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SEEKING NEW FUNDING OPTIONS

Construction, mining and transport companies, together with their related contractors, depend on equipment and vehicles to get their jobs done. In essence, new equipment makes the difference between stagnation and growth, but financing can be a real headache.

While equipment are assets they should have in their businesses, what happens if the business can't afford such big-ticket purchases? Many of these items run into millions of rands, and for smaller businesses still finding their feet, big up-front costs may be well out of reach.

Yet more established companies often don't want to buy an expensive piece of equipment outright, even if they can afford to do so – because the money could be spent on other things to benefit the business. That's where equipment finance comes in. There are lots of different ways you can fund large equipment purchases, but what are the best options?

I recently spoke to an executive of a leading independent asset rental company which currently finances over R3-billion worth of assets for more than 400 organisations across most industries in South Africa. He is of the view that while large mining houses and construction companies have traditionally purchased yellow metal equipment outright, there is an increasing trend towards alternative funding methods that necessarily don't call for large capital outlays.

He argues that while purchasing equipment outright gives businesses the benefit of ownership, when it comes to yellow metal equipment, this so-called benefit may be outweighed by those offered by alternative funding options. In the

current operating climate, companies seek to improve their cash-flows, which means that capital expenditure needs to be cut by any means possible.

Of late, we have also seen that every OEM has in some way tried to bridge the funding gap for its customer base through in-house financing schemes. The executive from the independent asset rental company argues that OEMs' and their dealers' expertise is in machinery, not necessarily in funding, and they are understandably cautious to put these assets on their own balance sheets.

Speaking of options, operating leases arguably offer a solution that protects both customers and suppliers. Operating leases mean that the asset is financed off the balance sheet, thus protecting key debt-to-equity ratios while freeing up cash-flow for businesses to focus on their core activities. In this case, the lease is financed by a provider that takes the residual asset risk. This means neither the customer nor the supplier needs to take the risk. This type of lease is also compliant with IAS17 – the relevant accounting standard – and allows companies to claim back the entire lease as an operating expense.

Operating leases also allow for flexibility once the lease period ends. Customers can return the asset, choose to continue leasing it at a reduced rate for a new lease period, or continue leasing it on a casual basis.

I believe the benefits and potential financial risks of acquiring new or used gear should be clearly determined before any decisions are made. There are different ways of satisfying a company's equipment needs. There is no right or wrong in these options, they just suit different situations for different companies.



Munesu Shoko – Editor



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Loge Construction has taken delivery of the first LeeBoy-Ticel CF120 mobile asphalt plant in South Africa.

BRIDGING THE ASPHALT PRODUCTION GAP

Associated Asphalt Equipment has commissioned the first LeeBoy-Ticel mobile asphalt plant in South Africa. The plant will bridge the asphalt supply gap in Steelpoort, Limpopo, where road contractors previously had to source asphalt from a static commercial plant located some 160 km away, writes Munesu Shoko.

Associated Asphalt Equipment (AAE), a South African supplier of asphalt equipment, bitumen handling and earthmoving equipment in sub-Saharan Africa, has delivered and commissioned the first LeeBoy-Ticel CF120 mobile asphalt plant in South Africa. Supplied to a road contractor, Loge Construction, in Steelpoort, Limpopo, the plant will service the contractor's asphalt needs, as well as other road contractors working in Steelpoort and surrounding areas within a radius of 80 km, such as Burgersfort.

According to Zaahid Sader, General Manager at AAE, Loge Construction and several other contractors in the area previously had to source asphalt to service their road contracts from commercial suppliers in Polokwane, some 160 km away. This had a significant impact on costs and would very quickly erode the available budgets to undertake road maintenance

and rehabilitation projects.

It is a known fact that hauling asphalt over such long distances is detrimental to the hot asphalt due to the contribution to short-term aging. This is compounded by the fact that when the asphalt arrives on site ready to be used, the temperature would have dropped to the lower part of the compaction envelope and in some instances will be well below that and very cold. These factors all contribute to premature failure of the asphalt on the roads.

With the new LeeBoy-Ticel mobile asphalt plant set up in the Steelpoort area,

these problems are now being addressed and will hopefully also provide the local municipality and other project owners with the means to undertake much needed maintenance and rehabilitation projects in the area.

Reyan Fortune, Technical Advisor at AAE, says setting up and commissioning of the first LeeBoy-Ticel asphalt plant in South Africa has been an exciting time. He argues that the plant's simplicity and practical design definitely sets a new standard, and this was a key factor in AAE's decision to distribute this range locally. Fortune is also certain that the plant will be of immense benefit to local customers.

Fortune has noted what he terms "rapid changes" in the asphalt industry in South Africa over the past six years, and believes migration towards mobile asphalt plants was inevitable. Already, AAE reports increased enquiries for its LeeBoy-Ticel mobile asphalt plants, and following the commissioning of the first unit, envisages two additional units being delivered into the region within the first half of this year.

Key benefits

The introduction of hypermobile units provides both contractors and their road project owners with the flexibility to

"The introduction of hypermobile units provides both contractors and their road project owners with the flexibility to use hot mix asphalt in their upgrade and rehabilitation projects that are located a long way from static commercial plants."



The aggregate feed bins meter the individual types of aggregates according to the programmed mix.



A key benefit of the LeeBoy-Ticel plant is its simple design, which equates to ease of operation.

The control cabin allows for remote operation and monitoring of all plant functions through cameras and sensors.



use hot mix asphalt in their upgrade and rehabilitation projects that are located a long way from static commercial plants. "There are substantial cost savings in adopting mobile asphalt plants, both for contractors and project owners."

According to Fortune, a key benefit of the LeeBoy-Ticel plant is its simple design, which equates to ease of operation, even for smaller and upcoming contractors. "The simplicity and practical design of LeeBoy-Ticel plants, complemented by the extensive asphalt-related equipment ranges in our stable, gives us a competitive edge against the competition," he says.

Cost per tonne of asphalt produced is another key benefit of the LeeBoy-Ticel

plant, according to Sader. Because of its simple but effective design, the plant is also said to come at a cost effective price, compared with other offerings currently in the local market.

"The LeeBoy-Ticel range offers our customers the options of various models, depending on the job requirements and budget available. Our range starts with the 80 t/hour model, followed by the 120 t/hour, 160 t/hour, and 200 t/hour models. It is capped off by a 260 t/hour model. All models are equipped with Recycling Collars for recycling of RAP at various percentages and configured either as mobile or transportable."

Added to this is AAE's one-stop shop

approach when it comes to asphalt-related equipment, the company offers a wide range of products to complement its mobile asphalt plant range, such as asphalt pavers and rollers.

"With the extensive range of premium products in our stable, we can offer package deals for our customers, and in so doing, they benefit from our discount structure," says Sader. Furthermore, a single supplier eliminates hassles related to dealing with several equipment suppliers, especially when it comes to aftermarket support. Reduced spares inventory due to commonality of spares is another key benefit of dealing with a single supplier. ☺



Rory Schulz, marketing director at UD Trucks Southern Africa, expects the South African commercial vehicle market to remain flat in 2017.



With its move to a brand-based organisation, UD Trucks expects better growth in 2017.

TRUCK MARKET ROLLS INTO 2017 IN SLOW GEAR

Following an 11,4% decline of the South African truck market in 2016, UD Trucks Southern Africa expects a marginal 3% growth in 2017 on the back of stabilising commodity prices, slight increase in GDP and growth in fixed investment rate, writes *Munesu Shoko*.

The South African commercial vehicle market totalled 27 010 unit sales in 2016, representing a -11,4% decline compared with 2015, according to official figures from the National Association of Automobile Manufacturers of South Africa (Naamsa). The 2016 decline also means that the SA truck market endured a second successive year of negative growth, but more worrying is that the total figure was the lowest in five years, according to Rory Schulz, marketing director at UD Trucks Southern Africa, noting that domestic sales exports also went down 1,9%. With 2016 GDP forecast revised to a low 0,1% growth, Schulz says one should also consider that the local truck market was around 8 000 units

in 1999 when the GDP was last at this low level.

All market segments, except for the bus segment, were in the red. The Light Duty Truck (LDT) market led the losses with 8 645 total unit sales, a -18% decline compared with 2015. The Medium Duty Truck (MDT) and Heavy Duty Truck (HDT) segments declined -4,2% and -10,1%, recording 5 589 and 12 583 unit sales, respectively. The Extra Heavy Commercial Vehicle (EHCV) market followed suit with a total of 11 850 units, representing a -10,8% decline compared with the year before. Buses opposed the trend with an 8,2% growth, recording a total of 1 327 unit sales for the year.

Schulz explains some of the reasons behind the tough trading conditions for truck

makers in 2016. "This is the lowest local sales total for commercial vehicles in five years. The decline can be attributed to a slow economy, a lack of business confidence and struggling commodity prices," he says.

2017 forecast

Looking ahead, Schulz expects the South African commercial vehicle market to remain flat in 2017, achieving an estimated 3% growth to around 28 998 unit sales. With fixed investment expected to grow to around 2,2%, up from -2,5% in 2016, Schulz believes this is a good indicator that companies will invest in new capital assets such as trucks.

Schulz also believes the projected 1,5% GDP growth in 2017, up from 0,4% in 2016, will further improve growth prospects for the local truck industry. This will be further buoyed by seemingly improving growth prospects premised on easing drought conditions in South Africa. "We also see an improvement in commodity prices and this will definitely help push up truck sales this year," says Schulz. "We also expect the recent Rand strength to help ease inflationary pressures."



UD Trucks Southern Africa expects an exciting year ahead, especially on the product front with several new launches expected.

MAKE	2016 Dec			2016		
	UNITS	MS %	POS	UNITS	MS %	POS
HINO	148	20.8%	2	2231	25.8%	1
ISUZU	245	34.4%	1	2131	24.7%	2
MERCEDES	85	11.9%	3	1164	13.5%	3
FUSO	63	8.8%	5	873	10.1%	4
VOLKSWAGEN	77	10.8%	4	797	9.2%	5
IVECO	54	7.6%	6	600	6.9%	6
TATA	11	1.5%	7	306	3.5%	7
HYUNDAI	8	1.1%	9	204	2.4%	8
FORD	11	1.5%	7	123	1.4%	9
JMC	5	0.7%	10	108	1.2%	10
PEUGEOT	5	0.7%	10	77	0.9%	11
FIAT	1	0.1%	12	28	0.3%	12
CITROEN	0.0%	13	3	0.0%	13	
UD TRUCKS	0	0.0%	13	0	0.0%	14

However, he reasons that ongoing political tensions, the incessant risk of credit rating downgrades and an increase in taxes, which will definitely erode spending power for fleet owners, will likely have a negative impact on the performance of the South African commercial vehicle market this year.

While prospects look much better for the year ahead, Schulz advises that for the truck industry and the economy at large to grow at a sustainable rate, there is need to reignite the South African economy. "While other countries in the region are racing to build roads, ports, power stations and hospitals,

South Africa is clearly lacking the political and economic drive to fast-track sustainable development," says Schulz.

"As a country, we have vast expertise, but for instance, only 7% of construction projects in sub-Saharan Africa are undertaken by South African companies, while 32% of contracts are awarded to Chinese entities. There are clearly more opportunities to seize for South Africa and to grow our local economy," adds Schulz.

He is also of the view that a consolidated road freight industry is also needed to drive reform and advancement in the sector, as

SEGMENT	2016
LDT	8 645
MDT	5 589
HDT	12 583
BUS	1 327
TOTAL	28 144

well as in the larger economy. "Trucking touches every facet of the society and is a key driver of economic development, from construction to long-haul transport of commodities, cold chain logistics and utilities. Businesses therefore have to be

MARKET SHARE – MEDIUM DUTY

MAKE	2016 Dec			2016 YTD		
	UNITS	MS %	POS	UNITS	MS %	POS
ISUZU	148	36.9%	1	1566	28.0%	1
UD TRUCKS	39	9.7%	4	1063	19.0%	2
HINO	62	15.5%	2	910	16.3%	3
FAW	16	4.0%	8	712	12.7%	4
TATA	40	10.0%	3	455	8.1%	5
MERCEDES	22	5.5%	6	315	5.6%	6
FUSO	17	4.2%	7	233	4.2%	7
MAN	31	7.7%	5	205	3.7%	8
IVECO	10	2.5%	10	89	1.6%	9
VOLKSWAGEN	14	3.5%	9	37	0.7%	10
POWERSTAR	2	0.5%	11	3	0.1%	11
DAF	0	0.0%	12	1	0.0%	12

MARKET SHARE – HEAVY DUTY

MAKE	2016 Dec			2016 YTD		
	UNITS	MS %	POS	UNITS	MS %	POS
MERCEDES	186	24.7%	1	2735	21.7%	1
SCANIA	157	20.8%	2	2250	17.9%	2
VOLVO	48	6.4%	6	1957	15.6%	3
MAN	94	12.5%	3	1139	9.1%	4
UD TRUCKS	51	6.8%	5	1118	8.9%	5
IVECO	26	3.4%	9	670	5.3%	6
FREIGHTLINER	36	4.8%	7	525	4.2%	7
ISUZU	62	8.2%	4	426	3.4%	8
HINO	22	2.9%	11	405	3.2%	9
POWERSTAR	26	3.4%	9	392	3.1%	10
FAW	0	0.0%	15	366	2.9%	11
TATA	2	0.3%	14	166	1.3%	12
DAF	7	0.9%	12	161	1.3%	13
FUSO	7	0.9%	12	99	0.8%	14
RENAULT	0	0.0%	15	89	0.7%	15
VOLKSWAGEN	30	4.0%	8	85	0.7%	16

enabled by government to succeed through a balance of regulations and costs of operations," reasons Schulz.

Gert Swanepoel, acting vice-president, UD Trucks Southern Africa, expects an exciting year for the company in 2017, especially on the product front, with several new launches expected to arrive to close product gaps in some of the lucrative market segments including MDT.

This will also be aided by the company's move to a brand-based organisation, effected in May last year. "With a well-developed international support structure and strengthening region-wide dealer network, we are able to offer the best customised and relevant support to our local fleet owners," says Swanepoel. "With a versatile product range and more models to be introduced this year, UD customers are able to utilise the right truck for their specific business requirements."

Greener pastures

While South Africa remains UD Truck's principal truck market, the company is enticed by better prospects in other southern and eastern African countries. UD Trucks Southern Africa is in charge of 17 other countries in Africa. Both Schulz and Swanepoel believe there are better prospects in the SEA region, with 80% of economies in this hub among the top 40% fastest growing in the world.

Kenya, which is said to be recovering from a steep decline in 2016 due to changes in import duty legislation, is of particular interest to UD Trucks. A large investment in a Knock-Down (KD) assembly facility to be completed in the next 18 months is testimony of the company's confidence in this market. The market accounted for 4 002 truck sales in 2016, and huge growth of 75,3% to 7 016 units is expected this year.

Meanwhile, a 14% growth from 788 in

SEGMENT	2017 FC	Growth
LDT	8 700	0.6%
MDT	5 868	5.0%
HDT	13 023	3.5%
BUS	1 407	6.0%
TOTAL	28 998	3.0%

2016 to 900 units this year is expected in Uganda. "Uganda just got out of an election cycle, so growth is expected in the short to medium term," says Schulz. Mauritius is also tipped to see a 5% growth from 262 unit sales in 2016 to 275 this year. However, Angola will remain flat due to low oil prices. The market is expected to record a total of 1 150 unit sales, up from 1 146 in 2016, representing a marginal growth of 0,3%. "Angolan economy has been heavily hit by record low oil prices. The market is not expected to recover in the short term." 🌐



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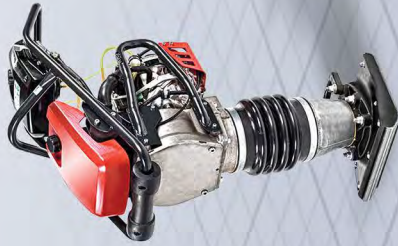


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Isuzu Truck South Africa claimed a strong 14,6% market share of the South African commercial vehicle market in 2016 with a total of 3 952 units sold.



TREADING TOUGH TERRAIN

Despite a challenging 2016, Isuzu Truck South Africa crowned a successful decade of doing business in South Africa with a strong share of the commercial vehicle market, retaining its top Japanese OEM accolade in the process, writes *Munesu Shoko*.

In a market where sales figures tumbled for the second year running in 2016, with a -11,3% decline in total truck sales, representing one of the worst performances in recent years, Isuzu Truck South Africa (ITSA) defied the odds with a strong 14,6% total market share for the year, recording a total of 3 952 units of the 27 011 sold in the country. Although its own 2016 figures were in the red compared with 2015 (4 550), Craig Uren, Director and COO of ITSA, says the achievement was enough to seal the truck maker's position as the top selling Japanese original equipment manufacturer (OEM) in South Africa.

Barring Vans and Buses – segments which ITSA doesn't actively participate in – the truck maker's share of the South African commercial vehicle was 16,7% in 2016. With 1 971 units sold across the 19 N-Series

model derivatives, totalling 50% of total ITSA volume for 2016, the Japanese OEM claimed 23,3% of the total Medium Commercial Vehicle (MCV) market (8 451 units including AMH).

With a total of 5 460 trucks sold in the Heavy Commercial Vehicle (HCV) market,

1 545 were Isuzu units, representing a 28,3% share of that segment. In the Extra Heavy Commercial Vehicle market (EHCV), a segment that contributed the bulk of the total truck sales volumes – 11 860 of the total 27 047 – ITSA achieved a 3,5% share, while its share in the Bus segment was 1,8%.

“Value added products are playing a big role in our quest for further growth. The addition of other business divisions to our portfolio – Isuzu Trucks Drivetrain, Isuzu Trucks Mobility, Isuzu Trucks Genuine Parts and Kanu Commercial Body Construction – gives us the edge to be a one-stop shop for our customers' needs, while being able to customise our solutions in the process.”



During 2014, Isuzu's flagship N-Series range accounted for 21% of the MCV market.

Market: 2016 – 2017						
	2012	2013	2014	2015	2016	2017
MCV	10 104	11 584	10 958	10 394	8 432	8 300
	9.2%	14.6%	-5.4%	-5.1%	-18.9%	-1.6%
HCV	5 351	5 810	5 773	6 022	5 725	5 800
	6.2%	8.6%	-0.6%	4.3%	-4.9%	1.3%
EHCV	11 251	12 484	13 506	12 934	11 581	12 100
	-0.9%	11.0%	8.2%	-4.2%	-10.5%	4.5%
BUS	1 134	1 046	1 253	1 119	1 273	1 300
	14.5%	-7.8%	19.8%	-10.7%	13.8%	2.1%
TOTAL	27 840	30 924	31 490	304 69	27 011	27 500
	4.5%	11.1%	1.8%	-3.2%	-11.3%	1.8%

Decade of success

Isuzu Truck South Africa opened its doors in 2006 and the main objective from inception was to become the Number 1 Japanese OEM in the country, according to Uren. "When we started, we had about 12% of the market share, a figure which rose to about 15% between 2013 and 2014. We had solid performances in the two consecutive years and breached the 4 000-unit mark," says Uren.

2013 was the first year for ITSA to surpass the 4 000 mark with a total of 4 019 units sold. The company continued on the growth path in 2014 with over 4 000 units for the second year running, becoming the leading OEM in the cab-over-chassis and MCV segment of the South African truck industry with a

12,8% share of the overall market. During this period, Isuzu's flagship N-Series model accounted for 21% of the MCV market, while the F-Series accounted for 23,4% of the HCV segment.

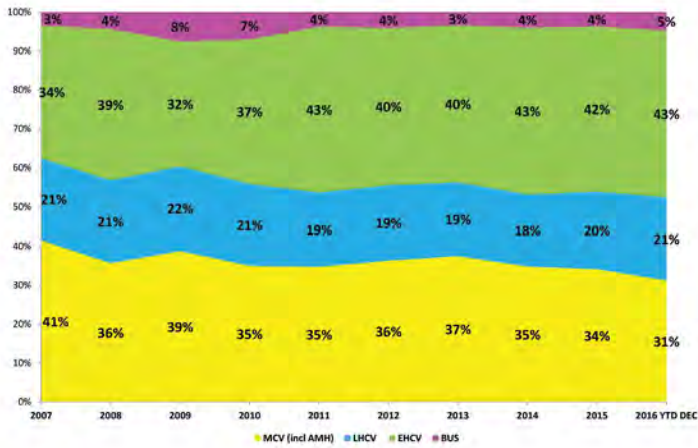
In 2015, following the company's alignment of strategies, which saw the addition of several value adding services in the company's portfolio, ITSA achieved a total of 4 550 total unit sales, increasing market share by 2% to 14,9% in the process. At the same time, ITSA's share in the lucrative MCV market went up to 27%, while its share in the HCV market rose to 33%.

According to Uren, the feat was made possible by the company's focus on expanding its business model. "Value added products are playing a big role in our quest

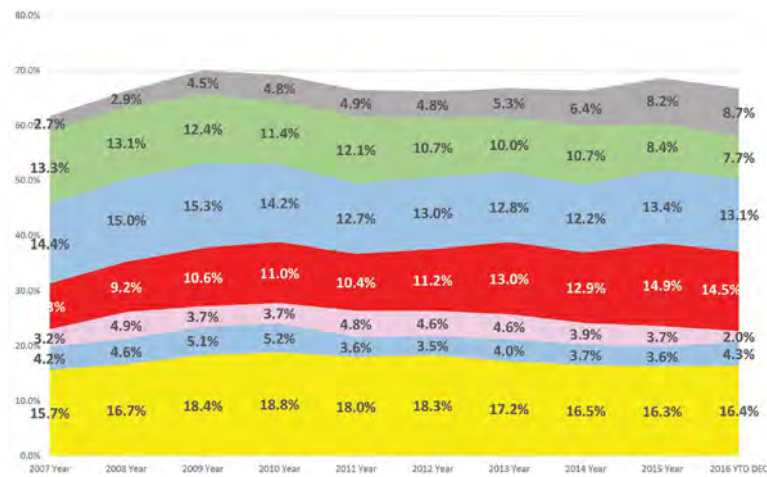


Craig Uren, Director and COO of ITSA, is of the view that 2017 might turn out to be a good year for South Africa's economy.

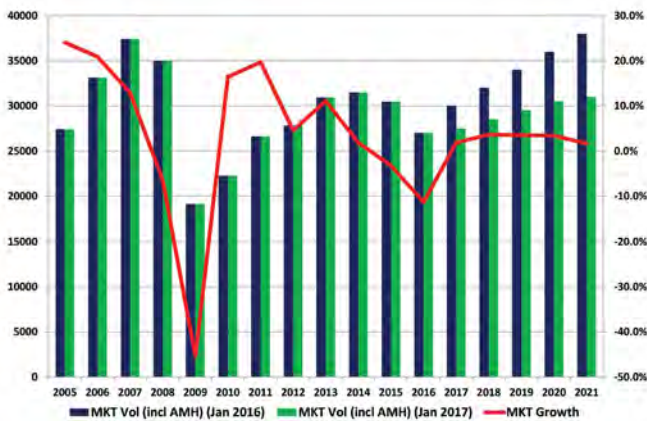
Total Market Segmentation



Top 5 – Including Van and Bus



Long Term Truck Market Forecast



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SA truck market dynamics

Reflecting on a difficult year for the South African truck industry at large, Uren says several factors joined forces for the demise of the market. He reasons that the economy gauntlet

elections impacted on businesses' capacity to make decisions. Because of the uncertainty, businesses ought to take a wait-and-see approach," reasons Uren.

Pricing rates, which went up 10-15%, impacted on fleet operators' spending power. The MCV segment was the hardest hit with a -18,9% decline from 10 394 units in 2015 to 8 432 in 2016. Bearing in mind that this market segment is mostly sustained by small, upcoming businesses, Uren is of the view that smaller businesses are finding it harder to survive in current economic conditions, and most small transport companies are going under. It is only the bigger commercial vehicle operators with enough capital to carry them through the economic storm.

Despite all the 2016 troubles, Uren somehow feels that 2017 might turn out to be a good year for South Africa. However, he believes that the outlook is not very positive for the truck market, which he expects to grow at a marginal 2-3%. "The fundamentals of economics, with GDP expected to grow a modest 1%, are weighing heavily against any form of big growth for the truck industry," says Uren. He believes the market will hover around the 28 000 unit mark, falling short of the 30 000 plus mark, which he believes is South African truck market's "sweet spot".

for further growth. The addition of other business divisions to our portfolio – Isuzu Trucks Drivetrain, Isuzu Trucks Mobility, Isuzu Trucks Genuine Parts and Kanu Commercial Body Construction – gives us the edge to be a one-stop shop for our customers' needs, while being able to customise our solutions in the process," says Uren.

For example, the acquisition of Port Elizabeth based Kanu Commercial Body Construction affords ITSA to do away with long lead times and deliver ready-built trucks to its dealer network. Meanwhile, ITSA's chassis modifications are done locally by Automotive Chassis Technologies (ACT). Both Kanu and ACT service the local truck fraternity

was the major setback for the truck industry last year, with both worldwide and local economic pressures impacting on South Africa. GDP was under pressure, failing to breach the 1% mark. Low business confidence resulted in low to no investment by business.

"2016 also started on a poor basis because of the poor exchange rate," says Uren. "It was also a year of contradicting fortunes. We started the year trying to understand the impact of the drought and ended it with flash floods. This had a vast impact on agriculture, which is likely to take years to recover."

Municipal elections also had their fair share of 2016's market pressures. "Municipal



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DEPENDABILITY MATTERS

Cummins South Africa recently celebrated its 70-year existence as a distributor of the international engine manufacturer, Cummins, in South Africa. Established in 1946 as an independent distributor, the company was acquired in 2000 to become a wholly-owned subsidiary of Cummins. Cummins later acquired several branches in neighbouring countries such as Zimbabwe and Zambia to further boost its distribution footprint, which is the backbone of its business in southern Africa.

Cummins Southern Africa is present in 11 countries within the SADC region, supported by a strong foothold of 16 distribution centres covering business areas including construction, mining, agriculture, defence and power generation.

Cummins South Africa – Cummins’ largest distribution arm in Africa – recently celebrated 70 years of doing business in southern Africa. With a business that is largely exposed to cyclical industries such as construction and mining, the global engine manufacturer says dependability is the pillar behind its seven-decade success in the face of challenging business cycles. By Munesu Shoko

Rachid Ouenniche, MD of Distribution for Cummins Africa-Middle East, says dependability across all areas of the company’s business, from quality of its product through to aftermarket support, is the basis for its seven-decade milestone in South Africa and southern Africa at large.

“Ups and downs is the nature of the business areas we operate in. During all these years, Cummins Southern Africa has gone through several business cycles, in which we came out even stronger than before. We have survived three recessions,

and we remain confident that though we are currently at the bottom of the business cycle, we will be strategically positioned when the market returns to its best,” says Ouenniche.

Thierry Pimi, MD of Cummins Southern Africa, is proud of the company’s achievements throughout the 70 years. He attributes the success to a quality product that is backed by a strong and competent team with a very positive attitude towards customers’ businesses.

Ouenniche says Cummins SA has grown to become the anchor of Cummins’ African

To demonstrate the importance of southern Africa to Cummins' ventures in Africa, Cummins Southern Africa has benefitted from several key investments to build its capacity to support the distribution business in the region.



business. The company is now the largest Cummins distributor in Africa, and is one of the two largest distribution businesses of the engine maker in Middle East and Africa.

Strategic market

Ouenniche reiterates that southern Africa remains a key market for Cummins despite its strong reliance on mining, which is not obviously enjoying the best of times at present.

Despite the struggling mining sector, diversification is carrying the business through the turbulent times. "Cummins Southern Africa remains a very strategic market for Cummins. While mining, which is a big market for us, is not at its best, our engine business spreads us across other growth markets such as power generation, marine, locomotives, trucks and construction. We see a lot of opportunity in all those areas," says Ouenniche. "We are very optimistic of our potential growth. When mining returns, we will be well positioned to make the most of it through the investments we have made in southern Africa."

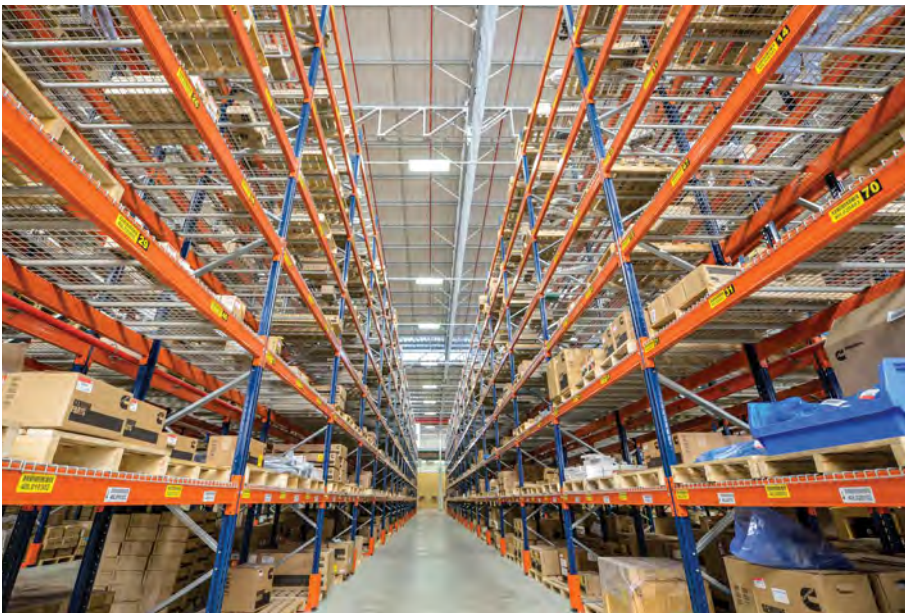
While Pimi agrees that mining – the breadbasket for southern African economies – is down, he argues that it is not out. "There is still a lot of mineral extraction going



on. While some greenfields projects have been delayed, extraction hasn't stopped. Commodity prices have this funny way of going up and down and right now, on average, they are down, but there is activity going on. The most important thing at this point is optimisation across the board. We just need to prepare ourselves to adjust quickly in difficult times," says Pimi.

Rachid Ouenniche, MD of Distribution for Cummins Africa-Middle East (left), hands over the Distributorship Award to Thierry Pimi, MD of Cummins Southern Africa.

Pimi is also encouraged by other business opportunities in southern Africa, other than mining. "Southern Africa is not immune to the infrastructure development gap that we have seen in all parts of the continent. We



Officially opened in July 2015, the investment into the purpose-built RDC was part of Cummins' global strategy to move resources closer to its customers.

see ample opportunity in the infrastructure development cluster in southern Africa. If you talk of power shortage, Africa is still one of the few parts of the world where the gap between power production and energy demand is widening through to 2035. We have a role to play in filling that gap, helping governments build major power projects. These are not overnight projects, they will take many years to develop. So, there is opportunity for us, not only in the mining space, but across other critical areas of development."

Investments abound

To demonstrate the importance of southern Africa to Cummins' ventures in Africa, Cummins Southern Africa has benefitted from several key investments to build its capacity to support the distribution business in the region. "In the past few years we have invested big in our southern African business and we have seen significant growth in the past five years, as a result. We realised that we wouldn't achieve our envisaged growth in Africa without a thriving southern Africa, which is a mature organisation we can leverage to move into other parts of the continent," says Ouenniche.

One of the recent key investments was the Regional Distribution Centre (RDC), complemented by a Filtration and Coolant manufacturing plant in Johannesburg. Officially opened in July 2015, the investment into the purpose-built facility was part of Cummins' global strategy to move resources closer to its customers.

"The distribution centre was built as part of our bigger African strategy," says Ouenniche.

"It is based on servicing the customer better by pushing resources closer to market. This initiative was a result of a strategy network study conducted by Cummins Africa which revealed that, to support our projected growth in Africa, we had to invest in supply chain capacity."

"Aftermarket is critical. In fact, our distribution segment is one of the largest global business units within Cummins. It is the second largest entity within Cummins. So, this shows how important distribution is, not only in southern Africa, but globally for us," says Pimi. "The RDC is the most prominent recent investment we have made. We believe it's a strong statement of how we envisage our future business in southern Africa."

Located in the Waterfall Commercial Park in Johannesburg, the RDC is a 20 000 m² facility comprising a parts and filter area which covers 10 000 m², while the engine and generator storage warehouse covers a further 6 000 m². This is complemented by a coolant blending plant and an air filter manufacturing facility that takes up 4 000 m².

The Master Rebuild Centre in Kelvin, Johannesburg is another key investment for Cummins Southern Africa in recent years. The engine rebuild centre is one of the distinguishing factors for Cummins Southern Africa. It is a facility that allows the company to do the critical maintenance, service and rebuild of engines. Cummins has an identical facility in Ghana.

In 2015, a significant capital investment was injected to increase the capacity of the Master Rebuild Centre to be able to service the expanding population of Cummins high-horsepower engines due for rebuilds. The engine maker reports increased



Thierry Pimi, MD of Cummins Southern Africa.

demand for engine rebuilds, especially from mining customers who seek to optimise the lifecycles of their equipment through overhauling of essential components such as engines, particularly on the back of downward commodity prices.

Previously Cummins Southern Africa had capacity to rebuild mid-range and heavy duty diesel engines only. Four years ago, this capability was expanded to include high-horsepower engines from the QSK 19 to QSK 60. In 2015, further investment into the Master Rebuild Centre saw engine rebuilding capability expanded to include the 78 l QSK 78. Rebuild for the mid and heavy duty Cummins engines is now done at a separate facility in Longmeadow, which was established in 2013.

Cummins' engine rebuild process is said to offer "as new" reliability and life-to-overhaul. Rebuild engines also carry a new warranty of 12 months and unlimited hours. The high-horsepower range spans from 450 hp to 3 500 hp and encompasses engines with displacements of 19, 23, 30, 38, 45, 50, 60 and 78 l.

Both Ouenniche and Pimi reiterate that the capital investment to increase the capacity of the Mater Rebuild Centre was informed by the understanding that critical component rebuilds are gaining momentum, not only in southern Africa, but across the world, as equipment owners realise the importance of preserving investments into new capital equipment by extending component life through rebuilding. Cummins has amassed years of engine rebuilding experience and through these investments, mining houses in southern Africa are now benefiting from this expertise and increased capacity. 🌐

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The main frame of Bell graders has been redesigned to include an arc that allows the operator better visibility of the blade to make operation easier.

GRADING TOWARDS EASY OPERATION

The motor grader – the heavy machinery used to flatten surfaces in construction, road maintenance, mining, agriculture and more, remains a crucial piece of equipment in these industries. The earliest graders took the form of a simple steel frame with a blade, drawn by horse or oxen. With industrialisation in the early 20th century, graders more often took the form of converted farm tractors. With continued innovation over the years, today they are completely different pieces of equipment.

A motor grader remains a crucial piece of equipment, especially in road construction and mining. According to Dale Oldridge, product marketing manager at Bell Equipment, the grader market in Africa is estimated at about 900 units per year. South Africa makes up a fair share of this market with an average of 250 units per year.

Miguel Angel Torres, business director for Africa at CASE Construction, tells **Capital Equipment News** that available industry statistics show that 199 motor graders were

One issue that continues to be the talking point whenever motor graders are the topic of discussion is the difficulty in operating them. However, innovations from several original equipment manufacturers are redefining the operability of this crucial piece of equipment, writes *Munesu Shoko*.

sold in South Africa during the 11 months to November 2016, compared with 347 for the full year in 2015. Elsewhere, North-East Africa accounted for 125 motor grader sales to November 2016, compared with a total of 195 unit sales for the full year in 2015. Central Africa is the smallest market, and even went down from 28 unit sales in the period to November 2016, from 42 units in 2015. West Africa, up to November 2016, accounted for 57 motor grader sales, a significant decline from the 124 units recorded during the full year of 2015. The Maghreb region is said to have accounted for 217 units by November 2016, a notable increase from the 171 units sold in 2015 as a whole.

Some of the key names that come to mind as far as motor graders are concerned include Caterpillar, Bell Equipment, CASE, Hidromek,

Komatsu, New Holland and Dezzi. The value end of the market has also seen the likes of SDLG, Sany, XCMG, Shantui and LiuGong continuously improving their offerings.

Despite all the technological innovations, a key issue that continues to affect motor graders is the difficulty in operating them. How best an operator can work a motor grader remains at the core of product offerings from many original equipment manufacturers. Today's grader developments are centred on easing operation as this piece of equipment has traditionally been regarded one of the most difficult to operate, often calling for specialised final level skills.

On many jobsites, it is often the case that the highest paid equipment operator is the one running the grader. The critical importance of maintaining proper grade



The forward-mounted articulation design of CASE graders allows the cab to be further back on the machine, giving operators a centred position while the gooseneck is articulated.

specs, coupled with the complexity of the machine controls, necessitates only those individuals with a high level of experience to sit in the operator's seat. Yet, the workforce is changing. The scarcity of experienced, competent operators is creating a void in a skill level that is becoming increasingly difficult to fill. As such, motor grader manufacturers are enhancing designs to improve ease of operation, while simultaneously enhancing overall machine performance.

Cat revolution

The most radical change in motor grader design was led by Caterpillar with its M-Series line-up which came with a revolutionary joystick control. Compared with the traditional levers, the joystick reduced hand and wrist action by 78%, improving driver comfort and control while enhancing the machine's overall performance. Without a doubt, this was the biggest development in motor graders in decades.

"Caterpillar introduced the industry exclusive joystick controls in 2007. Joysticks have proven to shorten the learning curve of motor grader operations by making the inputs simple and intuitive," says Dan Gillen, product expert at Caterpillar. Gillen adds that in the 10 years since the introduction of the M

Series with joystick controls, Caterpillar has found that all applications can be performed efficiently and safely with joystick controls.

"Globally we have accumulated over 115 million hours on M Series graders with joystick controls. Our customers have proven that there is no merit in having a steering wheel. However, for those customers who prefer a steering wheel, we offer the K Series with a steering wheel and level controls, available globally. Caterpillar believes in offering its customers a choice of machine controls that best fit their application and affordability," says Gillen.

"We continue to listen to our customers and their pain points to identify emerging product needs. For example, a recent innovation Caterpillar introduced to the motor grader market is the Stable Blade. This solves the old-age motor grader 'bounce' problem."

According to Gillen, all motor graders, regardless of brand, have a speed range where they start to experience a vertical bounce, causing scalloping of the grade. "In 2016, we introduced the Stable Blade and it detects when the bounce starts and automatically adjusts motor grader speed to stabilise the moldboard."

To date, Caterpillar has the world's most extensive grader line-up. It has four K Series

models ranging from the 120K, weighing in at 13,9 t with 108 kW of power, to the 160K at 15,8 t and 154 kW. The M Series offers a broader range with 11 tandem models and four all-wheel drive models. Sizes range from the 15,9 t 120M2 delivering 108 kW of power to the 62,7 t 24M with 397 kW of power. "The models cover a broad range of customer needs, from the small contractor to the largest mining operations," says Gillen, adding that the most popular Cat graders are the small and mid-sized models.

Bell's innovations

While Bell Equipment has chosen to remain with the steering wheel "because South African operators are more familiar with this method of control", Oldridge says the South African OEM has introduced several innovations geared at simplifying grader operation. For example, the main frame of Bell graders has been redesigned to include an arc that allows the operator better visibility of the blade to make operation easier.

"We have also stuck with 'antler' controls as opposed to joystick controls because this is what operators are accustomed to. However, to simplify operation of the grader, the 8 forward and 8 reverse gears can be

Caterpillar revolutionised motor graders when it first introduced the industry exclusive joystick controls in 2007. Joysticks have proven to shorten the learning curve of motor grader operations by making the inputs simple and intuitive.

pre-set. A lever on the side of the operator station can then be used to regulate the machine's RPM so that there is no need for the operator to use the accelerator. This leaves the operator's hand and feet free to control the blade," says Oldridge.

Bell Equipment's grader range has three models in tandem drive and three models in six-wheel drive. The product offering ranges from the entry level Bell 670G, which delivers 138 kW of power, followed by the 770G capable of generating 172 kW, to the flagship 872G grader said to lead in terms of power and performance at 250 kW. The Bell 670G is Bell Equipment's most popular machine in South Africa. "This is because it is the most versatile and economic machine for municipal operations, in particular, due to its 6,8 l engine. Due to a depressed economy, there is a trend towards road maintenance as opposed to road construction, and the 670G fits the bill for road maintenance. However, in Africa customers tend to prefer the 770G and 872G models depending on the operating environment," says Oldridge.

Case of innovation

CASE Construction Equipment believes the steering wheel concept will always form part of its grader offering. However, it has a range of innovations geared at easing operation of its three-model motor grader range comprising the CASE 845B, CASE 865B and CASE 885B. According to Torres, CASE's B Series motor graders are designed to provide optimum operator control, visibility and comfort. "The forward-

mounted articulation design allows the cab to be further back on the machine, giving operators a centred position while the gooseneck is articulated."

The design increases visibility to the moldboard, circle, saddle and tyres. The front articulation gives the operator the possibility to see simultaneously the rear and the front half of the machine without having to look to the side while the machine is articulated. In addition, front articulation allows for a tight turning radius, which is ideal for cul-de-sacs and tight job sites.

Another key innovation from CASE is its Shock-Absorbing Circle Saver. This option protects circle turn components. It acts as a shock absorber and allows the moldboard to overpass obstructions and then return to its original position. This works automatically and no adjustment or operator intervention is required.

Keeping it simple

Peter Kaliszka of ELB Equipment, the authorised distributor of the Hidromek range of graders in southern Africa, says the company will stick to the steering wheel concept. He believes customers, especially those in the African market, prefer less complicated machinery that is robust and easier to maintain. "We believe service and support of equipment is crucial, rather than technology-based innovations. We prefer to keep our equipment as simple as possible," says Kaliszka.

Locally, ELB offers a three-model Hidromek motor grader range, for maintenance, construction and heavy duty construction. The heavy duty construction motor grader, the MG 460, is said to be the most preferred model locally because of its simplicity and power to complete tasks in difficult terrain.

To the future

Innovation in the grader space will definitely continue apace. Gillen says customers continue to seek improvements to their efficiency and means to increase utilisation of existing processes. "One potential channel is providing timely and actionable machine information to customers that can help them shape their business and maximise productivity," says Gillen.

According to Oldridge, although self-levelling systems are already available in the market, he believes this technology will become more popular in South Africa due to the benefits it offers in terms of accuracy and efficiency. "These systems use GPS and chart-plotting to pre-set coordinates and specific cuts to which the grader is then able to adapt automatically. This takes away the need for a skilled operator as their duties are reduced to steering the machine," reasons Oldridge. 🌟



Hidromek's heavy duty construction motor grader, the MG 460, is said to be the preferred model locally because of its simplicity and power to work in difficult terrain.

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**LINDEN
COMANSA**

Traditionally telehandlers are what most people think of whenever the subject is equipment for materials handling.



PLACING A PREMIUM ON MATERIALS HANDLING EQUIPMENT

Efficient materials handling translates into better workflow processes and timely completion of projects. Bungling materials handling can slow down job progress, require duplication of effort, negatively impact efficiency and – in some cases – lead to accidents and injuries, resulting in low productivity and erosion of profits, writes *Munesu Shoko*.

Efficient on-site materials handling can pay off in a big way, whether at a warehouse, construction site, mine or quarry. Today's contractors understand this, too, and place a premium on equipment and systems that maximise efficiency and productivity.

There are various materials handling equipment ranges available in the market to improve productivity and safety, ranging from telehandlers, cranes, forklifts to conveyor systems. Excavators and wheel loaders, aided by the innovative quick coupler systems, have also become key material handlers in several applications. Every project is unique and no single solution can be the answer to efficient handling of materials. However, it is always vital to pick the right solution for the task at hand.

"The selection of the right equipment with the correct attachments is extremely important as there are significant cost

savings – running, maintenance, wages and fuel costs – if you are able to get the highest utilisation out of a single machine," says Lindsay Shankland, MD of Manitou Southern Africa, adding that using one multi-functional machine instead of having two or more, each doing a single function, is another key decision to make as far as materials handling is concerned.

Right equipment for the right job


Louw Smit, sales manager at SA French, the exclusive distributor of the Potain range of tower cranes in southern Africa, believes that in an environment where project timelines are becoming shorter by the day, especially in the construction industry, the selection of the right materials handling equipment for the job at hand is very critical. "This is an important decision to make, taking into account the quantity of material that must be moved on site. The size of the site is also important as this has an effect on the number

of machines required on the particular site," says Louw.

Quentin van Breda, MD of SA French, says the selection of the right material handling equipment is critical, especially in construction where project timelines have significantly reduced. "If materials cannot be handled vertically and horizontally from restricted lay down areas, it is a bottleneck that can choke a contract," says Van Breda.

Craig Sanday, national manager for Tadano and Sennebogen cranes at Babcock, the exclusive distributor for the two brands in southern Africa, says correct materials handling equipment is that which is best suited for the application, including size of machinery and site requirements. "When the correct machine is matched to the required application, customers are guaranteed accurate cycle times to complete the project within the prescribed timeline."

Pierre Nel, mining director at ELB Equipment, the sole distributor of Telestack stackers in South Africa, reasons that the need to complete a project within the agreed timeframe is a significant factor when selecting the correct piece of materials handling equipment for any project. Increased tonnages, minimal downtime while using as little manpower as possible, are all factors to be considered when selecting the correct piece of equipment.



Cranes have an advantage of being able to lift considerably heavier loads than telehandlers.

"The equipment needs to be reliable, flexible and mobile and easily adapted to suit the specific material and project requirements," says Nel. "The unit also needs to be relocated easily for use on other parts of the site. In the case of a Telestack Hopper Feeder, for example, the unit can be used for stockpiling one day and reclaiming the next day. The ease of set up is also a necessary feature for all project work."

Marius Schutte, MD of Shamrock Handling Concepts, a supplier of specialised material handling solutions, says it is an essential requirement to select the most efficient material handling equipment to ensure production workflow processes are seamless, efficient, cost effective and safe.

Darryl Shafto, MD of Goscor Lift Truck, one of the local companies with a diverse forklift and warehousing product range, reiterates the criticality of choosing the right material handling tool for the job at hand as the flow of the product in and out of the warehouse determines the number of put away and retrieval of pallets required per hour. "Therefore the selection of three or more products is required. Powered pallet trucks are generally used for picking and transporting. Reach trucks are ideal for putting away pallets, retrieving and counter balancing trucks for de-stuffing of containers," says Shafto.

Telehandlers in mind

Traditionally telehandlers are what most

people think of whenever the subject is equipment for materials handling. For this reason, the telehandler market is about 450 units per year in good times in southern Africa. Manitou is the market leader in South Africa and Africa at large. According to Shankland, telehandlers are used wherever there are rough surface conditions, for example in construction, mining (surface and underground) military, waste handling, timber industry, oil & gas, flame proof applications in coal mining, agriculture and steel industries, to mention a few.

"The key advantage of telehandlers is their versatility. For example, in construction the machine is supplied with forks for general handling, but is also sold with other attachments, giving customers the optimised utilisation of a machine that can carry out various functions on the job site," says Shankland. "In addition to the forks, the machine can be supplied with a bucket for general cleaning of rubble on site, a jib or winch for general lifting of objects that cannot be reached with a non-telescopic machine, as well as a personnel cage for lifting people up to work at height." Shankland notes that changing of these various attachments is safe and takes approximately two minutes.

He says the key consideration to make when buying a telehandler is service and backup support from the supplier. "Downtime is a significant cost which is not always measured or taken into account when assessing which equipment

to purchase. The initial purchase price is not the most important factor," says Shankland.

Cranes in focus

While telehandlers often come to mind as far as materials handling equipment is concerned, cranes are another key class of material handling gear.

According to Sanday, cranes would be required for various reasons, probably the most significant being their ability to lift higher than telehandlers. "Site conditions would determine what cranes are required, for example mobile or tower cranes. Cranes have the advantage of being able to lift considerably heavier loads than telehandlers. A key Priority should be 24-hour committed support to keep equipment running," says Sanday.

Louw reasons that moving large quantities of material on a site can be challenging. Using a tower crane, materials can be laid down in the correct positions, meaning that no double handling is required. "Different attachments can also be used on the hoof of the tower crane to move different items. The space a tower crane takes on a construction site is also very limited," says Louw, adding that its key benefit is that material can be moved relatively fast compared with telescopic telehandlers. He also argues that a tower crane is a cheaper option than a mobile crane.

Van Breda argues that every project is unique and no single piece of equipment



Tower cranes play a far more significant role on high rise buildings.

can be the answer to efficient handling of materials. He adds that SA French offers tower cranes, telehandlers and material/passenger hoists, and all three solutions can be insisted, depending on the job at hand. "In some cases where finishing trades occupy tower crane time, hoists can be more cost effective, releasing a tower crane to a new contract," says Van Breda. "Tower cranes and hoists play a far more significant role in high rise buildings/structures, while telehandlers are more significant on low rise, spread out projects."

Key considerations

There are various issues to consider when choosing a crane for materials handling duties. "Firstly, determine what is required. For example, are you loading or re-handling, are you constructing a building or doing maintenance?" says Sanday.

Van Breda says one also needs to consider the materials to be handled, for example, is there pre-cast, and if so, what does it weigh? "Coverage is an important factor but hook time is as crucial, particularly on high-rise applications where hook speed/capacity above 15 floors is important to keep cycle times below five minutes," says Van Breda.

Louw reasons that the size of the project must be considered when choosing the right crane for the job. "The size of the building, for example, must be considered, as well as the amount of material to be moved, such as reinforcing and concrete, to mention a few. A hook study should also be done and compared to the contractor's schedule. In some instances, two or three hooks might be needed to complete the required lifts," says Louw.

Forklifts in the spotlight

Schutte says whenever a forklift is the preferred piece of equipment for materials

handling duties, it is very crucial to make sure you have the right forklift for the right job. "Factors to consider when choosing the right forklift for the job include the capacity required for workloads to be accommodated; health and safety aspects; reliable design which is both operator and maintenance-friendly; as well as buying from a company that has effective support structures, which essentially reduces downtime," says Schutte.

Schutte adds that it is essential to consider where the machine will be working. For example, a forklift that can work indoors and outdoors can eliminate the requirement of purchasing two separate units. "For example, our Combilift multidirectional forklift, which can work both inside and outside buildings, will be more efficient than purchasing a machine to offload trucks and another one to place goods on shelves," reasons Schutte.

Shamrock Handling Concepts offers a wide range of specialised material handling solutions in southern Africa. Its Moffett Truck Mounted forklift range is mounted to the back of a truck, significantly cutting downtime related to waiting for offloading equipment at the point of delivery, increasing the number of deliveries per day in the process. The Moffett range is efficient in several industries, ranging from food and beverages to construction. Capacities range from 1,5 to 2,5 t.

Shamrock's Agrimac Rough Terrain range is suited for rough terrain applications in agriculture, mining and construction industries. Capacities range from 1,6 to 3 t.

The Combilift forklift line ranges from the Walkie Reach, which is a pedestrian stacker, to the Straddle Carrier, with its innovative oversized load capabilities. Straddle Carrier capacities range from 20 to 80 t. The Combilift Straddle Carrier is relatively a



Shamrock's Combilift Multidirectional forklift can work both inside and outside buildings.

new product in South Africa. Key features include 360° visibility, making load handling safer, while reducing product damage. With the Straddle Carrier, stuffing and destuffing can be carried out at ground level, allowing for faster and safer processes. The retractable frame allows the machine to enter low doorways and work inside storage warehouses. It also comes with a low ground pressure which eliminates the need for specialised and costly preparation of the operating surfaces, reducing operational costs. Ideal industries for this machine include steel handling, modular housing, timber and engineered wood, cables, pipes and precast concrete, among others.

The most sought-after range is the CB Range of multi-directional forklifts which can handle palletised and long loads with ease. It has capacities from 2,5 to 4 t. The C-Series is just as popular with its multidirectional capability. It is a three-in-one solution which can operate as a counterbalance forklift, side-loader or aisle truck, with capacities ranging from 2,5 to 25 t. It is popular across a number of industries including hardware and building supply stores, steel, timber, aluminium industries, to mention a few.

Extensive range

Goscor Lift Truck, the sole distributor for Crown, Doosan, Bendi, Hubtex and BHS Battery Handling Solutions, offers a wide range of forklift solutions in southern Africa. According to Shafto, Crown is mainly used in warehousing, while Doosan is the tool of choice in bottling, engineering and manufacturing industries. Shafto is of the view that lowest cost of ownership and strong aftersales service should play a leading role as far as buying decisions are concerned.

For example, Goscor Lift Truck's Bendi range is said to be the pioneer in articulating



The Telestack tracked conveyor range is widely used in short to medium-term projects within the sand, gravel and aggregate industry.

forklifts, and can suite any site, layout or budget. By decreasing aisle width, most warehouses can save up to 40% of their warehouse space. "With the innovative design of the Bendi, it means that high performance can be achieved inside and outside of the workplace. With a driving style that is easy to learn and operator friendly, productivity with the Bendi is a key benefit," says Shafto. The Bendi is said to have proved to be twice as fast as a reach truck and nearly three times faster than a VNA (very narrow aisle) machine.

Stacking to the fore

For effective storage and stockpiling of bulk goods, stackers are the preferred form of material handling equipment. Supplied by ELB Equipment in South Africa, Telestack offers a wide range of conveyors with various lengths and options available that can be tailored to meet the specific throughputs and capacities required for the project at hand. The tracked conveyor range, for example, can stockpile from 0-300 mm (12" down) material and has discharge heights of up to 14 m.

Nel says Telestack's mobile solutions offer significant operating cost savings compared with traditional methods of material handling – such as wheel loaders, haul trucks and static conveyors – by eliminating double handling of materials. "Other significant benefits include product mobility and flexibility to move Telestack products to work on other parts of the project," says Nel.

Telestack has over 2 000 installations across the globe, and its products can handle all free flowing bulk materials including



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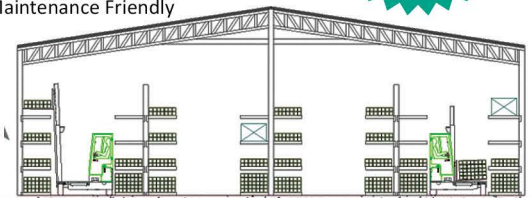
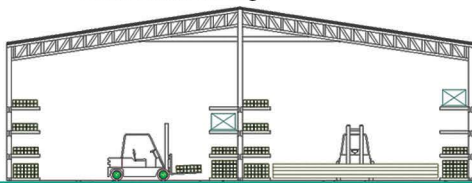
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ores, coal, aggregates, fertilisers, grains, woodchips, pellets and other bulk materials.

The Telestack tracked conveyor range is widely used in short to medium-term projects within the sand, gravel and aggregate industry. "The mobility, cost effectiveness, ease of use and relocation are all factors to be considered in the selection of Telestack as the preferred solution. In addition, the fact that the tracked conveyor range is self-powered and negates any need to connect to local electric power makes it a safe choice in all types of projects," adds Nel.

One of the key advantages of Telestack equipment is the ability to operate in all types of applications and climates. The Radial Telescopic Conveyor range can operate at stockpiling rates from 100-3 000 tph and can achieve stockpile capacities from 1 200 t to 200 000 t. "Using a radial telescopic conveyor is much cheaper when compared to building with a traditional wheel loader and will also offer environmental and safety benefits with the reduced vehicle movement," says Nel.

The radial, telescopic and luffing features of the Telestack conveyor allows the operator full control when stockpiling a range of materials while eliminating segregation, degradation, contamination and compaction of material. The innovative design allows for up to 30% stockpiles



Goscor Lift Truck's Bendi range can work in very narrow aisle width. By decreasing aisle width, most warehouses can save up to 40% of their warehouse space.

to be achieved of "in-spec" material on the same footprint when compared to a standard conveyor design of the same length. The conveyor moves from left to right in a radial arc motion starting at a low luffing angle with the inner conveyor retracted. When the unit completes a full pass over the stockpile, the inner conveyor extends and continuous to radial over the stockpile. The luffing angle automatically increases as the stockpile height increases.

Nel reasons that a key consideration to make when choosing stacking equipment is the size of the stockyard. "To maximise the stockpile width, depth and height in the given space, it is imperative to select the correct unit. In addition, it is possible to select the individual belt width, belt speed, grade and type of belting, rollers/idlers and drives, among other things, based on the material characteristics," concludes Nel. 🌐



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A 30 t Magni HTH 30.12 telehandler equipped with a Cylinder Clamp attachment is proving to be a time-saving solution on South African mines.

INNOVATION LIFTS IN

Eazi Access has introduced the first Magni HTH 30.12 telehandler into its rental fleet. After several demonstrations across a number of applications, it has since been deployed at a mine in Mpumalanga, South Africa, to work in a special application that has seen Magni's innovative Cylinder Clamp attachment put to work for the very first time, writes *Munesu Shoko*.

Eazi Access has launched the first 30 t Magni HTH 30.12 telehandler into its rental fleet, the biggest machine in its ranks. Having made its debut in South Africa in 2013 through Eazi Access' sister company, Eazi Sales & Service, the authorised sales distributor of the Magni range in southern Africa, the machine is designed for heavy industry and mining sectors.

John Maddern, commercial manager at Eazi Access, tells *Capital Equipment News* that the machine was put through its paces at several mines in South Africa, demonstrating its capabilities in a range of applications.

It was at a Mpumalanga mine where it was demonstrated with Magni's innovative Cylinder Clamp attachment used to remove and fit cylinders on gigantic face shovels. While this attachment already existed in the Magni product offering, this was the first

time it was put to work at a job site.

The Cylinder Clamp has a capacity of 11 t, opening measurements of 250 to 620 mm, clamp rotation of 344°, cylinder rotation of ± 30°, a tilting angle of 90° and longitudinal safety clamps measuring from 2 760 mm to 5 800 mm.

Steve Hasselbach, Witbank branch manager at Eazi Access, says the demonstration was very successful. Previously, using conventional means, it took about 24-48 hours to remove the face shovel's cylinders. The conventional way also called for costly scaffolding, a crane

“At a time when the Cylinder Clamp is not operational, you can use the telehandler for other applications such as tyre rotation, conveyor belt handling and general materials handling duties.”



The Magni Cylinder Clamp has a capacity of 11 t, opening measurements of 250 to 620 mm and clamp rotation of 344°.

KEY SPECS – CYLINDER CLAMP	
Capacity	11 t
Maximum opening	620 mm
Minimum opening	250 mm
Clamp rotation	344°
Cylinder rotation	± 30°
Tilting	90°

KEY SPECS – MAGNI HTH 30.12 TELEHANDLER	
Model	HTH 30.12
Lifting capacity	30 000 kg
Maximum lifting height	11,72 m
Maximum reach	6,86 m
Engine	Mercedes OM 936 LA
Maximum torque	1 400 Nm @ 1 200 rpm
Power	260 kW (350 hp)

and rigging teams to remove the 8 t cylinder off the gigantic face shovels. Using the 30 t Magni HTH 30.12 telehandler equipped with a Cylinder Clamp attachment, the same cylinders can now be removed within a mere 35 minutes.

Proven concept

Maddern says there has been a fair amount of enquiries following the successful commissioning of the Magni HTH 30.12 telehandler at the Mpumalanga mine. "We have had a number of enquiries recently. There is a very strong chance that we

may grow the fleet, but we have to create demand first. We have a proven concept in this sort of application and based on that we believe there will be increased rental demand for these machines," says Maddern.

Hasselbach is of the view that demand for these machines on rental basis will definitely increase, especially at mines where uptime for big pieces of equipment is so critical. For example, if a face shovel bursts its hydraulic cylinder, it would likely be out of service for at least a week as it takes two days to set up the related scaffolding and cranes and

another two days to do the actual exchange, provided the relevant part is available. In essence, this translates into a week of lost production. Production of a face shovel the size of a Komatsu PC8000, for example, is said to equate to about R25 000 per every truck load. Losing a week of production on such a machine is a lot of money down the drain.

While the Magni HTH 30.12 telehandler Cylinder Clamp attachment may not be in operation every single day, the machine working at the Mpumalanga mine has been supplied with a range of other Magni HTH attachments including a Tyre Clamp, a Conveyor Belt Handler and Forks for a range of other handling applications on site. "At a time when the Cylinder Clamp is not operational, you can use the telehandler for other applications such as tyre rotation, conveyor belt handling and general materials handling duties," says Maddern.

Magni's other special attachments include Tyre Clamps which can handle tyres from 24 inches up to 63 inches. The 16.63 tyre clamp

The Cylinder Clamp has a tilting angle of 90° and longitudinal safety clamps measuring from 2 760 mm to 5 800 mm.



has a load capacity of 16 t, while the 8.63 version has a load capacity of 8 t.

The Multi Tool Manipulator is able to fit three different attachments, including the Wheel Hub Handler, which offers a capacity of 22 t; the Cylinders Clamp, which has a capacity of 11 t and the Hub with Suspension Cylinder Handler, which has a 9 t capacity for hub and suspension cylinders.

Additionally, Magni Telescopic Handlers has developed an attachment to handle conveyor belts, features of which include the ability to handle up to 25 t in weight and a 360° rotation – particularly useful when handling large pulleys to create a conveyor system.

“The benefit of the Magni tyre handling attachment is that it has the ability to side shift, left and right with a 360° rotation. Its ability to pick and carry over rough terrain is another key benefit,” says Hasselbach.

Looking ahead, Eazi Access will partner its principal, Magni, to develop other attachments specific to the local industries’ needs. Magni’s approach is to design and manufacture products in consultation with its customers. The Italian OEM’s design approach is driven by a greater belief in customisation.

Magni HTH 30.12 – key features

With a 30 000 kg lifting capacity, the Magni HTH 30.12 telehandler has a maximum lifting height of 11,72 m at a maximum reach of 6,86 m.

“The benefit of the Magni tyre handling attachment is that it has the ability to side shift, left and right with a 360° rotation. Its ability to pick and carry over rough terrain is another key benefit.”

One of the main advantages of the telehandler is its cab design, features of which include a movable steering column, allowing the operator to get in and out easily and achieve a comfortable driving position, as well as two Sauer Danfoss multifunction joysticks connected via CAN BUS for all the movements of the turret, boom and accessory.

With the operator in mind, the cab also comes with a fully enclosed and airtight environment pressurised by a powerful ventilation system (240 m³ per hour) in accordance with ISO 10263 standards. This is complemented by a 100% inlet air filtration with hot and cold air conditioning as standard, with air recycling if required. For ease of operation, controls are grouped on a glass touchscreen display with written messages and not alphanumeric codes. The display pages can also be controlled with a joystick.

Meanwhile, the new quick-fit system improves capacity performance thanks to less weight at the end of the boom. This also

increases safety when particularly sensitive attachments such as long jibs or baskets are fitted. “The telehandler is also equipped with a radio-frequency identification (RFID) system on the boom head, which automatically recognises the attachment in use when it is connected to the machine,” says Maddern.

Equipped with a Mercedes Benz OM 936 engine delivering 260 kW, the machine is fitted with an electronically-controlled BOSCH REXROTH transmission which ensures fast driving on the roads (25 km/h).

The transmission on the HTH 30.12 model is constituted by a hydrostatic, electronically-controlled BOSCH REXROTH pump and two hydrostatic motors with variable displacement. The machine comes with a hydrostatic power shift type transmission with three speeds (a fully automatic shifting gearbox with three speeds forward/reverse).

The 30 t Magni HTH 30.12 telehandler with its various attachments has been instrumental in driving end-user cost savings as well as improving productivity and safety across heavy industry and mining sectors. 🌟



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Volvo Trucks offers tipper vehicles with 6x4, 8x4 and 10x4 axle configurations.

TIPPING INTO NEW APPLICATIONS

Tipper truck manufacturers are continuously improving their product offerings to challenge for a bigger share of hauling functions in sectors such as mining and quarrying, where these vehicles previously had a minimal role.

By Munesu Shoko

Until recently, tipper trucks were identified as vehicles with restricted hauling functions in construction-related applications only. In mining and quarrying, tippers have always been regarded as ideal for light duty applications such as re-handling of ore and hauling of crushed material from the crushing plants to stockpiles. For long, tipper vehicles have been excluded from so-called arduous applications such as hauling run of mine material from the rock face to the processing plants, where yellow metal haulers, mostly articulated dump trucks (ADTs) and rigid dump trucks (RDTs), have thrived over the years.

However, passing through immense

innovative technological modifications, tipper trucks now offer both cost effective dumping and haulage solutions to the construction, mining, quarrying and related industries. The new models of tipper trucks have been reengineered to their core. They come with better ground clearance, allowing them to operate well on uneven work sites. The trucks have newer tyre variants with better frictional properties, thus allowing them to conquer rough, muddy and slippery terrain.

In developed markets, tippers are no strangers in mine and quarry pits, but their uptake in such applications in the local environment has been slow in coming. However, OEMs argue that at a time when the success of every operation depends

on critical optimisation of operational efficiencies, tippers offer cost-effective hauling solutions that can significantly reduce operating costs for local mines and quarries. But, are local fleet owners ready to ditch their "bigger is always better" mentality and opt for tippers at the expense of the tried and tested yellow metal haulers?

Relooking hauling equipment

Roelof Wallace, Astra sales manager at CNH Industrial, says due to the current economic status of South Africa and other African countries at large, fleet owners are starting to look at on-highway options, which are somehow cheaper than their ADT counterparts.

Elvis Mutseura, product marketing manager at Iveco South Africa, says every business is looking for ways to increase the gap between earnings and operating costs. As a result, local fleet owners are fast realising that there are applications previously serviced by conventional haulers

Scania is pushing the boundaries with a range of tipper offerings optimised for quarry work and mining.



in this segment. With the versatility of a conventional tipper, there are more and more opportunities to offer new configurations into heavy construction and mining. Our FMX range is particularly suited to these applications," says Gush.

UD Trucks is one of the leading OEMs in the tipper truck market. However, Gert Swanepoel, acting vice president of UD Trucks Southern Africa, is of the view that when it comes to mining the preference is generally towards yellow metal haulers. "However, we do sell into mining. We have some of our units operating in Northern Mozambique," adding that UD Trucks wants to challenge for a bigger share of the tipper market in southern Africa, but more on the construction side where he believes Chinese OEMs are quite dominant.

Key advantages

Theuns Naude, key accounts manager – Construction, Public and Special at Scania South Africa, says there will always be a place for yellow metal haulers in mining and quarrying applications, but "bigger is not always better". Naude notes that transportation constitutes up to a third or more of any mine or quarry's operational costs, and the future belongs to the "smaller and smarter" hauling solutions such as the Scania mining tipper.

Kruger adds that major advantages of using the Scania range of mining solutions is that they offer lower operating and capital costs. "Service and wear parts are far cheaper than yellow metal haulers. Additionally, smaller roadways and turning circles are required within mining operations, thus hauling maintenance costs are even further reduced."

Another key advantage of an on-highway truck is that it is more flexible than a dump truck when it comes to manoeuvring, which may be a very big advantage, especially on short hauls. The heavy nature of yellow metal dump trucks also means that they can cause more damage to the haul roads, thus increasing operational costs through more support equipment for maintenance of haul roads.

Swanepoel says increased fuel efficiency and lower maintenance costs are key benefits of tipper trucks over yellow metal machines. This view is shared by Gush, who says fuel economy, lower purchase price, ease of maintenance and better resale value because the vehicle is not limited to construction/mining applications only as it can be registered for on-road applications, are some of the major advantages of tipper trucks.

Mutseura says the purchase price of a tipper truck is significantly lower than that

that can be serviced as well, if not better, by tipper trucks. "In these situations, tipper trucks offer incredible value because they benefit from the economies of scale inherent with them being used in a wide range of applications, resulting in a broader installed base which in turn leads to a wider and more affordable availability of spare parts and even skill for maintenance."

Scania is one of the OEMs pushing the boundaries with a range of tipper offerings optimised for quarry work and mining. Charnie-Lee Kruger, key account manager: Mining at Scania South Africa, tells **Capital Equipment News** that Scania solutions are gaining popularity within the local mining environment. "Scania offers solutions from the pit to auxiliary services within the mine. Mines are now looking at new cost effective ways to further lower their cost per tonne of ore produced," says Kruger, adding that

these solutions can compete with the traditional yellow metal equipment.

Ruben Govender, key account manager – Mining at Scania South Africa, reasons that many large operators are reconsidering their capital expenditure to mine the mine. "Teams are being tasked to relook equipment and the utilisation thereof. Customers are looking into ways of lowering the cost of production. The Scania Mining solution offers customised expertise to mines regarding their mining process optimisation. We have seen a large interest in the mining environment when it comes to new mining technologies," says Govender.

Malcolm Gush, sales director at Volvo Trucks South Africa, says the tipper (rigid chassis) market continues to grow year-on-year. According to NAAMSA figures, 1 031 units were sold in 2010, rising to 1 833 in 2015. "There is growth potential

"Teams are being tasked to relook equipment and the utilisation thereof. Customers are looking into ways of lowering the cost of production. The Scania Mining solution offers customised expertise to mines regarding their mining process optimisation. We have seen a large interest in the mining environment when it comes to new mining technologies."

In its Quon range, UD Trucks has the 6x4 CW26 370 powered by a 13 l engine producing 270 kW and 1 754 Nm.



When compared to yellow metal haulers, tipper trucks are said to have better resale value because they are not limited to construction/mining applications only as they can be registered for on-road applications.



of the dedicated ADT. He believes that this can give miners "some daylight between revenue and cost".

Ideal applications

Swanepoel says tipper trucks can work well in shorter distances between the actual point of excavation and the processing facility, while they also form an integral link between the initial processing facility and the hauling of material over long haul distances. "Ideal cost effective hauling distances for tipper trucks are mostly in the 20-30 km range," says Swanepoel.

"Tipper trucks work well where there are longer cycle distances with hard packed surfaces and moderate gradients," says Gush.

Naude believes the ADT is a very specific product for short hauls and becomes expensive to run in any haul distances over 1 km. "The Scania G410 CB 8x4 EHZ mining tipper is a very cost effective option, especially where you haul for distances over 1 km," says Naude. "Not only does it offer better fuel consumption, but increases productivity through faster cycle times."

Govender says Scania mining tippers operate well in in-pit and material hauling operations over long distances. "We have vehicles operating across various mining commodities, for example, quarry operations, coal mining and iron ore, to mention a few," says Govender.

According to Mutseura, if a conventional truck can be driven up to the loading site and back to the tipping site, it will work. Limitations will still be significant where extreme manoeuvrability is required, and in that case the ADT will probably come out tops. However, he argues that this is only for the time being as constant improvements in the world of tipper trucking continue to

push boundaries of what a tipper truck can do.

Extensive innovative ranges

Construction and mining equipment owners are operating in challenging economic conditions, and productivity on sites is of utmost significance. To achieve this, there is continuing expectation from the fleet owner that modern machinery should not only be innovative for the sake of it, but should provide solutions that offer enhanced efficiency and productivity, especially in the face of most severe and demanding conditions. Judging by their extensive lines of tipper offerings for construction and mining related applications, international truck makers are responding to this growing need.

For example, Scania has a comprehensive range of vehicles for both mining and construction sectors. Some of the models for mining include the G410 CB 8x4 EHZ, G410 CB 8x6 EHZ, G410 CB 6x4 EHZ and the G410 CB 4x4 EHZ. Key innovative features in this range include on-board driver evaluation, remote monitoring of driver behaviour and automatic transmissions for the mining environment.

The duel in the crown in this range is the G410 CB 8x4 EHZ optimised for mining and quarrying environments. With its 2 x 9 000 kg front axles, a 32 000 kg Bogie GVM and a 50 t chassis, it has a payload of 32-33 t. It weighs in with several cost advantages compared with the ADT. The truck's lighter body translates into increased payload and lower fuel consumption versus comparable ADT offerings in this class size. "The Scania G410 CB 8x4 EHZ mining tipper consumes about 7-12 l of diesel per hour, while a comparative ADT, on average, burns about 25 l of diesel during the same period, in an identical application," argues Naude.

According to Alexander Taftman, general manager – Presales, Segment Support and Marketing, the Scania construction range comprises several different specifications aimed at optimising uptime and total cost of ownership in a number of applications. The range also comes with innovative features aimed at increasing productivity for customers. This market segment, which is currently 15,9% of the total of more than 11 000 Extra Heavy Commercial vehicles sold per year, is a key focus area for Scania. Scania currently has 3,1% market share in the construction segment, and a total market share of 16,2% in the EHC segment at large.

"Driver comfort is of highest importance as there is a direct correlation between driver comfort and safety and productivity. To minimise driver fatigue, Scania construction vehicles come with air conditioning and an air suspended driver seat as standard," says Taftman. Another key benefit of this range is the fleet management system which comes standard across all vehicle models. Payload maximisation by optimising each vehicle and body for a specific operation is another key focus area for Scania across its construction tipper range. This also has a positive impact on uptime. This is complemented by in-house financing and insurance tailored for the construction segment.

UD tips across applications

UD Trucks has several tipper ranges designed to work across a number of applications. For lighter applications, UD Trucks offers the UD85, a 4x2 tipper with a 6 l engine that produces 184 kW of power and 674 Nm of torque. In the Extra Heavy Duty segment, UD Trucks has two models that both offer tipper vehicles. In its new Quester range, the Japanese OEM offers three variants, namely the CWE330, CWE370 and CGE420.

The CWE30 comes with an 8 ℓ engine producing 234 kW of power and 1 200 Nm of torque. Both the CWE370 and CGE420 are powered by 11 ℓ motors delivering 315 kW of power and 2 000 Nm of torque. In its Quon range, UD Trucks has the 6x4 CW26 370 powered by a 13 ℓ engine producing 270 kW and 1 754 Nm.

The Japanese OEM is also at the forefront of innovation when it comes to its tipper truck range, especially with the new Quester. All Quester trucks are equipped with telematics as standard. UD Telematics Services supports customers with track and trace, analysing fuel utilisation, fuel loss alert and proactive support. "UD Telematics Services improve profitability by increasing vehicle uptime and enabling better fuel efficiency, while reducing unplanned stops and operational costs," says Swanepoel.

The Quester features an ergonomic dashboard that increases safety on the road with the important controls and switches right where the drivers need them. Driver fatigue is also reduced by the ergonomic air and mechanical seats. Productivity can be increased with in-vehicle diagnostics that monitor performance and give early warning of malfunctions before they become a problem, and this limits repair bills.

Volvo drives innovation

Volvo Trucks offers tipper vehicles with 6x4, 8x4 and 10x4 axle configurations. "We tailor to specific requirements when it comes to engine size, bin capacity and chassis configuration, all the way from lightweight aluminium tipper bodies for on-road use to heavy duty rock dumpers for mining applications," says Gush.

Some of the innovative features in Volvo Trucks' range include IShift with crawler gears, heavy duty IShift transmission to handle the rough operating terrain and Volvo Dynamic Steering (VDS) to reduce the effort the driver needs to expand in tough off-road environments.

"Innovation, yes it's a buzzword. But for Volvo Trucks, it's a result of our continuous, relentless and uncompromising effort to always find the best solution for customers," says Gush.

Last year, Volvo Trucks introduced a new member to its I-Shift family, the I-Shift

with crawler gears. The new gears, which are added to the vehicle's automated transmission, provide specialised start capability for trucks carrying heavy loads in demanding situations. The system is entirely unique for series-produced extra heavy trucks. Volvo Trucks' new version of I-Shift makes it possible to add up to two new crawler gears, resulting, among other things, in the ability to start-off from standstill and transport a gross combination weight of up to 325 t.

"I-Shift with crawler gears offers entirely new scope for extra heavy trucks with automated transmission to regulate their speed when crawling slowly and even reversing. The driver can haul a heavy load without worrying about getting into situations that may lead to costly standstills," says Gush. The new technology will work well for African fleet owners where extreme road and weather conditions often have a big impact on a fleet's productivity, safety and profitability.

With the new crawler gears, the truck can drive at speeds as low as 0,5 to 2km/h. This helps immensely during precision manoeuvres such as in construction and maintenance tasks. In line with the general understanding that a comfortable driver is a productive one, the vastly improved driveability and starting capability with the new crawler gears makes the driver's job far easier when operating in difficult terrain on slippery surfaces with heavy loads, such as at construction sites, in mines or in forests. "The heavier the transport operation and the poorer the surface or the terrain, the more the driver gains from a truck with crawler gears," explains Gush.

Iveco's wide range

Iveco offers a very wide range of vehicles for the construction and mining industries. The Daily chassis cab can handle up to 3 t of tipper payload for light work such as garden services and small construction projects. Iveco's Eurocargo 4x2 and 4x4 models are capable of up to 7 t of payload for general construction work, both on and off-road. "The Iveco 682 6x4 offers outstanding value in the 'bread and butter' construction segment with both tipper and mixer solutions," says Mutseura.

Iveco's Trakker range is said to up the stakes in terms of productivity with 8x4 tippers and mixers. "The Iveco Astra range rounds off our offering in this segment, providing greater off-road capability and massive payload capacities of up to 50 t on a conventional 8x6 truck and gross combination weights of up to 250 t. The Astra is also available in ADT and dedicated RDT configurations," says Mutseura.

In terms of key features, Mutseura says safety is a key element of sustainability and it is embedded in everything that Iveco does. "Our trucks feature all the safety equipment that one can expect, such as ABS, auxiliary braking, ECE tested and certified driver cabs, which set the benchmark in driver comfort because we believe that comfortable drivers are more attentive and productive."

The road ahead

Looking to the future, Gush believes there will be continued growth for tipper truck vehicles in both construction and mining sectors. "Year-on-year there has been growth in the tipper market, and we expect it to continue, but at a slightly slower rate due to the current market situation," says Gush.

Taftman is encouraged by prospects of further growth in the construction industry, especially on the back of several infrastructure projects taking place in South Africa. "We believe that there is potential of further growth in this market segment, potentially up to 17% of the total Extra Heavy vehicles," says Taftman.

Govender believes that the long-term outlook for Scania mining solutions is very positive as customers who have taken delivery of these vehicles are said to be seeing the benefits of cost reduction within their operations. "Scania vehicles are modular built, thus inventory of spares is common across the range of vehicles, a factor which reduces inventory holding costs. Customers are also seeing the benefits of lower fuel consumption," says Govender.

Mutseura says developments on the ground and policy positions announced by the South African government are reason for optimism, especially in the construction sector in the short to medium term.

Swanepoel is of the view that mining is one of the pillars of the South African economy and construction is a key growth indicator. "2016 ended with a GDP forecast down to 0,1%. An increase of 1,5% in GDP and an expected increase of 2,2% in fixed investments for 2017 is a sign of an economy that is picking up some momentum. This will lead to an increase in sales on units aimed at the construction industry," says Swanepoel. 🌟

"I-Shift with crawler gears offers entirely new scope for extra heavy trucks with automated transmission to regulate their speed when crawling slowly and even reversing. The driver can haul a heavy load without worrying about getting into situations that may lead to costly standstills."



The capital investment has allowed Stampede to expand its Isando, Johannesburg manufacturing facility to increase production volumes.

COMPACTING MORE VOLUMES INTO AFRICA

On July 1 2016, a consortium of investors acquired the business of Stampede Compaction Equipment, the only South African designer and manufacturer of light to medium compaction equipment in its class of walk-behind and ride-on rollers. The transaction saw a critical injection of working capital into the business, in line with Stampede's strategy to aggressively expand both its manufacturing capacity and footprint in South Africa and sub-Saharan Africa at large.

"A consortium of investors has injected additional working capital into the business to fast-track manufacturing and product enhancements – projects which were already on course," says Marco Capazario, sales & marketing director at Stampede. "This needed a substantial amount of working capital. Seven months into the deal, we have been able to make the factory a lot more competitive, both in terms of quality and volume."

Following a sizeable capital injection, Stampede Compaction Equipment, South Africa's only designer and manufacturer of light to medium compaction equipment, has expanded its manufacturing capability and is ready to increase its footprint to roll out its range of locally-made walk-behind and ride-on rollers into the rest of Africa, and even beyond, writes *Munesu Shoko*.

Key improvements

The capital investment has been spread across several functions of Stampede's business. The first and key project was the expansion of the Isando, Johannesburg manufacturing facility, allowing the company to increase production volumes. "The production expansion has doubled our output capacity in a short space of time and enabled us to target a 30 to 40% share of the markets we play in over time," says Capazario.

Additionally, a portion of the capital injection went into information technology (IT) and systems efficiency, which he believes is a key enabler in improving both quality

and production capacity. "Optimisation of supply chain and improved production line efficiencies is key to ensuring we remain a low cost producer of quality products," says Capazario.

There was also investment into both people and related training. This entailed bringing in trained skills sets on hydraulics, diesel mechanics and people with relevant experience in the compaction industry. To date, the company has added about eight key personnel to its complement of 60 employees.

"We have also managed to upskill our people, putting them through formal training

A key advantage of this machine is its light weight which allows it to be loaded onto the back of a bakkie.



With the PR75, Stampede is the only manufacturer that offers the petrol version in this class size of a machine.



The fully hydrostatic 2,8 t RR120 ride-on roller is ideal for medium earth and asphalt compaction jobs.



in key areas of the business," says Capazario. Capazario adds that these improvements have a huge bearing on product quality, getting to a point where the local manufacturer can compete with European and American OEMs as far as quality is concerned.

The other portion of the capital investment went into equipment and tooling for the assembly line to further improve production efficiencies.

Product range

Stampede manufactures a range of pedestrian (walk-behind) and ride-on rollers. In its walk-behind range, its key differentiator is its 450 kg trench roller, the PR39 model. Globally, many compaction equipment suppliers have discontinued their trench roller offerings, putting Stampede in a niche position in this class size of machines.

Weighing in at 700 kg with a 620 mm wide drum, the PR65 is the most popular model in Stampede's walk-behind roller range. With a hydrostatic drive for propulsion and vibrator system, it comes with no costly clutches, V-belts and pulleys. A recent improvement was the single vibratory mechanism with higher centrifugal force than its older models. A key advantage of this machine is its light weight which allows it to be loaded onto the back of a bakkie. This reduces costs related to moving it from one site to another, as it is mostly the case in the hire sector where this model is a firm favourite.

The PR75, with a wider 750 mm drum and 900 kg of weight, is fast becoming a favourite machine for both the end user and the rental industry. "The upside of this model is that we are the only manufacturer that offers the petrol version in this class size of a machine. Through a clever design, we are able to achieve the same centrifugal force as the diesel options," says Capazario.

With a 1,2 t operating weight, the PR90 completes Stampede's walk-behind range. Capazario tells *Capital Equipment News* that this model is also unique to Stampede as many other manufacturers have since discontinued their rollers in this size class.

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On the ride-on roller side of the business, Stampede manufactures the 2,8 t diesel-driven models and will soon introduce a lighter weight 1,5 t petrol version to its fleet. Stampede's 2,8 t RR120 ride-on roller has a double drum vibration system operating at 27 kN force per drum. The fully hydrostatic machine is ideal for medium earth and asphalt compaction jobs. It is a popular machine in the rental industry and among small to medium sized construction companies.

Competitive edge

As the only local manufacturer of compaction equipment, Capazario believes Stampede's key competitive edge is the design of its machines, which is based on its understanding of local operating conditions. "We design our machines based on what the local immediate market wants. Our competitive edge is that our local customers are able to talk to the original equipment manufacturer directly. Their feedback has enabled us to design and manufacture a machine that suits the local conditions and requirements based on simplicity and yet robust enough to be able to stand the test of time in the harsh

conditions local contractors operate in," says Capazario.

The company recently won a tender to supply Cricket South Africa with 11 rollers to work on its stadia across South Africa. The order comprises six walk-behind and five ride-on rollers. Key to winning this tender was the fact that the local OEM was able to customise its design to meet Cricket SA's specific needs.

While all its designs and fabrication are done locally, Stampede uses globally renowned components, such as Kubota and Yanmar engines. "Our competitive edge is that we are able to achieve price advantage, and to an extent, feature advantage," says Capazario.

Meanwhile, another key advantage for Stampede is that as a local manufacturer, the company has no lead times on spares. Customers don't have to wait for parts to be shipped from overseas while machines are standing.

Increasing footprint

Stampede is currently working on a five-year plan with key objectives being the refinement of product, which has already been achieved, as well as unlocking

volume constraints in order to supply machinery north of South Africa's borders. "From an internal perspective, we have achieved these two objectives. We have signed an exclusive dealer agreement with an experienced equipment distributor, Dezzo Equipment and its consortium of dealerships throughout South Africa to sell and maintain Stampede equipment," says Capazario.

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

Parallel to these developments, Stampede has also signed a dealer agreement with Roller Botswana. "Stampede is also exploring immediate opportunities to establish a foothold into the sub-Saharan Africa markets. The key is to have exclusive arrangements with the right dealer partners," concludes Capazario. 🌐

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David Vaughan has been appointed MD of Babcock's Equipment business.

TRUSTED TO DELIVER

Babcock's Equipment division manages the exclusive distribution and support of an array of leading international equipment brands in southern Africa. Its market-leading reputation is spurred by one key attribute: 'it is trusted to deliver'. The appointment of David Vaughan, formerly sales director of the company and a customer-driven executive, as MD of the Equipment business, signals the company's solid focus on strong aftermarket support and customer service. *By Munesu Shoko*

Munesu Shoko (MS): You have taken the reins as new MD of Babcock's Equipment division effective November 1 2016. What is your mandate in this role?

David Vaughan (DV): Babcock's equipment business manages the exclusive distribution and support of leading international equipment brands in southern Africa. We represent Volvo Construction Equipment, Terex Trucks and SDLG on the earthmoving equipment side of the business. We also have two very reputable crane brands, Tadano and Sennebogen, as well as Winget for concrete handling equipment. I am responsible for the business as a whole in

southern Africa, including machine sales, parts and aftermarket support. In this role, I am in charge of Babcock's operations in South Africa, Botswana, Namibia, Mozambique, Zambia, as well as a sub-dealer in Zimbabwe.

MS: What are some of your immediate goals as you come into this position?

DV: I have a single goal in mind, and that is to further drive customer service. To this end, my first task is to lead the restructuring of the business in southern Africa in the first quarter of this year. We will divide the business into four regions – Northern, Southern, Eastern and Export. Each region will have its own regional manager. This is to

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offer our customers quicker turnaround times on service and parts. The structure will also enhance quick decision-making processes through direct lines of communication.

MS: What are your key focus markets this year?

DV: We see a general recovery in commodity prices and mining promises to be a key market this year. The Mpumalanga coal mining area is a focus area for our business. We commissioned a state-of-the-art facility in Middleburg, Mpumalanga, last year to enhance our support structures for customers operating in the region. We also see recovery in pricing for platinum and chrome, and to this end, hard rock mining areas will be another key focus for us. Heavy construction and quarrying have always formed part of our strategy and we will continue working hard in these markets.

Aftermarket will remain a major focus



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area. I am very customer-oriented and am committed to building long-term relationships with our customers who trust us to deliver. I have been in the industry since 1979 and have worked extensively in machine sales for various companies before joining Babcock some 11 years ago. I have also worked for the 'other side' and understand what customers go through when machines are standing. Aftermarket is crucial, especially in difficult times.

MS: You mentioned the investment into the Middleburg facility to better support customers in the coalfields region of Mpumalanga. How is that investment helping your quest for growth in that region?

DV: That facility was built to enable us to offer our customers better service and parts turnaround in the coal region. For example, previously when we had a component failure in Middleburg, we had to bring it to Johannesburg. That translated into longer downtime periods for customers. With the new facility in Middleburg, such services can be done much faster as some of our customers are in close proximity – some literally five minutes away.

Regional machine orders now go directly from the harbour to Middleburg, where we complete pre-delivery inspections. Machines are prepared and sent directly to customers from there, making our machine delivery times a lot quicker.

MS: Speaking of the coal mining region, you were the first Volvo dealer in the world to receive an order of Volvo CE's largest ADT to date, the new 55 t A60H, and that order was placed by a coal miner. Will the coal mining fraternity lead the uptake for ultra-big ADTs in the local market?

DV: It was a proud moment for us. We had the first customer to place the order of not only one A60H, but three, together with the new 95 t EC950 excavator. The machines will be delivered in the first quarter of this year.

The interest in this machine has been exceptional. We envisage a lot of success with it in a range of applications including heavy mining, bulk earthworks and large quarrying operations. The A60H maintains the usual 6x6, six-wheeled ADT concept, but with a bigger payload.

MS: Babcock has a multi-agency approach with several brands and products in its stable. What is the benefit of this approach?

DV: We see ourselves as solutions providers. With a wide range of products, we are able to cater for different market segments and

tiers. When certain industries are in dire straits, for example, when crane sales are subdued, earthmoving may be thriving and that keeps the business afloat. We believe that diversification allows us to ride the storm. It also helps the company penetrate new markets.

MS: Speaking of complementary products, the acquisition of the Terex Trucks business by Volvo CE in 2014 gave your principal a strong position with two different product lines that cater for two different market tiers. Locally, has that given Babcock an edge in the market?

DV: We are doing very well with Terex Trucks. We have sold a couple of TR60 rigid dump trucks and some TA300 and TA400 articulated haulers. We now have two reputable ADT brands catering for two market tiers. Terex has also given us the ability to extend our product line with its range of RDTs, as well as affording us the opportunity to deal with new customers who are very loyal to the Terex brand. For package deals, we are now able to offer them other product offerings in our stable, such as Volvo excavators and wheel loaders, equipment that Terex doesn't supply.

MS: You mentioned a recovery in commodity prices. What is the state of the market at large?

DV: It's no secret that 2016 was very challenging for all major suppliers. But, in the last quarter of last year, it became quite evident that there seems to be a slight upswing in commodity prices and the general sentiment was a bit more positive. Business confidence is lot higher among our customers in the first two months of 2017 than it was in 2016. I am of the view that we have reached the bottom end of the slowdown and can only recover from here.

MS: On that note, what is your outlook of 2017?

DV: It is important to note that most fleet operators have run their existing fleets for longer than they would have wanted. They have postponed fleet replacement programmes because of the challenging economic times in 2015 and 2016. I am confident that 2017 will be an exciting year for us with several fleet replacements and fleet extension programmes likely to be on the cards. I believe 2017 we will see more machines reaching the end of their lifecycles, prompting replacements. We are also excited about new products that Volvo will bring into the market, especially the G-Series ADTs, which will be launched locally in the first half of the year. 🌐



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