with a standard OE style liner, and also with IPD's innova-

tive IPDStyle Crevice Seal Liner for superior performance. The crevice seal is a wide rectangular shape seal placed into a special, tapered liner groove, which provides a wider contact surface deeper into the engine block for improved sealing, and a wedge effect when the liner is installed for securing the liner firmly, thus minimising liner movement.

Operations director Andrew Yorke explains that Metric Automotive Engineering represents IPD in the local market, a leading aftermarket provider of engine components for heavy-duty diesel and natural gas powered engines based in the United States. "IPD has been synonymous with quality, innovation and service since 1955. Its Caterpillar replacement parts are manufactured in a Lloyds accredited ISO 9001:2000 quality controlled environment."

Metric Automotive Engineering is South Africa's most comprehensively equipped heavy diesel engine and component re-manufacturers. Established as a family business in 1969, the company has a strong ethos of investing in both quality equipment and expert personnel. This attitude towards customer service and constant product innovation has sustained the company since its inception.

Metric Automotive Engineering can refurbish large diesel engine components and offers services such as cylinder head remanufacture, cylinder block line boring, milling, honing and boring, camshaft grinding, crankshaft grinding, engine assembly and dynamometer testing. Subsidiary Reef Fuel Injection Services offers Bosch-approved fuel injection services.

**IPD PARTS FOR C15 INDUSTRIAL APPLICATIONS PIC 01:** A Cat C15 engine for industrial applications. Cylinder kits and other components from IPD are now available from Metric Automotive Engineering.

**IPD PARTS FOR C15 INDUSTRIAL APPLICATIONS PIC 02:** Metric Automotive Engineering represents IPD in the local market, a leading aftermarket provider of engine components for heavy-duty diesel and natural gas powered engines based in the United States. ☈

# Optris PI camera claims impressive COSY-TO-PERFORMANCE RATIOS

Instrotech, local distributor of process control and specialised systems, has announced the availability of the Optris PI camera featuring on-line thermal imaging systems, claiming impressive cost-to-performance ratios. Developed to thermally determine objects and to automatically detect hot or cold spots, typical applications are research and development (R&D); test stations (T&M); process automation and portable measurement tasks.

The Optris PI covers a range of temperature measurements between -20°C and 1500°C. The camera, once connected to a PC the USB 2.0 can be used immediately after connection. The Optris PI Connect software displays the captured temperature data as a thermal image, while remotely controlling the camera.

Based on a small, uncooled bolometer (UFPA) with 160x120 pixels, the Optris PI delivers thermal images in real time with a frequency of up to 128Hz. Fast processes can be cap-

tured and stored as snapshots or video sequences and it's possible to detect the smallest temperature difference of an object due to the unit's high thermal sensitivity range.

Optris P1200 using BI-SPECTRAL technology, can combine a visual image (VIS) with a thermal image (IR) which can be captured time-synchronously in a ready-to-use mode, the cameras' weight is not more than 320 grams, including lens and cable, making it the smallest (dimension: 46 x 56 x 90 mm) thermal imager in the world. In combination with a PC tablet, the cameras used as a mobile solution for preventative maintenance or construction thermography, covering the existing gap between portable infra-red snapshot cameras and pure fixed devices.

The Optris PI thermal imager's housing is rated IP 67 (NeMA-4) protection class and



can be installed in surroundings with temperatures up to 50°C. For applications of up to 100°C, the Optris PI, together with an air cooling system like the VORTEX cooler's air purge collar, protects the lens from dirt. The optional cooling housing allows for the installation of the camera in rough, industrial surroundings and can be used for ambient temperatures of up to 240°C in combination with water cooling systems. ☈



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## TWO SPECIALISED GOSCOR DIVISIONS TEAM UP

to provide turnkey equipment rental solutions to Western Cape Wind Farm

**B**obcat Equipment Rental and Goscor Access Rental, part of the Imperial Group, joined forces to provide an end-to-end lifting equipment solution to meet essential materials handling duties during the construction of a wind farm in the Western Cape.

Brent Viljoen, Branch Manager of Goscor Access Rental in the Western Cape, says "by joining forces with Bobcat, we could provide the customer with a complete rental solution consisting of Telescopic Handlers and work-at-height machines, qualified operators and back-up service. I approached Bobcat Equipment Rental, Western Cape, the company immediately came with its A-game. The combined strengths of the two divisions enabled us to offer the customer an excellent group deal culminating in us securing the two-part rental contract in 2014."

"We conducted site visits to familiarise ourselves with the boundaries to which our machines would be used so that we could offer the best solution, from equipment rental to highly trained operators and back-up service," explains Viljoen.

In terms of the rental equipment specifications, the work-to-height machines had to lift workers to a maximum height of 26 m while the Telescopic Handlers had to have minimum lifting capabilities of 4 tons. All the equipment had to be diesel driven and would have to ably cope with traveling over uneven, rough terrain.

"We understand the high value our customer places on productivity and this of course correlates directly to uptime. Major sites, particularly those that are remotely located, always bring challenges especially when it comes to parts availability and service response times. So one of our main objectives was to structure a back-up service to optimise our customer's uptime."

Bobcat delivered three Telescopic Handlers as part of the first laydown requirement and Goscor Access Rental honoured the second part with the supply of three Genie boom lifts.

The rental solution included qualified Goscor operators who received further training to ensure that they were fully familiarised with

the units. Parts availability and 24/7 technical standby service completed the end-to-end offering.

According to Viljoen, a number of key factors contributed to the customer's decision to appoint Goscor as preferred supplier. "A good customer relationship is an essential part of any business undertaking and we built a strong relationship with our customer during the negotiation stage. "While our equipment stands for itself as high end products, the challenge is to bring ongoing expertise and service to the operation and machinery and this is what we delivered." Viljoen acknowledges his staff because he says it is only possible to become a preferred supplier with knowledgeable, well-trained and dedicated staff.

Viljoen ascribes the seamless operation of the materials handling equipment at the site to the collaboration of Bobcat Equipment Rental and Goscor Access Rental and the partnership that has been established with the customer. "The success of this project brings to the fore the strength and capabilities of the Goscor Group as a turnkey solutions provider." ☀



## BLT SA offers specialised LOG STACKERS FROM TAYLOR

The Taylor range of materials handling equipment, distributed exclusively in South Africa by BLT SA, encompasses the TXLS series log stackers, designed to efficiently handle a full log load, from truck or rail, in a single pass.

"These robust log stackers, used for loading, stacking, transporting and unloading heavy logs, offer improved productivity and safety, as well as fuel efficiency, reduced exhausted emissions and low maintenance requirements," says Charity Gumedede, marketing director, BLT SA. "There are three models in the TXLS range – TXLS-800, TXLS-900 and TXLS-1000 – which are built on an all welded, high strength steel chassis and frame, with heavy duty drive and steer axles

"The key focus in the design of these machines has been on the production of high performance log stackers that offer the forestry and timber sector efficient duty cycles, low operating costs, extended service life and improved operator safety and comfort."

Taylor TXLS-800, TXLS-900 and TXLS-1000

models have rated lift capacities of 36 288 kg, 40 824 kg and 45 360 kg respectively.

These log stackers are fitted with Tier III turbocharged diesel engines, with low emissions and efficient fuel economy. Standard engine features include a fuel/water separator, a high capacity cooling system for operation in all environments and engine/transmission protection systems.

Lower fan and engine speeds reduce noise levels during operation and a built-in shut down system for the engine and transmission (high coolant temperature and low oil pressure) is standard. A high performance non-metallic pusher fan blows dust and debris away from the operator.

The transmission for the TXLS series is a remote mounted, 3-speed, fully reversing, modulated powershift system. An operator controlled electric declutch feature enables precise vehicle position control and full directional modulation ensures soft directional changes. There is a separate air to oil transmission cooler and a remote mounted filter

reduces oil spills. This series is fitted with a large capacity heavy gauge steel wall fuel tank with an integral strainer. The hydraulic tank, which promotes system cooling, has full flow in-tank return filtration.

Standard Taylor ULTRA-VU rigid masts are designed for clear visibility for the operator. There is pressure compensated lowering control for near equal lowering speed, whether the stacker is empty or loaded. A mast tilt angle indicator is standard and a tilt lock control valve is fitted to prevent mast twist. An additional forward mast tilt allows the high-reach stacking of logs.

This series has been designed for easy maintenance procedures to reduce downtime. An electronic diagnostic and maintenance monitor on the engine has a fault code history for fast problem location. The mast pivot housing is a two piece bolt-on structure for easy and safe service removal.

For enhanced comfort and safety, the operator's station mounted is in an offset position for greater visibility over centre mounted machines. Other new ergonomically designed features include fingertip full hydrostatic steering, an air suspension seat for reduced vibration and a tilt steering wheel and hinge down instrument panel. Anti slip steps and handrails ensure safe three-point mounting and dismounting

Other standard safety features are forward and reverse motion alarms, a high mounted tilt cylinder for mast stability, a manual lowering valve system in case of emergency and dual flow control valves that prevent the load from failing. The parking brake, which doubles as an operator controlled emergency brake, has a brake saver system that prevents the operator from driving through parking brakes.

Optional accessories for the TXLS series include rail car clamps, log pushers and a carriage hold down feature.

BLT SA supports the Taylor range of log stackers, loaded and empty container handlers, rough terrain forklifts and reach stackers, with a technical advisory, support and spare parts service in South Africa. ☈



## BEHAVIOURAL IMPLICATIONS OF ALCOHOL IN THE WORKPLACE

can negatively impact health and safety

By Rhys Evans, Director of ALCO-Safe



Organisations are required by law to comply with the Occupational Health and Safety Act (OHSA), which specifies a zero tolerance approach to intoxication in the workplace. Employees who are under the influence of alcohol are a danger to themselves and their co-workers, as alcohol lowers inhibitions, fuels aggression and affects judgement. In hazardous environments such as mining, manufacturing and construction, where employees need to operate machinery that requires sound judgement, alcohol use is a serious area of concern. Importantly, the on-going behavioural impact of alcohol use in the workplace can have a negative knock-on effect to health and safety, increasing risk for organisations and their employees alike.

### Alcohol affects judgment

Employees operating with impaired judgement as a result of alcohol consumption disregard policies put into place for their safety, and make poor decisions regarding their jobs. In the 'Activator, Behaviour, Consequence' (ABC) model of behaviour, alcohol acts as an activator for undesirable behaviours. Employees who are under the influence of alcohol may fail to accurately assess a situation, underestimate the danger involved, and subsequently act in a manner that puts themselves and their fellow workers at risk.

### Creating negative feedback loops

The consequences of the action can also negatively impact the behaviour of the colleagues of the offender. If nothing



negative occurs, the perpetrator may feel that they can continue with such behaviour. Colleagues may also see this and emulate the undesirable behaviour, which further increases the employees risk not to mention the company's. If someone is injured or even killed, the organisation is liable for damages as well as breaching the OHSA, impacting the morale of workers.

For example, an employee who is qualified to lift a certain load with a forklift may feel, under the influence, that they are able to exceed the load limit. It is well known that alcohol can create a feeling of 'bravado'. This may cause them to injure themselves or damage equipment. If there is no consequence, it imparts the impression that this type of behaviour is acceptable. A vicious cycle is then created with employees ignoring processes and regulations put into

place to ensure their safety. Neither of these situations result in a desirable outcome.

#### Damaging the bottomline

Undesirable behaviours can also potentially impact the company's bottom line in a negative fashion. Loss of time and an overall loss of productivity in the long run can affect a company's profits and their production abilities, and thus has a corresponding effect on the bottom line. Addressing this challenge will help to ensure that businesses are operating effectively and with maximum productivity, which will therefore ensure profitability is maximised.

#### A multi-faceted approach is needed

Alcohol consumption in the workplace remains a challenge for a number of reasons. Overcoming this challenge requires a combined approach of the right policies, education and equipment to curb alcohol use and abuse in the working environment.

Alcohol abuse policies are a crucial first step. These must clearly define and outline an organisation's zero tolerance approach to alcohol consumption, as well as all of the procedures involved. Policies must define the parameters for the company and employees to adhere to in order to ensure compliance with OHSA standards. The policy must also outline the full process for testing for alcohol consumption, as well as a complete explanation of disciplinary procedures should employees test positive. In addition to creating policies, it is also essential to drive awareness – of the policy, the consequences of breaching it, and the effects of alcohol on behaviour. Often, employees are unaware of the harmful consequences of alcohol, on their health, their personal lives and the safety of those around them. Education needs to form a vital foundational pillar of any approach to

**"Alcohol abuse policies are a crucial first step. These must clearly define and outline an organisation's zero tolerance approach to alcohol consumption, as well as all of the procedures involved."**

reducing risk behaviour such as the consumption of intoxicating substances in the workplace. The behavioural changes affected by the use of alcohol are often not understood, and education can help employees to understand the benefits of abstaining or reducing alcohol consumption.

Finally, policies and education should be backed by the use of appropriate technology for testing alcohol consumption. Without the ability to check employees, the policies will be ineffective in changing behaviours. The possibility of random testing or specific tests should employees be suspected of being intoxicated can be a significant deterring factor.

#### In conclusion

Alcohol in the workplace is a serious challenge across many industries. It can have negative behavioural implications that can create a cycle of negativity that can adversely affect the organisation, and can also have a long-term negative impact on productivity, profitability and the bottom line. Changing behaviours requires a combination of policies, education and appropriate technology to ensure that risk can be minimised and adherence to OHSA better assured. ☺



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## POWERSCREEN TO LAUNCH COMPACT WARRIOR SCREEN AT INTERMAT 2015

Powerscreen, one of the world's leading providers of mobile crushing and screening equipment will officially launch its newest mobile screen, the Powerscreen® Warrior™ 600 screen at Intermat, Paris from 20 – 25 April 2015.

Commenting on the forthcoming line up at Intermat, Colin Clements, Powerscreen Brand Leader said, "We are excited to launch our new Warrior 600 screen at Intermat 2015. At this important exhibition we will showcase some of the machine's key features including its compact size which allows it to be transported in a shipping container and makes it easy to move between job sites at minimal cost. This machine demonstrates how we can meet the needs of the aggregates and recycling segments not just in France but across the world. We look forward to meeting with customers and discussing the features and benefits of our entire equipment range in Paris in April."

The Warrior 600 is the most recent addition to the Warrior™ mobile screening product family. The most compact heavy duty mobile screen makes the Warrior range the widest in the market with six machines of varying size to meet a variety of customer requirements. Ease of transport is only one of many exciting features on this new model. The Warrior 600 screen is highly versatile with its ground-breaking simple conversion from 3-Way Split mode to 2-Way Split mode which can be completed in minutes. It has been specifically designed for operators for whom versatility, manoeuvrability and transportation are of key importance.

## Bobcat/Doosan Portable Power Products Opens PDC in Dubai

Doosan Construction Equipment has opened a new Parts Distribution Centre (PDC) for Bobcat and Doosan Portable Power products in Dubai in the United Arab Emirates. The new PDC is a collaboration with Agility, a leading global logistics provider, which is hosting and managing the new facility at the Jebel Ali Free Zone in Dubai.

The new Dubai PDC will provide parts support for dealers and customers of Bobcat and Doosan Portable Power products in the Middle East and Africa (MEA) region. In combination with the existing Doosan PDC at Puurs in Belgium, the company will now be able to deliver parts to over 90% of the region within 24 hours.

Addressing dealers and other guests at the PDC's inauguration, Gaby Rhayem, Regional Director in Middle East and North Africa, said: "With the opening of the new Dubai PDC, we will be able to provide a much better parts service for our dealers and customers throughout the MEA region. As well as enhancing our aftermarket service, the new PDC demonstrates our strong commitment to the MEA market."

The storage space for Bobcat and Doosan Portable Power parts covers an area of 1540 m<sup>2</sup> in the Agility warehouse, stored in 3500 separate parts locations.

Erik Van Der Goot, Head of Parts for Doosan Construction Equipment in Europe, Middle East and Africa (EMEA), commented: "The new Dubai PDC will strengthen brand loyalty for Bobcat, whilst creating more customer solutions. Our dealers do a wonderful job of selling the first machine into our customers, but with the increased parts support from the Dubai PDC, we can have a very important role in helping to secure the sale of further machines to the same customers."

Martin Knoetgen, President of Doosan Construction Equipment in EMEA, also spoke to the audience at the opening of the Dubai PDC, saying: "I have been part of this project right from the start and it is a great honour for me to be attending the opening today. I am very confident

the new facility will have a significant positive impact on the regional business for Doosan and its partners."



The Warrior 600 also features a highly aggressive 8' x 4' screenbox capable of 6g of acceleration. The high-strength, high amplitude, two-bearing screenbox promotes easy handling and separation of large items from material fines in recycling tasks, such as

soils from tree stumps and logs, fines and rock from overburden and blasted rock. User benefits include a rapid set-up time and ease of operation aided by hydraulic folding side conveyors, rigid feed hopper sides and two speed tracks.

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