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Innovate or die

There is no better time to kick-start my **Capital Equipment News** editorship than just before Electra Mining, a major capital equipment exhibition in Africa. It is an ideal platform for the supply chain to announce their new offerings to the local market, while fleet owners have a perfect platform to shop around for their equipment and technological requirements, all in one place.

For a fleet owner, an exhibition of this nature is often an ideal occasion to learn of the new technologies that offer improved ways of executing jobs, safely and cost-effectively. The adoption of new technologies is increasingly becoming essential for businesses to remain competitive and prosper, especially in the face of challenging economics and a cutthroat trading environment.

One of the industries that needs to innovate, or risk stagnation, is the local mining industry. Local miners are in hasty need to innovate to ensure they keep pace with global industry trends. Judging by what a host of OEMs will be highlighting during their exhibits at this year's Electra Mining, newer mining technologies that benefit every aspect of the mineral industry – exploration, mining, mineral processing, beneficiation, health and safety, as well as environmental issues – will take centre stage.

Like many, I share the sentiment that our local mining industry is at an inflection point, in which digital technologies have the potential to unlock new ways of managing variability and enhancing productivity. The large-scale adoption of four different clusters of technologies in mining – data, computational power and connectivity; analytics and intelligence; human-machine interaction; and advances in robotics – is accelerating.

It is no secret that the mining industry is under pressure. In the short term, dwindling commodity prices are squeezing cash flow. Looking ahead, many existing mines are maturing, resulting in the extraction of lower ore grades and longer haul distances from the mine face.

What is more, especially for our local

mining fraternity, is the daunting legislation requirements these operations have to adhere to. Governments are also demanding a fair share of the mining proceeds, while they call for many more jobs at every opportunity. But, surely for mines to remain in business, achieving a breakthrough in productivity performance demands radical rethinking of how mining works.

The idea of mechanised operations is not far-fetched. As reflected by McKinsey & Company in its recent report, increased mechanisation through automation offers the potential to reduce operating costs, improve operating discipline and take people out of harm's way. Some OEMs such as Caterpillar and Sandvik are already pioneering technologies such as automated haulage and drilling, which have since moved into full-scale commercialisation.

McKinsey & Company's analysis suggests that the economics of haulage are sound – reducing total cost of ownership by 15 to 40%, depending on the cost of labour. Furthermore, at a time when mines are battling with increased fatalities due to hazards posed by continuously unsafe mine faces, automated mining operations are said to reduce the number of people working in areas considered most dangerous by more than 50%.

I am of the view that the opportunity offered by these new technologies is massive; innovation represents a fundamental shift in both potential safety outcomes and how value can be captured in the mining sector. Technology is changing every aspect of the industry, and companies that refuse to adapt accordingly risk being outdone by tech-savvy rivals.

It is for this reason I believe that rethinking the processes of using, managing and owning heavy equipment by incorporating new technologies, such as data analytics and human-machine interaction systems, is of essence. This helps make equipment more productive and efficient, while businesses remain profitable, even when times are this tough.



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Scan QR code to watch the interview with Becky Smith, GM of Mining at Scania.



SCANIA GOES MINING AT ELECTRA

The local mining fraternity is facing new and tough challenges, and only a stronger focus on cost-efficient solutions and operational excellence will keep mines in business. Scania will use Electra Mining Africa to showcase its holistic approach to mining with a full range of offerings geared at increasing customer profitability, writes *Munesu Shoko*.

The downward commodity prices, exacerbated by decreasing mineral ore bodies, continue to put the local mining industry under immense pressure. Becky Smith, general manager of Mining at Scania Southern Africa, alludes to the fact that mining is in dire straits and “has been a tough go” for industry players. Bearing in mind that transport accounts for up to a third of operational mining costs, she is of the view that, now more than ever, mining houses need to rethink their onsite transport solutions to optimise every stage of their processes for better productivity, feasibility and profitability.

With that in mind, Scania will use Electra Mining Africa 2016, scheduled for 12-16 September, to showcase the full width of its mining range, from tippers and service vehicles through to staff solutions and ADR vehicles. Some of the key exhibits in this regard will include the the G410 8x4 mining tipper and the G360 6x6 chasis, the ground-breaking Staff Carrier and the G410 CB 6x6 Nitro Unit for the explosive industry. This will be complemented by a range of engines for industrial applications and power generation.

Challenging the norm

With its mining tipper range, Scania is

challenging the conventional yellow metal, “bigger is always better” mentality of the local mining sector. Smith agrees that local miners have over the years grown accustomed to their articulated and rigid haulers. “That’s one thing we are very mindful of. We are up against a yellow metal equipment mentality that believes bigger is always better,” she says. Smith, however, argues that mining has since evolved and profitability is heavily reliant on carefully controlling operating capital investments and operating costs.

The Scania G410 8x4 mining tipper, for example, comes with an array of features and benefits that fly in the face of conventional hauling solutions such as ADTs and RDTs. The tipper comes with a payload of between 32 and 34 t, depending on application, core density of the material and the type of body. Smith says that it can therefore compete very much on par with a conventional hauler with a payload of anything between 30 and 60 t. “You may require two Scania’s to replace a 60 t ADT, for example, but the outright capital investment is much lower, operating costs are much lower,



SCANIA G410 8X4 IN FIGURES:



13-15 ℓ of fuel per hour



Up to 30% lower fuel consumption versus an ADT



32-34 t payload



Scania's Nitro vehicle is an all-wheel drive, making it highly manoeuvrable, even in very bad underfoot conditions.

Scania's Staff Carrier is built on an extra heavy mining chassis to help it withstand tough mining environments.

while fuel consumption could be anywhere up to 30% lower, depending on application and body size," she says.

Smith also believes that when times are this tough for miners, the future belongs to leaner and more innovative operators. This means operators get the same job done using less fuel, fewer parts and with fewer problems. "At the end of the day, it all comes down to total operating economy. That entails low total cost of ownership and high overall equipment effectiveness, as well as safety and sustainability. All these combine to ensure an operation's long-term success," says Smith.

When hauling for longer distances away from the pit, the Scania mining tipper is said to be a cost-effective solution. Because of its smaller, less expensive road truck nature, it consumes less fuel. Where a traditional ADT consumes anything between 25-45 ℓ of fuel per hour, a Scania mining tipper would only consume between 13-15 ℓ per hour, depending on the engines configuration.

Besides fuel consumption, the Scania mining tipper, in terms of haul road infrastructure, doesn't require wide roads that are expensive to build and maintain. It can also be operated on public roads, while meeting highway safety requirements. Over and above that, faster cycle times translate into increased productivity.

With Remote Driver Coaching, drivers can get regular feedback on how they are performing. Smith says this feature is worthwhile, considering that a driver can impact fuel efficiency by at least 10%. "If you start looking at what that means per hour, per driver, per truck and per shift, it translates into substantial savings over time," she says.

"Meanwhile, with the Scania Communicator 200 fleet management programme, operators are guaranteed of critical feedback on every minute of every day, from each one of the trucks and drivers," adds Smith.

People transport solution

Scania will also showcase its Staff Carrier, dubbed one of its ground-breaking offerings for the mining sector. Smith argues that a reliable transport system that gets workers quickly, comfortably and safely across distances is of utmost significance for mines.

"Our Staff Carrier is built on an extra heavy mining chassis. It can withstand pretty much the roughest and toughest environments often found in mines," says Smith. Working with two main body builders, Scania's initial Staff Carrier was a 36-seater bus on a Scania 4x4 chassis equipped with the relevant components that allow it to go into the pit.

The 36-seater configuration is powered with a Scania 360 hp engine, graded to 24%, which means that in any given underfoot conditions, the vehicle, when in all-wheel drive, can climb out of a pit, fully laden. The Staff Carrier has since been upgraded with a 54-seater configuration. Smith says everything has been tested to the most extreme, worst case scenario, including braking tests, which were conducted under full load.

G410 CB 6x6 Nitro Unit

According to Robert Mohr, Fuel, Chemicals & New Applications Leader for Scania, the transportation of explosives on mines calls for heavily adapted and specified trucks that work safely in challenging operating conditions. Scania will showcase its G410 CB 6x6 EHZ Extra Heavy Duty All-Wheel Drive Unit at Electra Mining, which is mainly targeted at targeted at open cast mining explosive operations.

The three big players in this regard are Sasol Base Chemical Open Cast Mining Explosives, AEL and Omnia's Bulk Mining Explosives (BME). The companies have a very extensive presence across Africa, catering for big opencast mines on the continent. Having partnered with Scania for more than 25 years now, Sasol operates a fleet of about 90 mobile mixing units. Scania has a total of about 300 units operating in the explosive industry. "Sasol's drive is to get a better foothold all over Africa. Scania equally matches these ambitions with a very strong African footprint to support these vehicles," says Mohr.

"The G410 CB 6x6 EHZ that you will see at Electra Mining is definitely made for arduous off-road work," says Mohr. "The vehicle is an all-wheel drive, making it highly manoeuvrable, even in underfoot conditions." The G410 CB 6x6 EHZ comes with a 9 t front axle and a 32 t bogie with two 16 t rear axles, offering high ground clearance along with optimal approach and departure angles for the demanding terrain. The unit grosses at 41 t off-road in a mining application. 🌟

Zambian copper miner renews Sandvik drill rig fleet

Despite lacklustre global commodity prices, Zambia's largest copper mine, Kansanshi, has opted to renew its fleet of blast hole drill rigs with more efficient and reliable Sandvik D25KS and DP1500i units.

Rob McMaster, key account manager for First Quantum Minerals Sandvik Zambia says, in the face of challenging market conditions, mining contractor First Quantum Mining & Operations (FQMO) has taken a progressive step to ensure improved efficiency and reliable production by renewing its DR500 fleet with Sandvik D25KS and DP1500i drills said to be easier to maintain and operate on site.

McMaster adds that Sandvik has entered into a buy-back agreement with FQMO to trade in the company's 11 Sandvik DR500 series fleet used for blast hole and pre-split drilling in preference for the nine new Sandvik D25KS and four new Sandvik DP1500i rigs. The bundled deal makes the transaction more affordable and is in-line with FQMO's overall objectives, he adds.

"We work closely with our customers to ensure operations are run optimally at all times. When circumstances change and a mine's requirements are altered, then we do our best to restructure equipment and fleets in such a way that the customer's new needs are met," says McMaster. "This is precisely what we have done at Kansanshi where we have delivered a solution that is tailored to the mine's current and changing future



Kansanshi mine has taken delivery of nine new Sandvik D25KS and four new Sandvik DP1500i drill rigs.

requirements. The new Sandvik D25KS and DP1500i drill rigs are machines that will require less maintenance and specialised care than the predecessors."

The new fleet of drills is said to be well-suited to the current conditions in the mine, and is expected to deliver many years of reliable service with high availability. FQMO already operates a fleet of 30 drills and the new fleet is required to assist with high production requirements. "They will be joining a number of other Sandvik D25KS drill rigs, as well as the larger Sandvik D45KS and Sandvik DP1500i top hammer drills. The standardisation will in many ways simplify maintenance, stock holdings of spares, rock tools and parts to make the operation easier to manage," says McMaster. The Sandvik D25KS and DP1500i machines will be required to work up 5 000 hours per year. 🌐

Enhanced safety features for Pitram 2015 Version 4.6

Leading provider of intuitive software solutions and services to the international mining sector, Micromine, has released its Pitram 2015 Version 4.6, an underground fleet management and mine control solution. Pitram 4.6 comes with many new and enhanced features which have been designed to further assist both surface and underground operations to reduce costs, increase productivity and improve safety.

Pitram is now able to generate measure events from drillhole data obtained directly from the mobile device fitted to the drill rig. As these files are loaded, Pitram Mobile generates a series of events that reflect the initial design data. The drill data file is subsequently updated when drilling is undertaken.

"Pitram Mobile is able to detect these file updates and generate further measure events, length drilled, penetration for the holes drilled for real time accuracy," says Michael Layng, Micromine's chief operations officer.

In Data Acquisition, when a fired cut is entered against a location, the cut length is now derived directly from the jumbo that drilled the cut. The Location Measures dialog within Pitram has been enhanced to support the recording of "metres advanced" derived from the drilled metres at a location. A location status column has been added, including the ability to define a colour for each status for ease of use. A last recorded measure column has also been added. It is populated directly from the Business Model Server without the need to access the Reporting database for added efficiency.

A reversing camera and wiring harness are now available as options. The camera image is displayed on the screen of the TREK-773 in place of the Pitram Mobile screen graphics. The camera image can be displayed automatically when reverse gear is selected, or manually selected at any time by the vehicle operator pressing a function key to increase safety throughout the mine site.

ALCO-Safe introduces a keysafe with a breathalyser

Alcohol, even many hours after consumption, severely impairs a person's ability to properly operate equipment and vehicles. It is responsible for 60% fatal accidents and up to 40% of workplace accidents. Not a comforting thought when you have to dispense keys to plant equipment or fleet vehicles daily, or hand new vehicle key to potential customers, says Rhys Evans, director at ALCO-Safe, expert supplier of drug and alcohol testing solutions. ALCO-Safe's Intelligent Key Management System is said to bring a new solution to the local market – it adds a breathalyser to a sophisticated keysafe to ensure only sober employees or customers can access or return keys. Reliably managing the keys to heavy plant machinery or high-asset vehicles is vital to manage risk to the business, says Evans. And that risk is high – an incapacitated driver can damage business reputation, take lives, impact operations and service levels, as well as subsequently destroy the asset itself. Until now, these limits to key dispensing systems have been difficult to overcome without secondary stand-alone or bolt-on solutions.

"There are many types of keysafes in use, and more than a few manual systems that require a logbook to be completed every time a key is issued or received. These systems try to meet regulatory and safety requirements and mitigate risk. However, the reality is, without a breathalyser, it can be difficult to tell if someone can responsibly operate a vehicle," says Evans.

The breathalyser, which is integrated to the keysafe, uses of an electrochemical fuel cell sensor to measure the concentration of alcohol vapour in the subject's breath. The breathalyser is integrated with a keysafe system that includes RFID, touchscreen capabilities, PIN access and key security seals to enforce user, key and access rights.

If the alcohol measure is above the allowed limit, it will not release the key. When the key is returned, the driver must again pass the breathalyser test. The solution also features software that allows integration with time and attendance and other human resource applications, ensuring rules and policies are enforced. It can be tailored to meet the needs of specific industry sectors. 🌐

The camera has mirror and normal image modes; mirror mode should be used for a rear facing camera. In mirror mode, the screen image will have the same orientation as seen when looking in a conventional reversing mirror. Normal mode should be used for a front facing camera. 🌐



Wirtgen surface miners maximise coal recovery



A Wirtgen surface miner is a crawler-mounted mining machine with a rotating cutting drum for rock penetration.

The Wirtgen Group recently conducted several large-scale field tests on material degradation. Findings confirm that Wirtgen surface miners offer significant advantages in reducing contamination associated with conventional opencast mining methods.

In the coal mining industry, the breakage of coal occurs throughout production, from extraction at the face to end use. While some of this breakage is intentional, such as during extraction and crushing, breakage occurring during transportation, stockpiling, sizing or washing is not desired. Breakage behaviour depends heavily on geology, but mining technology of today offers the option to reduce the amount of fines generated during production to maximise coal recovery for optimised operation, as well as minimising contamination of mined coal to increase yields.

Most coal mines measure the particle size distribution (PSD) of their plant feed to obtain information about the suitability of the feed for their processes, especially with regards to fines content. However, few mines know precisely where these fines come from and even fewer measure the fines content at the face to compare it with the plant feed data and to optimise the connecting processes.

According to Calvin Fennell, Wirtgen SA business development manager, "There are several challenges associated with failing to optimise the connecting process. The cost of washing coal fines is higher because of the intensive processes used and

the product losses that occur, all resulting in a lower rate of recovery. With increased losses, more tailings must be suitably disposed of and coal that does not meet the customer's size requirements cannot be sold. Furthermore, coal mines have the tendency to retain moisture, which can cause problems in the downstream process."

In an effort to serve its customers better, Wirtgen recently conducted several large-scale field tests on material degradation. The company found that its surface miners offer significant advantages when it comes to minimising contamination by selectively mining coal seams to separate the ore from the waste. A Wirtgen surface miner is a crawler-mounted mining machine with a rotating cutting drum for rock penetration mounted at the centre of gravity, a configuration that ensures that the full weight of the miner machine can be transformed into rock penetration force. The cutting drum transfers the material onto a conveyor belt from which it is directly loaded onto a dump truck.

The machine mines layer by layer down to the required depth and the cutting depth can vary according to seam thickness. "Even thin seams of just 10 cm thick can be mined and precisely separated from the layers above and below. This level of precision makes for a cost-effective and more environmentally sensitive approach to mining of mineral deposits without any drilling or blasting," says Fennell. 🌱

Cables for Africa

International cable manufacturer Helukabel is pulling out all the stops at this year's Electra Mining 2016 with a technically orientated stand designed to provide mine operators with correct cabling solutions for their mining requirements. Managing director Doug Gunnewegh says the emphasis for this year's exhibition is to show the wide range of cables and accessories that are purpose-designed for all mining applications. These include wear-resistant trailing cables at the rock face, chemically resistant cables for process applications and Easy Click compression glands for panel building. "Rather than simply making do with what is available in the storeroom, we would like to highlight the benefits of using purpose-made products specially designed for the application."

BMG's largest motors to date

BMG has supplied external mechanical drives for the PC Lift II project at the Palaborwa Copper Mine, through RSV SA. "These mechanical drives, which will soon be installed on underground conveyors at the mine, comprise the largest motors supplied by BMG to date. The 630 kW, four-pole, 11 kV BMG motors were designed and assembled by the BMG technical resources team," says Clive Dicks, BMG's sales manager, Projects. "The order encompasses a 75 kW complete drive for conveyor CV26 and six 630 kW complete drives for conveyors CV23 and CV25. These drives consist of BMG electric motors, Paramax gearboxes, couplings, guards and complete base plates."

Enter smart diagnostics

Manufacturers and industrial operators can now access more detailed sensor diagnostics in harsh operating environments using the IP67-rated, Allen-Bradley ArmorBlock IO-Link master from Rockwell Automation. The device builds on the company's IO-Link portfolio with event and process time-stamping capabilities for on-machine applications. The new IO-Link master stores up to 40 timestamps of sensor events on each channel. The event history can help users track changes and more easily diagnose issues. Input timestamps of all sensor data also can be sent to the controller upon a change of state. The diagnostics available through the device can reduce issue-resolution time by as much as 90%, improve preventive maintenance and optimise overall system performance. 🌱

Manitou's customer-centric focus at EMA 2016

Manitou Southern Africa (MSA) will use Electra Mining Africa 2016 to showcase its aftermarket service and support offering. The company says market demand has seen a proactive increase in Manitou's aftermarket offerings and led to its customer-centric approach. Included among the increased services is Manitou's short-term rental offering of up to 24-months. Manitou's short-term rental service offering began in September 2015 with 11 machines only, and has subsequently grown to a fleet of 35 machines in under a year. The fleet comprises telehandlers, access platforms, skid steers and track loaders, as well as standard and rough terrain forklifts.

The customer focus at the exhibition will be complemented by recent machine and attachment innovations on display. Each is said to have been tailored to reduce customer costs, achieved through increased machine versatility, resulting in faster operations, improved uptime and increased safety.

Among the newly introduced products on display will be the enhanced 28 t conveyor belt handler attachment, said to reduce mine



Manitou Southern Africa will show its 35 t tow tractor designed for underground use, but can also be deployed in aboveground mining applications.

conveyor belt handling time from days to hours. This is complemented by a 16 t tyre handler attachment, a 5 t improvement on Manitou's 11 t predecessor, significantly reducing tyre-changing time for tyres of all

sizes. An upgraded Manitou 35 t tow tractor, designed for underground use but also fully adept in aboveground mining applications, will be on show. It can be built to mine and flameproof specifications. 🌀

Joest Kwatani's screening expertise on show at Electra

Electra Mining Africa (EMA) has always been a key event for South African original equipment manufacturer (OEM) Joest Kwatani as it provides an opportunity to showcase its role as a leading vibrating equipment solutions provider to the African mining industry.

"EMA allows us to meet a large number of existing and new customers, as well as forge more alliances with industry participants in just a few days," says Kim Schoepflin, managing director of Joest Kwatani.

Importantly, Schoepflin says Joest Kwatani has always valued the interaction with international visitors to the event, facilitating important discussions on greenfields and brownfields projects on the continent, as well as new and important trends in minerals beneficiation.

The outcome of this interaction is the introduction of the latest technologies from Joest Kwatani to improve performance and reduce costs; both critical requirements in the current challenging market conditions. Schoepflin says the ability to respond quickly to market demands has always been one of Joest Kwatani's strengths. She says the OEM has built a reputation for being able to supply vibrating equipment that is tailored to withstand arduous African mining conditions.

At this year's EMA, Joest Kwatani will exhibit the Derrick range of engineered fine screening solutions. The company was re-



Joest Kwatani will use Electra Mining to introduce some of its latest technologies.

cently appointed the exclusive representative for these technologies in select coal and iron ore mining regions in South Africa, as well as across the country's borders.

Schoepflin says the company's sales and support functions will be undertaken in partnership with Derrick Solutions International Africa which, like Joest Kwatani, has dedicated as much as 40% of its engineering skills to

research and development (R&D). The outcome of the gravitas Joest Kwatani places on R&D can again be witnessed at this year's event. The company's stand will include a heavy media cyclone separation pilot plant featuring vibrating screens and feeders. The plant will simulate the recovery of sinks and floats on its single deck screen. 🌀



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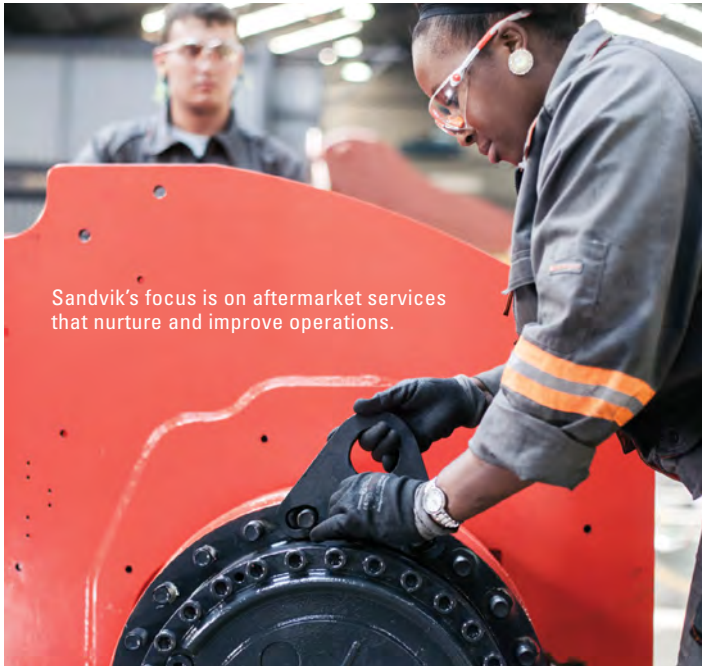
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DRIVING SMART MINING SOLUTIONS AT EMA 2016



Sandvik's focus is on aftermarket services that nurture and improve operations.

Africa's changing mining landscape has necessitated a rethink of traditional methods and is guiding global mining technology group Sandvik Mining and Rock Technology to focus on smart solutions to improve overall mining efficiency. These services and products will form the basis of Sandvik's presence at Electra Mining Africa 2016 this month. "Similarly, we will look at issues such as extending the life of equipment through various interventions, as well as introducing smart solutions that will help our customers manage their operations more cost-effectively," says Andrew Main, strategic accounts manager for Southern Africa.

"Tough trading conditions exist at present and we are adapting our focus to support mines to survive and thrive during this period. Our offerings have therefore become more centred on aftermarket services that nurture and improve operations, while finding efficiencies within existing and planned infrastructure." In addition, Main explains that extraction of the continent's mineral wealth is becoming ever-more challenging because of complexities within existing ore bodies. He believes that mechanisation is needed to maintain productivity levels for safe, cost-effective mining. The shortage of people wanting to work underground is also exacerbating the problem, which will inevitably lead to a necessary focus on mechanisation further down the line.

"To mechanise means that operators are able to sit in comfort above ground and operate multiple pieces of equipment at the same time. Similarly, modern mine managers are able to 'take the roof off their operations at any time' to view what is happening underground and ensure smoother production, know the status and health of equipment, how much is being produced and if targets are being met," says Main.

"Mechanisation techniques have also evolved from a more fixed type of footprint to a more portable and flexible solution which makes it viable for a far wider range of mine types. Although it does have an impact on the jobs underground, it removes people from the danger areas and this provides safety benefits that far outweigh underground staffing issues. Jobs are also made up again on the support side and keeping the equipment and technologies running," he adds.

"Despite these and other challenges, Africa has special opportunities with huge potential for mechanisation. For this reason, mechanised mining tonnages are expected to increase over the next five years with the use of smart technologies optimising productivity. This is certainly the trend Sandvik is observing by working with customers on new and future operations," says Main. 🌐

Voith to unveil new materials-handling technology at Electra Mining

The TVVS Controlled-Fill Fluid Coupling is used mainly in belt conveyor drives.

Voith has long provided fluid couplings for use in belt conveyors and crusher drives, in addition to its drive solutions. In 2015, the company added mining conveying manufacturer Hese Maschinenfabrik's systems to its portfolio.

As a result, it is now able to offer a broader range of products for mining and materials-handling customers, which will all be showcased at Electra Mining Africa 2016.

One of the major launches will be the Voith TurboBelt Hese pulleys. These are technically and economically optimised belt conveyor pulleys that are said to allow for a long product lifecycle. Hese pulleys have a service life of up to 10 years. Voith offers



customised pulleys for different applications such as drive pulleys, tail pulleys and bend pulleys. The TVVS Controlled-Fill Fluid Coupling model, used mainly in belt conveyor drives, will also be on show. The couplings are used to ensure smooth start-up and to protect the drive against overload and dampen torsional vibration, thus preventing unplanned downtime and increasing the lifetime of drives. 🌐

Continental rolls in new mining tyres at EMA

Continental will use Electra Mining Africa to present a range of new specialty tyres for heavy mining and earthmoving vehicles, for the very first time. The company says it is intensifying its activities outside the automotive sector and further expanding its industrial business, working towards its strategic aim of achieving a balanced customer portfolio. In the future, technologies for construction and material handling machines and vehicles will come increasingly into focus, says Paul van Zyl, marketing and sales administration manager, ContiTech South Africa.

"As Southern Africa's largest mining, industry and electric trade show, Electra Mining Africa is a valuable opportunity to connect with customers across the conveyor belting, industrial hose and heavy automotive markets," says Van Zyl.

A range of light, heavy and special application belts will also form a central part of the company's exhibition. Its heavy duty FortressXP conveyor belt is said to withstand arduous above-ground belting environments, with a new dual layer twill weave and improved yarn design for improved load bearing and greater rip, tear and impact resistance.

The CoalFlo conveyor belts are solid woven belts for underground mining, available in both PVC and PVG. They are said to provide high resistance against impact and slitting, high vulcanised splice strength and can be configured for ascent or descent up to 12° (PVC) and 15° (PVG). 🌐

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New Cats load in



The new Caterpillar L Series medium wheel loaders offer better fuel efficiency compared with the predecessor range.

Caterpillar has launched its new L Series medium wheel loaders, the 966L and 972L, said to apply proven technologies systematically and strategically to meet customers' high expectations for reliability, productivity, fuel efficiency and long service life. The new L Series medium wheel loaders are said to be more powerful and fuel-efficient than predecessor models, thanks to a range of improvements. These include a significant drive-train and hydraulic-system refinement; operator safety and convenience enhancements; proven Z-bar linkage; Cat Performance Series buckets; as well as options such as automatic traction control, enhanced ride control system and Cat Connect Technologies.

Heavy duty components, such as the Caterpillar designed ACERT engines, transmissions and axles, reduce the risk of premature wear resulting in increased uptime and reduced operating costs over the lifetime of the machine. The 966L and 972L are powered by the Cat C9.3 ACERT engine with maximum gross power ratings ranging from 227 to 242 kW (309 to 330 hp). The loaders' operating weights range from 23 000 to 25 000 kg.

The updated and refined Cat ACERT engines offer increased power of 10% in the 966L and 5% in the 972L (compared with the H series) to improve machine performance and response. The 966L and 972L use a 4F/4R planetary power-shift. A high-capacity torque converter in both models uses a lock-up clutch for efficient grade and high-speed performance, and the Caterpillar Advanced Productivity Electronically Controlled (APEC) control system maintains torque flow during range shifts for faster acceleration on ramps

and smoother shifts in the transmission's direct-drive mode.

In addition, the Integrated Braking System (IBS) regulates downshifting in proportion to the required braking force, resulting in smoother downshifts and increased deceleration control. The IBS prolongs service brake life, lengthens axle-oil change intervals, reduces axle-oil temperatures and improves transmission-neutraliser performance – resulting in faster cycles.

To expand the versatility of L Series models with work tools such as forks, grapple buckets, dozer blades, rakes and plows, the Cat Fusion Coupler System allows fast tool changes and provides performance identical to pin-on tools. The coupler's advanced wedging mechanism creates a tight, rattle-free attachment and long service life. The new models are also up to 15% more fuel efficient compared with H Series predecessors. The power-dense ACERT engines are said to burn less fuel by providing power and torque when needed. Cat's innovative powertrain, hydraulic, cooling and electronic systems intelligently lower average working engine speeds and reduce overall system heat loads, resulting in significantly improved performance and fuel efficiency. Furthermore, the Economy Mode is said to provide maximum fuel savings with minimal productivity impact.

Meanwhile, Cat LINK technologies, such as the Product Link system, help fleet owners manage equipment utilisation and lower owning and operating costs through the on-line VisionLink interface, which tracks critical items, such as location, hours, fuel usage, diagnostic codes and idle time. 🌱

KUBOTA'S U30 MINI-EXCAVATOR GAINS MORE GROUND IN KZN

Smith Power Equipment, the authorised Kubota distributor in South Africa, reports that the Japanese compact equipment manufacturer's U30 mini excavator is gaining popularity across South Africa, especially in the KwaZulu-Natal region.

Mike Docherty, owner of upcoming construction company Doc Con, has been impressed by the machine. "At first I was a little worried about the hydraulic power of the Kubota U30 as it is very small and compact, but I was later surprised," he says. "The machine has a great power to size ratio. It can work in a range of applications including digging trenches, closing trenches with the dozer blade, as well as anything else we may need from a machine three times its size."

For Docherty, the 1,8 ℓ of fuel per hour consumption rate is outstanding. "It is a very fuel-efficient, machine and has proven to be very reliable. In our business, controlling operational costs is vital and a machine that works with this sort of power, while it is so cost-efficient is a real boon to the business. We have had no problems with the U30 and our Kubota dealer in the area, Sameer, has given us a wonderful service overall."

Kubota excavators ushered in the future of compact construction machinery with advanced features such as Auto Idle and LCD panel with self-diagnosis function. The U30's Auto Idle system helps save up to 10% fuel. When the control levers are in neutral for more than four seconds, the engine idles automatically. When any control lever is moved, the engine immediately engages. This feature reduces noise, exhaust emissions and running costs. 🌱

The Kubota U30 comes with an Auto Idle system which helps save up to 10% fuel.



CASE holds inaugural sub-Saharan Eagle Days



The third day was dedicated to customers, with a product demonstration from expert CASE operators.

CASE Construction Equipment held its Eagle Days for the first time in the sub-Saharan region. The Eagle Days is a three-day event aimed at providing product and commercial training for sales professionals throughout the region and to show some of the company's product range to customers.

The event, held at the Johannesburg premises of dealer CSE, from July 19-21, included two days of training attended by salespeople from across South Africa, Mozambique, Uganda, Zambia, Namibia and Zimbabwe. The third day was dedicated to customers, with a product demonstration from expert CASE operators.

"The response to our Eagle Days event in Johannesburg was outstanding," says

Franco Invernizzi, senior business director of CNH Industrial Construction Equipment for Africa and Middle East. "Our CASE dealers throughout sub-Saharan Africa appreciated the work that had been put in by our EMEA Commercial Training team and the staff at CSE.

Several products including crawler excavators, graders, wheel loaders, backhoe loaders and skid steers were put through their paces in front of more than 120 customers. Among the machines on display were the 885B grader, the 821F wheel loader and the CX210B crawler excavator. The popular CASE 570T backhoe-loader and SR175 skid steer represented the company's light equipment range. 🌐

Lighting across diverse industries

Atlas Copco Portable Energy has launched its HiLight light tower range suited for multiple applications across diverse industries including mining, construction and road-making.

The new Atlas Copco LED light towers feature fully directional optic lens. The optic design, particularly suited for construction and mining applications, maximises practical light coverage while minimising "dark spots". A single LED light tower can illuminate up to 5 000 m² with an average brightness of 20 lux (model dependent).

Depending on the model, the LED light towers can operate for some 260 hours

between refuelling, while consuming less than 0,5 l of fuel per hour. This, according to David Stanford, Portable Energy business line manager at Atlas Copco, translates into a 70% reduction in carbon emissions.

The HiLight range, which comprises a full line of LED and Metal Halide models, has been expanded to seven models in total. Ideal for large construction sites where workers are constantly on the move, the premium HiLight H5+ comes with four LED lamps, each projecting 350 W of light. It can illuminate an area of 5,000 m². Due to their compact design, both the H5+ and the B5+ offer easy mass transportation and installation. 🌐

Gehl goes bigger and better

Gehl has developed bigger and better versions to complement its articulated loader range. The new models are the Gehl AL 650 and Gehl AL 750 with rated operating capacities of 2 800 and 3 300 kg respectively. The latter will be showcased at this year's Electra Mining Africa. "In addition to developing cost-effective machinery and equipment, after delivering the required equipment, standard or customised, we focus on providing customers with sound aftermarket support," says Lindsay Shankland, managing director of Manitou Southern Africa. "Our aim is to ensure they get the best value for money through effective equipment maintenance and support, long after the original purchase or rental agreement."

Deutz to power Sany

Chinese construction equipment maker Sany has entered into an engine supply agreement with German engine manufacturer Deutz. From the second half of this year, Sany will be powering its new SW405 wheel loaders with Deutz's TCD 7.8 diesel engine. Ideal for regulated markets, the Deutz TCD 7.8 engine produces 160 to 290 kW at 2 300 rpm. "We are delighted to have secured Sany as a customer in the field of construction machinery. Together we are looking ahead to a successful partnership," says Michael Wellenzohn, member of the Board of Management at Deutz AG, responsible for Sales/Service & Marketing.

Chicago Pneumatic launches new MV 504

Chicago Pneumatic has expanded its range of light compaction equipment with the introduction of a new mid-sized forward and reversible plate compactor. The MV 504 is said to be easy to operate and maintain, and is intended for deep and medium deep compaction of granular soils. "With its smooth operation, the MV 504 represents a great alternative to rollers when compacting soil in small areas," says Andrzej Mroziński, spokesperson for Light Compaction Equipment at Chicago Pneumatic. "In addition, it provides efficient performance and excellent traction, even on wet soil, helping operators to achieve the right compaction level." 🌐

CATERPILLAR ENDS MINI EXCAVATOR PACT WITH WACKER NEUSON

Caterpillar will shift design and production of its smallest hydraulic excavators to its own facilities beginning in 2018 as its six-year strategic alliance with Wacker Neuson is phased out.

Caterpillar says it will focus on growing its global mini excavator business as it leverages existing facilities and design teams to deliver cost-effective and efficient new machines weighing less than 3 t.

Its Building Construction Products Division will design and manufacture the new machines, building on the proven attributes of the larger Cat mini excavators. Five of the current models – the 301.4C, 301.7D, 301.7D CR, 302.2D and 302.4D – manufactured by Wacker Neuson, will phase out in mid-2018, and the 302.7D CR will phase out at the end of 2019. The 300.9D will also phase out at the end of 2019 or later if mutually agreed by both parties.

“Wacker Neuson has been an excellent alliance partner, providing Caterpillar high quality mini excavators in this smaller size class for the past several years,” says Korey Coon, general manager of mini hydraulic excavators and small track-type tractors at Caterpillar. “The market for these products has grown, and we believe that internally designing, manufacturing and distributing these excavators will provide an even higher value to our customers, dealers and shareholders.”

Spare parts availability, technical support



The Cat 301.7D, manufactured by Wacker Neuson, will phase out in mid-2018.

and warranty for current models will continue as Caterpillar and Wacker Neuson work together going forward. Other products

sold and serviced by Wacker Neuson at Cat dealers and rental stores will not be affected. ☀

Changing of the guard for Bell sales operation

South African articulated hauler specialist Bell Equipment has announced that renowned managing director of its Bell Equipment Sales South Africa (BESSA) division, Bokkie Coertze, will retire from his position in December 2016. Current BESSA financial director, Menzi Dumisa, has been groomed to take over the reins, the local manufacturer has announced.

Dumisa joined Bell Equipment in December 2007 as BESSA financial manager and became financial director in May 2011. In March 2015 his responsibilities were extended to include Bell-owned Africa operations as part of a group-wide restructuring process.

“Dumisa’s background may be in financial management but during his time with Bell he has worked closely with Coertze and developed a good understanding of our business and appreciation for our customer-focused approach. We are confident that his appointment will be a natural career progression,” says Gary Bell, Bell Equipment group chief executive. “Coertze has been a driving force



Bokkie Coertze will retire as MD of Bell Equipment Sales South Africa.



Menzi Dumisa will take over from Bokkie Coertze as MD of BESSA.

during his tenure as MD, providing motivation to his team and support to our customers during both the bullish times and the cyclical troughs. We thank him for his loyal service and leadership over the years,” says Bell.

The BESSA managing directorship is a key

position within the Bell Group, responsible for the management of operations at Bell Customer Service Centres throughout South Africa and the company’s African subsidiaries, including machines sales, after sales service and parts supply. ☀

DLA range ups Doosan's SA share

Doosan reports that it has significantly increased its position in the South African wheel loader market following the launch of its DLA wheel loader series in the local market some three years ago.

The DLA series comprises five wheel loaders – DL200A, DL250A, DL300A, DL420A and DL 550A – with bucket capacities between 2 and 4,5 m³. The machines are powered by Doosan Tier 2 engines, said to be less sensitive to fuel quality than Tier 3 engines, yet still offer reduced fuel consumption and low exhaust emissions.

Doosan's DLA Series machines come with a four-gear transmission and clutch cut off via a brake pedal. The transmission has three modes of operation – manual, automatic (automatic shift for all gears) and semi-automatic (automatic with a 'kick down' for first gear). A large capacity transmission oil cooler ensures stable operation of the transmission.

The DL300A and DL420A units, which are widely used in local conditions, have the flexibility to handle diverse applications, including the loading and transporting of granular materials, as well as bulk loads. The DL300A wheel loader is powered by an 8 ℓ Doosan DE08TIS engine delivering 156 kW



The Doosan DLA Series is ideal for diverse applications including the loading and transporting of granular materials, as well as bulk loads.

at 2 100 rpm, while the DL420A comes with a 11 ℓ Doosan DE12TIS engine producing 210 kW at 2 100 rpm.

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

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



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BIG KOMATSU GAINS FOR RENT-A-DOZER



Rent-a-Dozer staff (left to right): Marie Kirstein, Marna van Nieuwenhuizen, Hercu Nortje with owner Theodor Kleynhan.

Rent-A-Dozer, a Marble Hall, Limpopo-based plant hire specialist, continues to grow its fleet of Komatsu earthmoving machines for several reasons, but more importantly reliability and cost-effectiveness.

Theodor Kleynhans, owner of Rent-A-Dozer, explains that plant hire is a tough business; hard on people and even harder on machines. He believes reliability of machinery is a key success factor for this sort of business, and so is cost-effectiveness of machines. Kleynhans reveals that it cost him just R11 400 in parts to keep his fleet of 18 Komatsu machines, including excavators and dozers, in perfect working order in 2015.

Having started the plant hire business with refurbished a single dozer some 22 years back, followed by a dozen other refurbished machines years later, Rent-A-Dozer's first new purchase came in 2004 when it took delivery of a brand-new Komatsu PC200-7 excavator, which is still in service today.

It is from the experience gained in these early years that created the pillars on which Rent-A-Dozer has built a well-deserved reputation for the quality and reliability of its equipment, and a work ethic that is cost-effective. Kleynhans' strategy is based on three pillars: correct choice of equipment to suit an application; a rigid servicing schedule; and a deep-rooted respect for equipment.

"First of all, it is essential that a product be

used in an application for which it was originally designed. Like aviation, earthmoving equipment is not designed to fail, it is mostly when it is abused or there is a pilot/operator error, that things go wrong," he argues.

"We have never had a reliability problem with Komatsu equipment. Products are designed to perform and we have a servicing policy which ensures that we carry out preventative maintenance every 200 hours and a full lubrication service, including engine, transmission and hydraulics, every 1 000 hours."

For Kleynhans, the mathematical equation speaks for itself. "If you take into account what a machine can earn working trouble-free between service intervals, the maintenance costs are negligible. Decide for yourself – do you want to run a mechanical breakdown workshop or a plant hire business?" he asks.

Maintenance activities are not restricted to regulated service intervals. Every time a machine comes in from site it receives a thorough inspection, is cleansed and the radiators and electrical harnesses kept free of dust and mud. Another individual touch is that Kleynhans insists on tracking every outgoing machine onto low bed trailers prior to despatch. "This gives me an opportunity to inspect all the machines' functions and I can also check if there are any engine noises or vibrations which might give warning of a potential problem." 🌀

Vesconite Hilube seals work better for Zimbabwean plant hirer

Zimbabwe-based earthmoving-equipment hire business Replants Africa Investments says Vesconite Hilube seals are performing well on the company's bulldozer range's hydraulic shift transmission.

The company maintains and repairs its own equipment and even makes its own components in some cases. When the seals between the transmission housing and the rotating clutch housing on its bulldozer began to fail, Replants Africa Investments made its own Vesconite Hilube ones.

Doug Bawden, Replants Africa co-owner, notes that the original equipment manufacturer (OEM) seals he replaced were made of bronze, although another OEM makes the same part from hard plastic. Bawden was inspired by the hard-plastic design. He also appreciated the ease of manufacturing seals from Vesconite Hilube compared with brass or mild steel and that the 90°C temperatures that are common in bulldozer transmissions fell within the polymer's optimal temperature operating range.

Bawden, a former apprentice fitter and turner, turned plant-hire business owner, made the seals on a 1 m lathe. He turned the outside diameter to the same size as the inside diameter of the housing and bored the inside diameter out to 2 mm larger than the outside diameter of the inside of the groove in which the seals fitted. He parted the seal off around 0,2 mm narrower than the groove and, lastly, split the seal with a Stanley knife and a sharp blow.

"I installed the seals in May this year and so far they are working very well," says Bawden. "During the compressed air test to actuate each clutch to see if there are any leaks, they sealed better than the brand new OEM parts did." 🌀

Bolt & Engineering appointed SKF South Africa's distributor

SKF South Africa has appointed Bolt & Engineering Distributors Group as an authorised SKF Industrial distributor. Following the appointment, SKF now has 60 Industrial Authorised Distributors with an overall total of 169 distributors across southern Africa.

Bolt & Engineering is a leading supplier of engineering-related products to the construction and mining industries. The group's South African footprint spans Gauteng, North West Province, Free State,

Western Cape, Limpopo and Mpumalanga. The company operates from 11 locations throughout South Africa and the full SKF products and service portfolio will be available to industrial customers in the respective branch areas.

Anton Theunissen, SKF Distribution Development manager, says the recent expansion of the company's distributor network not only gives its customers improved access to SKF product and services, but that the strategic selection of SKF Authorised

Industrial Distributors ensures close proximity to its customer base.

"This facilitates effective planning and stock management, while enhancing the ability to service customers and end users in the shortest possible time. The partnership with our customers reduces asset downtime, while maintaining the best possible production levels, uptime and customer performance. It ultimately reduces total cost of ownership for our customers," says Theunissen. 🌀



The WR 250 is the most heavy-duty machine of Wirtgen's new WR generation.

SETTING NEW STANDARDS IN COLD RECYCLING AND SOIL STABILISATION

The WR 240 – one of three models of the new generation of Wirtgen cold recyclers and soil stabilisers – is not only powerful, but also covers a correspondingly large range of applications, the German road equipment manufacturer says.

With the world's largest range of recycler and soil stabiliser products, Wirtgen can offer the right solution for every application. With a six-cylinder engine rated at up to 455 kW, the WR 240 is the fleet's all-rounder and specialist for powerfully stabilising large areas of insufficiently cohesive soil.

In cold recycling, it demonstrates its prowess in reusing resources 100% when processing defective asphalt pavements. Numerous new features put it at the top of the class in terms of efficiency and economy. Machine output has been optimised by powerful motorisation with high torque reserves while engine power is transmitted directly and effectively, benefiting its milling performance.

Nine different rotor speeds guarantee optimum mixing performance, aided by

ultramodern computer-controlled metering technology with automatic monitoring to ensure exactly the right mix.

A spacious modern cabin with camera system and a driver's seat that can be turned through 90° ensures that the machine operator always has a clear all-round view of the machine and the job site. The cabin with large windows can be displaced beyond the right-hand edge of the machine, permitting a perfect and direct view of the milled edge. All-wheel steering and a separate steering angle on the rear axle ensure a small turning radius allowing swift manoeuvring at the end of short passages and in confined spaces.

Intuitive operation

Technical improvements focus not only on driving comfort, but also on easy operation. As a result, the operator can now control all the main basic functions easily and conveniently via the highly responsive multi-functional joystick in the right-hand armrest.

Automated processes, such as automatic lowering and raising of the milling and

mixing rotor, the ergonomically designed workplace and the innovative reverse assist function, make life easier for the operator and improve daily performance.

With the WR 200, Wirtgen says it is offering a smaller version of the WR 240. It boasts nearly identical features for both cold recycling and soil stabilisation. It shows off all its capabilities in these applications, specifically its manoeuvrability on small, tight construction sites. Furthermore, it requires no special transport permits and is therefore ideal for one-day jobs.

The WR 250 is the most heavy-duty machine of the new WR generation. It is designed for stabilising heavy, swampy soils and is also a perfect solution for recycling and pulverisation jobs, where it turns roadways up to 25 cm thick into homogenous granulate.

What is new is the option of also operating the milling drum from the cabin, making it possible to flexibly activate a number of milling drum speeds. The milling drum design tailored to the WR 250's high output helps to achieve outstanding mix quality at a high feed rate. 🌟



The Hyster® range of materials handling equipment is one of the most complete offerings in the market.

‘WHATEVER THE APPLICATION, WE HAVE A LIFT TRUCK FOR YOU’

The highly diverse Southern African materials handling market requires lift truck suppliers to meet customer needs across a wide spectrum – from high-end technologies able to optimise complex supply chains to utility forklifts for intermittent usage. With its evolving Hyster® and UTILEV® lift truck ranges, Barloworld Handling is continuously enhancing its offering to give customers greater choice to match their application.

“As a global leader in materials handling equipment, Hyster has been increasingly focused on providing application specific lift truck solutions since it knows that customers derive the best value and reliability from choosing exactly the right truck for their environment,” says Boikanyo Mazibuko, deputy CEO at Barloworld Handling. “Together with UTILEV®, its utility sister brand, Hyster enables us to provide solutions tailored to Southern African conditions, and to our customers’ widely differing operational and cost-of-operation requirements.”

Adding value to customers’ materials handling operations involves much more than mere lift truck design. It includes understanding the exact operating conditions and priorities (such as dependability, ergonomics required, number of shifts per day and productivity) and then selecting the best configuration for the operation.

Indoor, outdoor, regular or intense operation, across the most diverse industries and

applications, there’s a Hyster® or UTILEV® lift truck that fits the customer profile.

140+ Hyster® models

Building on its heritage of excellence, Hyster today has more than 140 IC, electric and LPG models covering the spectrum of load handling requirements – from specialised warehouse equipment to container handling trucks, suitable for handling all types of palletised or non-palletised loads up to 48 t.

A wide selection of options and additional fittings allows trucks to be tailored to the particular needs and conditions of customers’ applications. “Hyster® IC trucks, for example, have 74 possible model and powertrain combinations, allowing them to be matched precisely to your operation, ensuring maximum reliability and productivity,” says Mazibuko.

As well as having a wide choice of standard models, designed to fulfil the vast majority of needs, the Hyster Special Engineering Division caters for those highly specific requirements of customers operating in exceptional conditions.

“Combining innovative design, industrial-strength components and state-of-the-art ergonomics, Hyster® lift trucks are designed for reliability and low cost of operation, along with operator comfort and productivity,” says Mazibuko. “The aim is maximum uptime, maximum productivity and serviceability, and ensuring reduced lifetime costs for our customers.”

“Hyster is constantly innovating to meet changing customer requirements and we’ll

soon be launching a product the market has been asking for for some time now. More on that will follow in the near future.”

Utility lift trucks

Further broadening the choice for local customers, Barloworld Handling also offers a range of UTILEV® lift trucks, providing a reliable answer to simple, everyday materials handling and lighter-duty application needs, but with the same level of backup and support experienced by Hyster® customers. Designed to meet uptime targets while keeping operating costs low, the range has found great favour in the local market. It includes IC-powered counterbalance forklifts with lifting capacities of 1,5 to 10 t and an electric range from 1,3 to 2 t.

“At Barloworld Handling, we know that lift truck users have differing needs. This is why we have started to follow a tiered approach that we believe is unique in the market,” says Mazibuko. “Our ability to match performance to the specific operating requirements of our customers ensures they will always have the right truck for their environment, whether it’s a premium, standard or utility model, delivering low cost of ownership across the spectrum.”

For more information on Barloworld Handling, its product range and solutions, please contact your nearest Barloworld Handling branch, call 0860 HYSTER (497837) toll-free or visit barloworldhandling.co.za

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AFRICA'S DEAL-CENTRIC PLATFORM

Exhibitions are valuable for original equipment manufacturers (OEMs) and equipment owners alike, because they allow businesses to meet the people that matter to them in one place, including existing customers, new prospects, suppliers, investors and key decision makers in the targeted industries.

For African mining, construction and industrial sectors, there is no such better platform than Electra Mining Africa; it is a great platform to learn of newer technologies that, in most cases, are predominantly upgrades or radical redesigns of what is currently available in the market.

Scheduled for 12-16 September 2016 at the Nasrec Expo Centre in Johannesburg, South Africa, this year's Electra Mining will see a total of 850 local and international exhibitors showcasing their products, services, technologies and trends.

PDS in the limelight

Following the recent promulgation of legislation compelling the mandatory use of proximity detection systems on South Africa's opencast mines, including quarries, one of the technologies likely to be in the limelight will be the Proximity Detection System (PDS). Prior to the promulgation of the legislation, there were about four

New products are at all times at the centre of every trade fair. OEMs are targeting this year's Electra Mining Africa as the perfect launch pad for their new offerings, while fleet owners are embracing it as a platform to shop around for their equipment and technological needs in one place, writes Munesu Shoko.

suppliers of PDS technology in South Africa. To date, in excess of 40 suppliers are vying for a share of this market.

Among the leading manufacturers of PDS technology is local supplier Booyco Electronics. Managing director Anton Lourens tells *Capital Equipment News* that one of the major highlights at the company's Electra Mining stand will be its PPS for surface operations, which is an enhancement to the Booyco PDS which is already considered to be a leading system for underground mining operations. "Following further development, the system now includes GPS, providing a fit-for-purpose solution for surface operations," says Lourens.

"Visitors to the Booyco Electronics stand at Electra Mining Africa 2016 will also be able to have a look at our BEAMS offering, an asset management system that allows accurate real time management of data," adds Lourens. The technology allows operations to actively monitor assets and enhance safe-

ty. It also affords easy access to information for production reporting.

Lourens says there has definitely been an increased interest in Booyco Electronics' PDS technology following the promulgation of the legislation in South Africa. However, he believes that there is still need to educate end users about the differences between technologies available in the market. "When it comes to something as critical as the safety of people, there is need to be sure that the system applied is fit for a particular purpose, reliable and will perform in accordance with the prescribed performance parameters," adds Lourens.

Lourens believes Electra Mining is a perfect platform for the company to engage the African mining fraternity and showcase the capabilities of Booyco Electronics' PDS offering. He is of the view that South African miners and their SADC counterparts, to some extent, have gone down the PDS road further



QUICK TAKE:



Proximity Detection Systems to draw a lot of attention following legislation.



Communication and automation solutions in the limelight.



Several safety equipment suppliers to showcase latest offerings.



Suppliers believe mining will rebound despite current difficulties

Electra Mining Africa 2016 will see a total of 850 local and international exhibitors showcasing their products, services, technologies and trends.

than their African peers, primarily because of legislation compelling the obligatory use of the technology. This is complemented by the fact that South African miners have also been following the development of these technologies for a while now.

Focus on safety

Mining and construction are two industries renowned for their stringent focus on safety. In today's operating conditions where fatalities and injuries are definitely out of question, safety is probably the most important aspect on any mining and construction site. With that in mind, several safety equipment suppliers will use Electra Mining Africa 2016 to showcase their latest offerings available for these safety-conscious industries.

North Safety Products Africa (NSPA), one of South Africa's leading makers of personal protection and safety equipment – ranging from respiratory and hearing protection to general protective clothing and footwear – will showcase its full range of products designed to mitigate various hazards mining workers are exposed to.

"Electra Mining is a platform which gives any personal protection or mining supplier the opportunity to meet operational personnel and decision makers. It also gives us

the platform to showcase our broad product spectrum," says Lizette Kasselmann, head of marketing at NSPA.

A particular focus for NSPA at this year's Electra Mining is the addition of critical engineering and consumable products to its current range of safety protective apparel. "The decision was based on our customers requesting a one-stop solution to their needs," says Kasselmann.

Meanwhile, MSA Africa, an international manufacturer of safety products, will be using Electra Mining to introduce several of its new technologies as part of its total solutions approach. Product marketing manager Suraksha Mohun says the exhibition will be an invaluable platform for MSA Africa to introduce the latest technology to the mining industry, where health and safety are of paramount importance.

A key example of MSA Africa's latest developments is the integration of its new Thermal Imaging Camera (TIC) technology into the G1 Self-Contained-Breathing Apparatus (SCBA) control module. This means that every firefighter can now have TIC on hand, which represents a significant boost in personnel safety, says Mohun.

MSA Africa will also display the latest products and technologies from its newest acquisition, Latchways, a UK specialist in the

"When it comes to something as critical as the safety of people, there is need to be sure that the system applied is fit for a particular purpose, reliable and will perform in accordance with the prescribed performance parameters."

manufacture of horizontal lifelines and vertical fall arrest systems. "Another innovation that we will be featuring at Electra Mining is our latest Bluetooth technology which allows for gas-detection equipment to be monitored via a smartphone, for example," says Mohun.

"Our whole approach is based on being a holistic solutions provider, as opposed to being perceived as a traditional supplier of standalone products. We want to showcase how the company has grown and evolved in being able to meet all the requirements of our diverse customer base," adds Mohun.



Anton Lourens, MD of Booyco Electronics, sees Electra Mining as an ideal platform to engage with the African mining fraternity.

“Electra Mining is a platform which grants any personal protection or mining supplier the opportunity to meet operational personnel and decision makers.”

New launches abound

Elsewhere, Becker Mining will be showcasing a wide range of its mechanical and electronic products. This year's exhibit will display the company's communication and automation solutions, energy distribution systems, electronic mining products and transportation systems.

“In today's severely depressed mining environment, we expect Electra Mining to provide important growth opportunities for companies in the mining and industrial sectors,” says Tom Searle, senior general manager: mechanical, gold and export at Becker Mining South Africa.

Becker Mining's equipment is manufactured through its wholly-owned South African manufacturing companies. These are EMIS, for electrical energy distribution systems; Bellambie Mining & Industrial for hoist rope attachments, roof support systems and lifting equipment; and Becker Electronics for electronic automation and communication systems. The company's products on show will include shaft safety components, underground and tunnel supports, transport systems, as well as communication and collision avoidance systems.



Becker Mining South Africa will use Electra Mining 2016 to showcase its communication and automation solutions, as well as electronic mining products.



Raymond Obermeyer, MD of SEW-EURODRIVE, believes Electra mining is a perfect platform to meet existing and potential new customers.



Booyco Electronics will use Electra Mining Africa 2016 to showcase its Proximity Detection System for surface operations.

Despite the current downward trend in mining commodity prices, Searle is optimistic of what the future holds. “Becker Mining has endured difficult trading conditions in the local mining industry. Although the local operation has been forced to downsize, measures are in place to optimise our production and sales capabilities,” he says. “With the anticipated recovery of commodity prices, we predict an upturn in business, with increased awareness of safety and improved methods of preventing injuries and loss of lives.”

Elsewhere, SEW-EURODRIVE, which has had a presence at Electra Mining since the 1980s, will use the exhibition to unveil a range of new products. “Electra Mining is the largest exhibition of its kind in Africa. Therefore, it is important for us to be there,” says managing director Raymond Obermeyer. “We see Electra mining as an opportunity to welcome existing and potential new customers to our brand and product range.”

New products to be launched include the DRN series of asynchronous motors. The new motor range is fully downward-compatible with all SEW-EURODRIVE's existing products. Another new product making its debut is the X-Series agitator, based on a modular concept that incorporates many parts from the company's standard product platform. Features include an integrated extended bearing distance (moderate and

heavy-duty), integrated drywell sealing and pressure lubrication as well as a thermally-optimised housing.

Demag lifts stakes high

For industrial crane manufacturer, Demag, the major highlight of its Electra Mining Africa 2016 exhibit will be its newly-launched V-Type crane girder. It was initially launched in sub-Saharan Africa in March this year. “We chose Electra Mining Africa 2016 as it is sub-Saharan Africa's premier event which has always been well-attended,” says Richard Roughley, senior sales & marketing manager at Demag, adding that the V-Type crane girder will be available at highly-discounted prices at the exhibition.

Regardless of the model type selected, the V-Type crane girder can be adapted easily to any building shape. It is said to be an ideal solution for both existing buildings and new construction projects. A particular feature of the crane is that tapered diaphragm joints have replaced the solid box-section design of conventional cranes. Tapered diaphragm joints are said to accommodate pressure and tensile forces more effectively to reduce resonant frequency by 30%. Consequently, the V-Type crane girder is 17% lighter than comparable cranes with box-section girders. ⚙️

BMG HIGHLIGHTS ENGINEERING SOLUTIONS AT ELECTRA MINING

BMG will use this year's Electra Mining exhibition to highlight its integrated engineering solutions and technical services aimed at optimising productivity and enhance process plant operating reliability.

"The focal point of this year's exhibit will be a display of the company's extensive electro-mechanical range, which will include representative examples of industrial drive systems as specified by major users in southern Africa. Exhibits will feature products from Nord, Sumitomo and Paramax, with whom BMG holds exclusive distribution agreements," says Mark Barbour, BMG business unit manager, electromechanical drives.

"Since BMG's acquisition of Hansen Transmissions South Africa in 2015, the company has broadened its mechanical drives range and strengthened its long-term partnership with Sumitomo as the sole distributor of Sumitomo's speed reducers in sub-Saharan Africa.

"Another highlight is the R350 million expansion of BMG's company's distribution and engineering facilities – BMG World. The objective of this development

programme, which is nearing completion, is to centralise functional and support operations onto one site to improve supply chain processes across the group. Through this rationalisation initiative, BMG strives to achieve cost optimisation, improve regionalised branch office support and enhance customer service capability," adds Barbour.

BMG's technical resources centre is said to offer services which positively influence a company's operating efficiencies, by ensuring maximised mechanical reliability of plant and machinery. Services include technical applications consulting, product and system design, on-site process analysis, lab and on-site oil analysis, product quality control and assurance, as well as condition monitoring services.

BMG World will also be home to field



services. The company now has 140 mobile technicians with specialist technical skills and equipment to conduct break-down and routine maintenance on plant. This team carries out trouble shooting and advises on possible productivity improvements to ensure maximum plant output and reliability. 🌐

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AT THE PAVING EDGE

As the construction contracting fraternity fights to remain in business in the face of very few and far between projects and lower margins, there is a growing expectation from road contractors that modern machinery should play a crucial role in speeding up processes on sites. Several new launches in the asphalt paver space, with advanced technological enhancements for better integration of paving workflows, are set to address road contractors' productivity concerns. By Munesu Shoko.

Increased road traffic calls for continuous construction and improvement of roads in Africa, both in urban and rural areas, and will likely fuel the asphalt paver market. South Africa remains one of the advanced paver markets on the continent, as the establishment of modern roads and heavy expenditure on road maintenance in the country continue to take centre stage.

Bearing in mind that an asphalt paver is one of the idle pieces of equipment on a

road construction site, only deployed to work a few hours per day, fleet replacement programmes are not as intensive as those for other road construction machines. For that reason, the paver market in South Africa, at its best, only accounts for about 18 units per year.

It is also important to note that this is a specialised piece of equipment, calling for expert backup support, a big strength for most specialised original equipment manufacturers (OEMs) in the road construction

equipment space. Competition is rife, with several OEMs vying for a share of the market. Some of the names that come to mind as far as asphalt pavers are concerned include Wirtgen, with its Vögele range, Atlas Copco, with its Dynapac range, Bomag, Caterpillar, Volvo Construction Equipment (CE) and Ammann. A host of Chinese OEM's have also since ventured into the paver market. These include XCMG, Sany Heavy Industries and Zoomlion, to mention a few. However, due to the specialised nature of this machinery, European players, with their premium offerings, have a considerable market share.

Several recent launches from Vögele, Dynapac, Caterpillar and Volvo CE are testimony that this technology continues to evolve.

Innovation paves in

German road construction equipment specialist Vögele recently used Bauma 2016 to show its Super 1800-3i SprayJet, an innovative spray paver with a new operating concept. One key feature is that the operation of the spray module has been integrated into the ErgoPlus 3



QUICK FACTS

Road development accounts for 25% of overall revenue share for paver demand globally

25%

Unpaved roads account for 40% of the global road network

40%

Only up to 60% of roads are currently paved globally

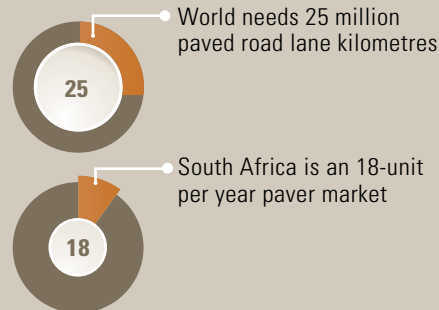
60%

16%

20%

50%

70%



operating concept. The module is designed as a completely self-contained functional unit. The modular design allows the 1800-3i SprayJet to be used both as a spray paver and as a conventional asphalt paver. The paver has a maximum spray width of 6 m. As a conventional asphalt paver without spray function, it can pave widths of up to 9 m.

Rehabilitating roads by replacing the surface course is highly cost-effective and eco-friendly process, and is increasingly becoming popular in many countries, according to Michael Hecker, senior sales manager for southern Europe and Africa at Vögele. "The Vögele 1800-3i SprayJet is a cutting-edge concept that is not only ideal for paving thin layers hot on spray seal or tack coat, but also interesting for many non-specialised road building companies,"

he says. The SprayJet module is said to be an economical and clean alternative wherever emulsion is sprayed before paving with asphalt.

The new SprayJet module also comes with several innovations. The insulated emulsion tank, for instance, now has capacity of 2 100 ℓ. The capacity can be increased to 7 100 ℓ with an optional additional emulsion tank. The integrated electric heating (27 kW) ensures that the emulsion is reliably maintained at the ideal temperature for spraying. Additionally, a heated emulsion pump circulates the bitumen emulsion in the tank, thus ensuring that it is permanently homogenised. A new additional filler port on the left-hand side of the "Dash 3" spray module makes for greater flexibility when refilling. Designed with uptime in mind, all the main service points are readily accessi-

ble behind large service panels, even with the spray module installed.

More advanced features

The Super 1800-3i SprayJet is equipped with five spray bars. The front spray bar has six spray nozzles and is located between the machine's crawler tracks right behind the push-rollers. An articulated spray bar installed on each side of the paver comes with seven nozzles per side. A short spray bar with two nozzles is provided right behind each crawler track.

The arrangement of the spray bars allows full coverage of the existing surface with emulsion, even when the pave width varies. The rate of spread can be selected accurately within the range of 0,3 and 1,6 kg/m². The SprayJet nozzles do not spray the emulsion continuously, but operate instead in pulsed mode.



Atlas Copco's F1700 is designed for better paving quality.



Caterpillar's AP655F is a rubber track paver equipped the exclusive Mobil-Trac undercarriage.

The frequency of the spray pulses is adjusted automatically as a function of the selected rate of spread, pave speed and pave width. As a result, the existing surface can be completely covered with a uniform film of emulsion, without any overlaps. Emulsion is applied at an exceedingly low spray pressure of no more than 3 bar. In combination with the spray nozzles, this allows the emulsion to be sprayed cleanly and without harming the environment.

The new spray paver also includes all the features of the "Dash 3" paver generation. The Vögele EcoPlus package, for instance, significantly reduces both fuel consumption and noise levels. The AutoSet Plus functions ensure quick and safe relocation of the paver on site and make it possible to store individual, frequently recurring paving programmes.

Paving to new heights

Atlas Copco Construction Technique has launched its new Dynapac SD2500 PLC (Programmable Logic Control) to the southern African market.

Neville Marthinussen, Atlas Copco Construction Technique business line manager, Dynapac Road Construction Equipment, says the newly launched Dynapac SD2500 PLC large tracked and wheeled paver line, which complements the company's F1700 and F2500 electric range, is engineered to take paving quality, which is measured in ride-ability, compaction, evenness and profile, "to new heights".

The SD2500's host of features, including an intelligent logic control system and an efficient drive system, are focused on high performance screed, smooth material flow, efficiency, ergonomics and low maintenance

and service. "In addition, the SD2500 features a unique safe impact system that absorbs the impact during truck docking and eliminates segregation of material on the asphalt mat, and further improves asphalt finish and ride-ability," says Marthinussen. "The system, which consists of a hydraulic anti-shock push roller, also extends the docking length to give flexibility when working with different truck models."

When it comes to screed stability, Dynapac's patented four-guiding tube principle is said to deliver greater results. Marthinussen explains that no supporting rods are required for the screed, which reduces start-up paving time and increases available productive hours, particularly during limited working time either due to inclement weather and/or access to road due to traffic requirements. All Dynapac screeds are free floating, ensuring greater paving results.

Another key feature of the SD2500 range is PaveManager 2.0, which optimises work flow. The intelligent control system monitors the complete paving process including pave parameters, pave memory function and automatic crown and slope settings. Marthinussen also points out that paving programmes can be conveniently set from outside the machine through the PLC.

The SD2500's optimised, longer hopper has a low dump height for fast and easy material transfer from trucks. The machine's slim gearbox and enlarged feeder tunnel allow homogeneity of mixture, despite the high material throughput of up to 1 100 t per hour.

Powered by a Cummins QSB6.7 diesel engine with emission stage IIIA or stage IIIB, the SD2500's components are direct, easy and rapidly accessible from the ground

without any height adjustment required from the service technician, saving time and money. The maintenance process is further simplified by the large number of plug-and-play components.

Cat paves in

Elsewhere, Caterpillar has stated its intentions to gun for a sizeable share of the paving market with the recent expansion of its entire paving range. Its southern African dealer Barloworld Equipment recently launched the AP600F, a medium to high production paver said to be a radical makeover of its predecessor range, the D-series.

At the heart of the paver are its fuel-saving enhancements, according to Johan Hartman, Barloworld Equipment's paving product manager. The Cat C7.1 ACERT engine, a now standard Eco-mode and an integrated generator in the paver's new screed heating system, combine for significant fuel savings compared with pavers in this class size.

The game changer on the AP600F is the quick-heating screed system which cuts heating times by half. An integrated generator is the power behind the new screed heating system and it is derived from Cat's D7E electric-drive dozer. The same team that designed and engineered the dozer developed the system for the paver. A key advantage is that it heats the asphalt material only when required, significantly enhancing fuel economy.

Operating as a core part of the machine, the generator is connected directly to the paver's engine, and along with the heat distribution system of the new SE50 and SE60 screed platforms, it heats the asphalt to the appropriate temperature in just 15 minutes,



The Volvo P4820D ABG comes with paving widths from 2 m to 6,5 m.

Key specifications

Model	Volvo P4820D ABG
Basic paving width	2,5 m
Max paving width	6,5 m
Max paving thickness	300 mm
Paving output	500 t/h
Hopper capacity	12,5 t

well down from the 30 to 45 minutes on the predecessor range. When heating, the paver runs at 1 300 rpm, way lower than the machine's 2 200 rpm maximum.

Apart from fuel economy, lower rpm translates into a quieter working environment, allowing the machine to be deployed on residential jobsites. The AP600F has a standard paving width of 2,5 to 5 m, which can be extended to 6,5 m with the SE50 V screed and to 8 m with the SE50 VT. With the SE60 V, maximum paving width can be extended to 7,65 m.

Jack of all trades

Earlier this year, Volvo CE used Bauma Munich to launch its new compact P4820D ABG said to come with features often seen in larger Volvo pavers, allowing it to handle both smaller inner-city jobs and bigger intercity projects. With paving widths from 2 to 6,5 m, the P4820D ABG is a versatile paver that can be deployed on an array of applications such as walkways, parking areas, private drives, inner and intercity roads, gravel roads, national roads and even highways.

The larger hopper capacity translates into uninterrupted material supply, keeping

“The paver comes with an advanced EPM 3 system meant to optimise the machine for specific applications.”

the paver moving at a constant speed and reducing stop and starts for a smoother finish. A hydraulic front apron assists with emptying the front area of the hopper to avoid spillage and manual cleaning.

The paver comes with an advanced Electronic Paver Management (EPM 3) system meant to optimise the machine for specific applications and increase overall machine control, leaving the operator to focus on the job at hand. Its settings manager feature allows the operator to store and save customised settings for individual projects. When undertaking identical paving projects, the operator can recall saved parameters within the EPM 3, simplifying the initial machine set-up to begin paving quickly. Once paving is under way, fine-tuning can be made to optimise performance and productivity.

The new Volvo electronic intelligent system on the P4820D ABG features the default Eco Mode which matches engine output during paving, thereby extending engine and component life. Eco Mode can reduce fuel consumption by up to 30%, while the EPM 3 monitors average fuel consumption, shows fuel usage and remaining fuel run time. ⚙️

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WHEN SERVICE PAYS DIVIDENDS

For Afrigrit, a South African specialist in rehabilitation of slag dumps and mineral separation, every piece of equipment is as good as its service. Based on that understanding, it has bolstered its LiuGong wheel loader fleet, a decision largely influenced by sound backup support and parts availability from local dealer Burgers Equipment & Spares. By *Munesu Shoko*.

Afrigrit runs a 24/7 operation at its Witbank, Mpumalanga, South Africa factory where it primarily loads, hauls and screens chrome slag for chrome recovery, as well as treating waste material to produce sand-blasting sand. In 1996, the company started its business pri-

marily producing sand-blasting sand out of chrome slag. It eventually expanded with the recovery of chrome from waste material on behalf of Ferro Metals.

For a round-the-clock venture of this nature, equipment downtime and uptime are sink or swim factors. For Marius Pick, owner of Afrigrit, an hour lost through downtime

is money through the drain, while a piece of equipment that has high availability is a boon on site. A cunning businessman in every aspect of the word, Pick doesn't leave anything to chance as far as the health of his fleet of equipment is concerned.

While reliability of equipment is a prime factor when investing in Afrigrit's equipment needs, backup service and parts availability are up the company's checklist too. For Pick, quality of equipment – whether premium or value brand – is one thing, but backup support, is quite another.

Based on this notion, the company has further expanded its LiuGong wheel loader fleet with the recent purchase of a new 17 t CLG856H model from Burgers Equipment & Spares, LiuGong's dealer in South Africa and Namibia. The new acquisition joins an existing fleet of two other LiuGong CLG856 wheel loaders, as well as a LiuGong forklift



SITE HIGHLIGHTS



Strong focus on preventative maintenance



Backup service a key consideration when buying equipment



Intense focus on operator training

of its first CLG856, Afrigrit didn't waste time to invest in its second CLG856 unit in April 2015. The two loaders are loading processing plants at one of Afrigrit's contracts at Ferro Metals. They are said to be working beyond expectations. When **Capital Equipment News** visited the site, the first unit had clocked over 6 000 hours in a space of less than five months. The second CLG856 unit had already amassed about 4 400 hours in a space of just under three months.

CLG856H loads in

In July this year, Afrigrit further expanded its fleet with the purchase of a new CLG856H, an upgrade of the CLG856 model. "The ruggedness and reliability of the LiuGong loaders in our challenging, dusty conditions, coupled with service and parts support from Burgers, were key factors in our expansion of the fleet," says Pick. "We have had a very good experience with the loaders. We haven't experienced any form of downtime with our recent purchases compared to our first ZL50. This is largely as a result of the hands-on approach from Burgers."

carrying out several material handling duties on site. The recent purchase of the new wheel loader brings to five the number of LiuGong machines Afrigrit has owned and operated in the past few years.

A ZL50 wheel loader bought some four years ago from the previous dealer was the first ever LiuGong machine to be owned by Afrigrit. The company's experience with its first LiuGong machine was one to forget,

according to Pick. The predecessor dealer's lacklustre backup support and dreary parts provision were issues Afrigrit had to put up with. Strong in-house maintenance capability saved the day. It eventually ran the loader until it had over 18 000 hours on the clock, before it was traded in for a LiuGong CLG856 in February 2015.

Pleased with Burgers Equipment & Spares' sound backup support and the performance



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With the newly-acquired CLG856H are Marius Pick, owner of Afrigrit (left) and Wally Ackerman, sales manager at Burgers Equipment & Spares.



One of Afrigrit's Bell B25D articulated haulers has clocked over 40 000 operating hours.



A Liugong forklift carries out various material handling duties at Afrigrit's Witbank workshop.

Apart from the Liugong units, Afrigrit also has several other loader brands in its stable. Pick tells *Capital Equipment News* that the performance of the Liugong machines is prompting the fleet owner to consider replacing some of the existing wheel loaders from some premium suppliers. "We will probably replace some of the existing brands in our stable with Liugong loaders. Some of these units are becoming too expensive, both to buy and maintain them," says Pick.

Apart from the ruggedness and sound service provision, fuel efficiency is said to be one of the biggest benefits of the Liugong loaders. The two CLG856 units consume between 12,3 l and 13,5 l per hour, according to Pick. Powered by a Cummins CLG856H engine said to be a low-consumption motor that doesn't sacrifice power with its 162 kW at 2 200 rpm capacity, the CLG856H also comes with the tried and tested ZF 4WG200 automatic shift transmission with kick-down for energy saving and efficient operation.

The CLG856H's improved carrying capac-

ity was another key attraction for Afrigrit. Thanks to a redesigned and reinforced axle housing and main transmission, the machine's carrying capacity has been enhanced by as much as 40% compared with the predecessor model. The changes have also increased the average lifecycle of the machine by 250%, according to Wally Ackerman, sales manager at Burgers Equipment & Spares.

Strict service routines

To get the best machine availability and increase the lifecycles of its equipment, Afrigrit sticks to a strict fleet maintenance regime which Pick says has been, over the years, a winning blueprint for a company that runs a strong 50-unit fleet.

For all its yellow metal equipment, a 250-hour service interval, followed by a major 1 000-hour overhaul, is the norm. Due to the 24/7 nature of the operation, the 250-hour intervals, in most circumstances, translate into weekly service periods. At a time when money is this tight,

Pick believes the relentless focus on preventative maintenance continues to save the company large sums of capital through reduced fleet replacement programmes. "For every piece of equipment we own, strict maintenance schedules are always adhered to. This helps extend the lifecycles of our equipment. We run our gear until it becomes too costly to own," says Pick.

Speaking of lengthy equipment lifecycles, a case in point is one of the company's Bell B25D articulated hauler units. The company runs a total of four Bell B25D articulated dump trucks, but the jewel in the crown is one of its haulers which has clocked in excess of 40 000 hours, and counting.

Operator training

Another key intervention is the appointment of an onsite agency conducting operator training for all Afrigrit equipment operators. Pick reasons that properly trained operators on the job site can benefit the company's bottom line in a number of ways, including overall efficiency and job site safety.



“The ruggedness and reliability of the LiuGong loaders in our challenging, dusty conditions, coupled with service and parts support from Burgers, were key factors in our expansion of the fleet.”

Afrigit’s operators are exposed to regular training, affording them the ability to operate machines at optimal performance to get the job done right and fast. From a safety point of view, Pick believes it is essential for any operator to know and understand the machine they are operating. This ensures increased safety and minimises the risk of accidents or injuries on the job site.

Operator training is also helping the company protect its investment through the longevity of its machines. Well-trained operators are also said to properly use, store and transport the machines without damages. Training also helps operators understand the benefit of routine maintenance checks and identifying potential issues early, especially when they can typically be fixed faster and less expensively. 🌟



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Shane Naude (left) and Kobus van der Merwe believe their focus on aftermarket support will be a key growth driver for EarthComp.

EXPERIENCE IS THE BEST TEACHER

Leveraging many years of experience in the equipment industry, business partners Kobus van der Merwe and Shane Naude believe that EarthComp's immediate success hinges on provision of supreme backup support. This is complemented by a diversified product offering ranging from new and used earthmoving equipment to compressors and used trucks, allowing the company to tread in diverse market segments. *By Munesu Shoko.*

Munesu Shoko (MS): EarthComp is a diversified supplier of several equipment brands. Tell me more about your business.

Kobus van der Merwe (KvdM): Based in Middleburg, Mpumalanga, we officially launched EarthComp some four months ago. We are the authorised sub-dealer of Kemach JCB in Middleburg, responsible for distribution and aftermarket support of the full JCB range supplied by Kemach JCB. We are also the authorised distributor for CompAir's full mobile and static range of compressors. We have also taken up a distributorship role for Apex Truck & Trailer in Mpumalanga, supplying its used

truck range. Apart from that, we also buy and sell used equipment. Our key focus is to offer unparalleled aftermarket support service for every piece of equipment we supply. For that reason, we are only targeting a market within a radius of 100 km from our Middleburg workshop. This allows us to give proper, quick service to our customers.

MS: Why did you opt to set up in Middleburg?

Shane Naude (SN): We realised we had to be strategically located to service and support customers in the coal mining fields of Middelburg and the surrounds.

Due to the 24/7 nature of the coal mining business, fast service turnaround times are very crucial, while downtime is obviously out of question for this industry. To try and service this area, say from Johannesburg, is unrealistic. From a backup service point of view, you are already running an hour late by the time you get to Middleburg from Johannesburg.

We also saw a big service gap in the massive Middleburg market. With most of the big equipment suppliers targeting big mining fleet operators in the area, smaller fleet owners in other key market segments such as construction and agriculture tend to be side-lined. We believe there is vast untapped potential within this market tier. There are constant road construction projects on the go, and we believe we are positioned to service the needs of these construction contractors with our range of JCB excavators, backhoe and wheel loaders, as well as the mobile compressor range from CompAir. We also see unexploited opportunity in the local farming community. Due to the flexible structure of our business, we are well positioned to service even small-scale farmers operating a single TLB.

MS: How are you faring in the first few months of operation?

SN: We are very optimistic. Bear in mind that we are already riding on the good reputation of most of the brands we sell and support. To give you an idea, we already support about 360 existing Kemach JCB customers in the Middleburg area. In total, we will have access to more than 500 existing JCB equipment owners in the area.

KvdM: Our competitive edge is that we have reputable brands in our stable. For example, JCB is the market leader in the TLB market, and with very good support, which is our key focus, we will further increase market share. The same goes for Apex Truck & Trailer, which is a very reputable used truck dealer in South Africa. CompAir is also one of the preferred suppliers of air compressor systems in South Africa, renowned for its superior quality and excellent customer service and support.

MS: You mentioned reputation, which is so key in this business. The two of you have done the hard yards and earned your keep in the equipment industry. What difference do you think your experience will make for the success of EarthComp?

SN: Coming from big corporates, we have seen that there is a lot of protocol within their structures. Service and parts turnaround times from big corporates tend to be longer than envisaged by customers, primarily because of the unending procedures. Our strength is that we are small enough to keep tabs on all customer groups, but big enough to care. We understand that an hour lost through machine downtime is money lost for the fleet owner. So, when they want support, they want it now. This is where we come in.

MS: What are some of your immediate goals?

KvdM: The immediate goal is to further grow the JCB brand in the Middleburg area, mainly through strong aftermarket provision. We understand the importance of service and maintenance for us to achieve this feat. We are focused on service and support more than anything else. For us, good aftermarket support is the gateway to success.

SN: We want to connect with existing JCB customers in the Middleburg area. We also intend to increase market share and grow the various brands we represent. To

Talking points

“We realised that we had to be strategically located to service and support customers in the coal mining fields of Middleburg and the surrounds.” – Shane Naude

“Our key focus is to offer unparalleled aftermarket support service for every piece of equipment we supply. For that reason, we are only targeting a market within a radius of 100km from our Middleburg workshop. This allows us to give good, quick service to our customers.” – Kobus van der Merwe

Kobus Van der Merwe's career history

Van der Merwe boasts a rich history in the used equipment industry. Between 2008 and 2015, he worked as a sales manager at Dura Equipment Sales, where he specialised in the valuation and sales of used machines, as well as new Chinese loaders. “Over the years, I have become a specialist in buying and selling of used machines. I have learnt some fundamentals of the earthmoving equipment business. With accurate costing and machine maintenance, excellent customer service is the backbone of my venture.”

Shane Naude's career history

Equipped with a sales and marketing qualification, Naude was the sales manager at Wirtgen South Africa between 2012 and 2015. He moved to CompAir as sales director, a position he held until the birth of EarthComp. “Having sold capital equipment and small plant into the construction, mining and plant hire markets over the years, I have mastered that the prime need for all clients is strong aftersales and backup service, and these principles are the backbone of our new venture.”

date, support from all our principals has also been phenomenal.

MS: Tell me more about your diversification strategy.

KvdM: We believe this is a very good strategy for us. We have gone for products that complement each other. Diversification also allows us to tread in different markets. When one market is down, the other sustains the business. It is also a big plus as far as package deals are concerned. Being a one-stop shop for all equipment needs for our customers sets us apart. Apart from selling and servicing new equipment, we also buy and sell used equipment. Our long-term goal is to be able to refurbish used equipment. We see a big need for that service, especially when times are this tough.

MS: What are the prospects of growth for your CompAir range of compressors?

SN: We see vast opportunity for this range. We have an extensive product range from mobile through to static. We can also offer rental services for our compressor range. There are big prospects for renting into power stations, mines and construction companies.

MS: What is your outlook of the business in the short term?

KvdM: It is important to note that the new equipment market is very tight at this stage. There is a very big shift towards used equipment as fleet owners remain under pressure due to difficult economic conditions in the mining sector. However, aftermarket is thriving, especially at a time when companies are looking at ways to increase the lifecycles of their equipment. 🌟

JOCHEN MÜLLER TAKES THE REIGNS AT DACHSER



Jochen Müller will take over as COO of Dachser's Air & Sea Logistics business.

Dachser Air & Sea Logistics has announced that Jochen Müller will take over from Thomas Reuter as chief operations officer (COO) of the company's Air & Sea Logistics business field on January 1 2018. The transition period, during which Müller will work on developing projects, will start on October 1 this year. Reuter will remain on the Executive Board in his role as head of Air & Sea Logistics through the transition period until he retires on December 31 2017.

Born in 1964 in Worms, Germany, Müller joined the Executive Board of Schenker Deutschland AG in 2011, where he was in charge of air freight and sales (Air/Sea) for Central Europe, as well as logistics for worldwide relocations, trade shows and sporting events. Prior to that, Müller served as CEO of Schenker's British country organisation, where he was responsible for land, air and sea freight, as well as the trade show business.

"Müller is a top manager and logistics expert with extensive experience in air and sea freight, but he is familiar with the requirements and processes of overland transport as well," says Bernhard Simon, CEO of Dachser. "As COO of Air & Sea Logistics and future member of the Executive Board, he will build on what Reuter has accomplished. This will include further expanding our intercontinental air and sea freight network and creating a closer link with our comprehensive European overland transport network. All of this will enable us to intelligently dovetail customer supply chains."

Given Müller's past experience and the strategically planned preparation period, the company is positive that the transition should go smoothly when he takes over from Reuter. Reuter has worked at Dachser since 1978 and has been a member of the Executive Board since early 2006. He played a major role in the internationalisation of the logistics supplier by building up a global network of air and sea freight locations. The Air & Sea Logistics business field has 196 locations and close to 4 000 employees. It posted about EUR 1,6 billion in sales in 2015. 🌐

Far-reaching app gains for transport and logistics

While the current wave of app development is relatively new and the platforms are still evolving, Cassie Lessing, managing director of the Strato IT Group, believes that apps represent an increasingly important channel for companies to deliver content, information and services to users. Strato IT Group is a provider of business system solutions including StratoPod, a mobile business application for delivery documentation.

Already the growth of available apps has been phenomenal by historical standards. According to estimates, there are roughly 827 000 apps available for download on iOS, followed closely by an estimated 670 000 for Android. Lessing expects apps to continue to disrupt various industries, adding that the potential benefits for logistics and transportation are far-reaching.

"There is a strong case for logistics and transport service providers to adopt and utilise emerging technologies such as mobility, digitisation and cloud, or risk losing out to early adopters," Lessing argues.

The ability for apps to provide real time data while simultaneously turning data into useful information for business intelligence is just one of the benefits for transport and logistics service providers. "Apps can greatly improve business processes and connect users to remote resources. Another important benefit of mobile and digitisation technology is the ability to hold and store data post transaction," adds Lessing.

It is in this context that Strato IT Group's StratoPod application combines the benefits of mobile and digitisation with delivery via the cloud to offer not only process improvements and best practice, but also the econo-

mies of scale, efficiencies and the possibility of rapid adoption inherent in cloud offerings.

As a mobile business application, StratoPod has already been adopted by the likes of Toyota South Africa's National Parts Distribution Centre to facilitate the automation of logistic processes and the digitisation of delivery and other transport-related documentation. "The application is portable over multiple mobile devices and is architected to operate independently or integrated with most recognised business technologies, notes Lessing.

In addition to seamless integration, the mobile application is complimented by a cloud based data repository that facilitates real time visibility of goods in transit across all suppliers, customers and logistics operators in the supply chain. Lessing adds that StratoPod is easily customisable to accommodate specific business needs and can be operated by anyone that can use a cell phone. 🌐



Cassie Lessing, managing director of the Strato IT Group.

Sensing the future of intralogistics

There has been much debate in the field of intralogistics around whether classic high bay storage devices or self-driven shuttle systems are the future. Gerry Bryant, managing director of Countapulse Controls, believes that both technologies have their place and can coexist in the future.

"What is significant is that we can offer solutions for both technologies to make processes simpler, quicker and more efficient," says Bryant. Countapulse Controls is the official southern Africa distributor of the full range of Leuze sensors, and among its product line-up are a myriad of sensing solutions.

Commenting on products used in the intralogistics fields, Bryant says there are specific

sensing solutions for different areas within a high bay storage facility and it is essential that end users understand the individual capabilities of these before making decisions. Access guarding is an important area within intralogistics and the Leuze RSL 400 safety laser scanner is capable of accomplishing two tasks simultaneously as this device has two autonomous protective functions.

The RSL 400 safety laser scan has a separate connection unit with integrated cable management facilitating uncomplicated mounting. Its large plain text display has an electronic spirit level enabling simple alignment, while its "Sensor Studio" software allows fast configuration with just five mouse

Driving trucking opportunities for women



Isuzu Truck South Africa's Women in Trucking initiative is set to empower women to understand the trucking business in its entirety.

Isuzu Truck South Africa notes that the South African trucking industry has for some time been male-dominated, with little encouragement or opportunities given to women to infiltrate the tight, male-conquered sector. To eradicate this sort of stereotype, the truck maker has embarked on a mission to shift any misconceptions, negative connotations and stigma mounting over women being inadequate to take on various roles in the business of trucking.

"Embarking on a mission to introduce and enrol women into the business of trucking, Isuzu Truck South Africa joined forces with the Training Transport Academy to facilitate learnership and provide in-classroom training through qualified assessors," says Kas Govender, human resources manager, Isuzu Truck South Africa.

After receiving 58 inspiring applications for the learnership, only five women made the cut to the sought-after course that would see them gain a holistic knowledge of all aspects in the business of trucking, while earning the recognised National Certificate: Professional Driving qualification accredited by the Transport Education and Training Authority.

The Training Transport Academy opened

its doors to the first female-only intake in February 2016. Six months into the course, the programme has begun to yield a new breed of truck drivers armed with extensive knowledge of not just the art of driving, but in-depth expertise on the logistics of the industry.

Neziswa Dungayezi from Eastern Cape is one of the inaugural five women to be enrolled in the Isuzu Truck Women in Trucking business course initiative. After witnessing a female driver behind the wheel of a truck from KwaZulu-Natal delivering goods at a local Spar she worked for, Dungayezi was inspired by the fact that a fellow woman could effectively and effortlessly take on a male role. "It was at this moment I knew that my gender was the least factor to hold me back from what I had wanted to pursue. Determination, perseverance and encouragement were adequate for me to bolt in headstrong in the male-dominated trucking industry," she says.

Daphney Prens from Gauteng is another beneficiary of the Isuzu Truck South Africa initiative. "I am thankful to Isuzu Trucks for opening a platform that allows women to take on jobs that they have always dreamt of. I don't believe that there are jobs that women are incapable of doing and are solely designed for men. I want to be the one who tears down all walls of stigma that discourages women from living their full potential," says Prens.

"The course is set to empower women to understand the trucking business in its entirety. Course content is made out of various subjects, with a 30% theory and 70% practical component. We are in the course for eight hours a day and 45 hours a week. We have been taught various skills, including understanding the payroll department with the calculation of driver wages, HR department with recruitment of new drivers, general administration and finance, as well as risk management for driver monitoring and route planning," says Cynthia Mali, another beneficiary of the Isuzu Women in Trucking initiative. 🌟

clicks. Efficient access guarding without muting sensors is easily done using Leuze MLC 530 safety light curtains. These sensors use the interruption of the protective field to enable material transport. An important task in high bay storage areas is data transmission and the Leuze DDL S 500 data transmission photoelectric sensor allows 100 Mbit/s real time transmission. This allows the reliable transfer of all types of data to and from the

facility. Bryant explains that optical data transceivers are most appropriate for any application where data needs to be transmitted without cables and importantly without interference. The DDL S 500 enables contact free optical communication in applications where mechanical systems are pushed to their technical limitations. These devices offer additional functionality that simplifies operation, start up and diagnostics. 🌟

Krüger leads

Thomas Krüger has been appointed managing director of Air & Sea Logistics EMEA at Dachser Air & Sea Logistics, effective July 1 2016. He will report directly to Thomas Reuter, chief operations officer of the Air & Sea Logistics business. Krüger has previously held several management positions at Dachser Air & Sea Logistics. From 2004 to 2006, he was sales manager for Germany, after which he headed up global sales management until 2012. Most recently, he was responsible for the Northern Central Europe region. He succeeded Rüdiger Klug, who joined Dachser in 2009 and retired on June 30 2016.

Transmec expands

The Transmec Group, a global transport, forwarding and logistics company comprising 17 companies and 38 branches worldwide, is expanding its vehicle fleet with 30 new Kögel Cargo Rail with FlexiUse body and RoRo equipment. The new semi-trailers enable flexible deployment by road, rail and ship. Thanks to its large adjustment range, the body of the semi-trailer can be easily adapted to several transport tasks. The body of the Transmec semi-trailers includes 12 front settings, each adjustable by 25 mm, and four rear settings, each adjustable by 50 mm. This means that the body heights can be independently adjusted by 300 mm at the front and 200 mm at the rear. This allows everyday goods transport with an internal height of 2 700 mm to 2 800 mm at the front and 2 600 mm to 2 800 mm at the rear.

SA truck sales plummet

The South African commercial vehicle market recorded a 6,7% month-on-month decrease in sales in July, according to results released by the National Association of Automobile Manufacturers of South Africa, Associated Motor Holdings and Amalgamated Automobile Distributors. This brings the year's new truck sales total to 15 327 units, which is 9,3% down when compared with the same period in 2015. Sales in the Medium Commercial Vehicle segment were down 7% on July 2015 results, to 722 units. The Heavy Commercial Vehicle segment logged a 6% drop in sales to 422 units. The Extra Heavy Commercial Vehicle segment showed a 6,5 decrease in sales to 1 013 sales, while the Bus segment, despite recording a 12% year-to-date growth rate, was 8,1% down in July to 124 units. 🌟

SOUTH AMERICA

Bell Equipment has appointed three new dealers in South America. The company says the new dealers will expand its footprint and market share on the continent. Raico SA and Seijiro Yazawa Iwai, two existing Liebherr dealers, have been appointed in the mining-focused countries of Chile and Venezuela respectively, while REPAS Sociedad Anónima, an existing Hyundai dealer, has been appointed in Argentina. "We have appointed like-minded companies that have proven capacity to support a growing machine population with spare parts and dedicated service," says regional marketing manager Llewellyn Roux.

Manitowoc towers above challenging lift project



A fleet of Manitowoc cranes is helping a US contractor get the better of a challenging lift project.

Maxim Crane Works is employing a fleet of Manitowoc crawler cranes for its project on the construction of the new Miami Dolphins football stadium in United States. The job began with four 660 t Manitowoc 18000s, each equipped with a MAX-ER that brought their capacities to 826 t. Then the Newport, Kentucky-based company added a 772 t Manitowoc MLC650 to the job site. Often the cranes lift together in tandem, with the heaviest load weighing 800 t.

"This is a challenging project and the cranes are often working round-the-clock, 24/7 shifts," says Frank Bardonaro, president of Maxim Crane Works. "Our ability to have the latest and greatest lift technology from Manitowoc enables us to efficiently perform multiple, tandem crane picks that exceed 455 t. Having multiple cranes of these sizes with synchronised working speeds and qualified operating engineers were they key reasons we were able to secure the project." 🌟

METSO IN LANDMARK DEAL WITH WORLD'S LARGEST COPPER MINER

Metso has won a significant deal to support the conversion of the largest open-pit copper mine in the world to a large-scale underground mining operation. The Chuquicamata mine, located 1 650 km north of Santiago, Chile, is owned and operated by Chile's National Copper Corporation, Codelco.

Metso's scope in the contract includes the engineering, supply of equipment and materials and site assistance for 12 underground crusher stations combined with a conveyor package. The delivery contains 11 new units of Metso's largest C200 jaw crushers, 24 push feeders and 20 conveyors. Overall, the contract constitutes one of the most sizeable crusher orders ever for Metso's mining business.

The project is scheduled to continue until 2020 and the order was booked in the second quarter of 2016. Metso offered an integrated solution that carried through from engineering, crusher stations, and material handling to electrification, automation and site assistance. In addition, the energy savings from the company's Energy Saving Idler (ESI) conveyor technology gave the Metso offering a competitive edge.

Codelco's decision to work with Metso was also backed by Metso's proven installed base of equipment, engineering and project management capability already present in other similar applications in the region.

"We are very proud of this order. It clearly demonstrates that Metso is more committed to promoting excellence in its operations to help customers create profitable and sustainable solutions. It is in this spirit that we fought and won this sizable and strategic deal with Codelco," says João Ney Colagrossi, president, Minerals Capital business area, Metso.

EUROPE

Terex Corporation has announced that the proposed transactions for the sale of its Material Handling & Port Solutions (MHPS) business to Konecranes have received European Commission approval. The European Commission approval is conditioned on a commitment by Konecranes to divest their Stahl CraneSystems business. Konecranes has announced that it will begin this divestiture process immediately. "The clearances granted by both the European Commission and US antitrust regulators are an important step towards the completion of the planned divestiture of our MHPS segment," says John L. Garrison, Terex CEO.

AFRICA

Intratech has launched its model 6004MF version II multi-function weighing transmitter, a compact, field-mounted unit ideal for several weighing functions. Specifically designed for servicing organisations, weighing equipment manufacturing companies and individual users, the 6004MF is a single electronic unit for any weighing industry application such as loadcell transmitting, belt-weighing, loss-in-weight transmitter, through-put weighing, bag-filling and batch-weighing. A multi-function unit allows users to keep one spare, replacing any of the above functions in the field – reducing stock holding requirements for manufacturers, integrators and factories.

AUSTRALIA

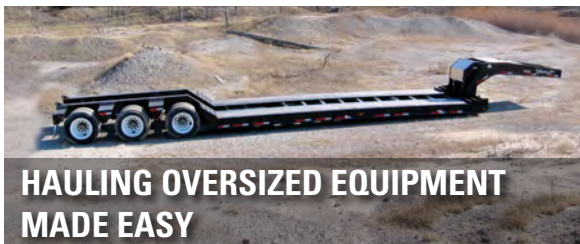
Australian rental company Kennards Hire continues its growth path with plans for a new office in Hamilton, New Zealand. Catering to a vast range of industries, Kennards Hire says the new branch would boast equipment suited to the materials handling, construction, civil and concreting industries, among others. Tom Kimber, general manager of Kennards Hire New Zealand, says Hamilton is a hub for both construction and agriculture, which is a key motivator in opening a new branch there.

NORTH AMERICA

Caterpillar says it will pursue "strategic alternatives", including a possible divestiture, for its room and pillar products, which serve a segment of underground soft rock mining customers. The company will also discontinue production of track drills within its Resource Industries portfolio. "These moves, which align with Caterpillar's ongoing restructuring, will allow us to focus resources on those areas of the business that provide the highest, sustainable growth and best long-term returns," says Denise Johnson, group president with responsibility for Resource Industries.

ASIA

Hitachi Construction Machinery has forecast its sales in India will outstrip those in China for the first time this year. According to the Korean company's estimates for this fiscal year, its annual sales in India will grow 43%, to 57.8 billion yen (about US\$576 million). Hitachi says it anticipates 8% of its sales coming from India, compared with just 4% in the previous year. Meanwhile, Hitachi's sales in China are expected to account for just 7% this year, compared with 14% in 2015.



HAULING OVERSIZED EQUIPMENT MADE EASY

Talbert Manufacturing, a manufacturer of specialised heavy-haul solutions, has made available its 55CC close-coupled lowbed trailer. The trailer features a low deck height, high capacity rating and a removable gooseneck, allowing safe and easy loading of oversized equipment, including excavators and dozers. "Our 55CC is our most popular lowbed trailer," says Troy Geisler, Talbert Manufacturing vice-president of sales and marketing. "The trailer's features maximise operator versatility, which makes it an ideal addition to virtually any equipment fleet. The innovative design continues to provide a durable, safe choice for equipment movers." The trailer's rear deck and bridge section feature a wide bucket area, allowing for maximum space to lower the excavator bucket and stick into. The trailer's 7,9 m deck has a capacity rating for half the deck length, allowing operators to haul 55 t in 4 m.

The solution is said to provide a significant advantage for concentrated loads such as excavators and loaders. Connections for a close-coupled, pin-on fourth axle provide further distribution of the payload, when required.

The 55CC features Talbert's innovative four-cylinder removable hydraulic gooseneck that maximises lift capacity and load height. While most conventional trailers feature only two or three cylinders that run perpendicular to the deck, Talbert claims to be the first in the industry to engineer the non-ground engaging hydraulic gooseneck with four cylinders that run parallel. In addition to stronger lifting capacity, this means Talbert trailers minimise the need for frequent load adjustments. 🌟

World's largest monopile moved on self-propelled transporters

There is a clear upward trend – wind turbines, both on and offshore, have been getting increasingly bigger for a number of years now. In this respect, Rostock-based EEW Special Pipe Constructions GmbH (EEW), has produced the world's largest monopile with a diameter of 7,8 m and a length of 84,5 m. For in-plant transportation, self-propelled InterCombi SPEs from Scheuerle are being used.

Logistics expert Buss Port Logistics, loads the monopiles from the factory in Rostock onto barges with the help of Scheuerle. 54 of the total 67 monopiles for the Veja Mate offshore wind park have already loaded but a lot of work is still waiting for the modular vehicles from Scheuerle. A total of three monopiles are each loaded each time onto a barge using the Ro/Ro procedure, which then travels from Rostock to the interim storage facility in Eemshaven.

Final destination is the North Sea off the German coast where the monopiles are being installed as part of a wind park which will supply electricity to 400 000 households. For the transport of the huge components, with a total weight of 87 100 t, an extensive fleet of Scheuerle vehicles is in use. EEW and Krebs Korrosionsschutz GmbH are using 144 InterCombi SPE axle lines in order to move the monopiles from the welding and paint shop to the storage area. With 48 Scheuerle axle lines, Buss Port Logistics loads the gigantic components onto the barge and unloads these at the Orange Blue Terminal in Eemshaven with a further 48 axle lines.

Dirk Pallatinus, transport operations manager at EEW, is satisfied with the Scheuerle self-propelled transporters which are popular around the world due to their high loading capacity, precise electronic steering and large range of accessories. "For transportations of this magnitude, there is no room for error – every single detail must be correct. That's why we have relied on Scheuerle and its vehicles for a very long time now."

"It's no surprise that the vehicles are highly developed; after all we have had hydrostatically driven self-propelled transporters in our programme for more than 45 years and we are a world market leader in the production of vehicles with hydraulically-supported pendulum axles," says Joachim Kolb, area manager for Sales at EEW. 🌟

Strong aftermarket aids Manitou's growth



Manitou Southern Africa will move into a new 15 000 m² facility on September 1, 2016.

Manitou Southern Africa (MSA) says it has experienced significant growth over the past few years, most of which can be attributed to the company's customer-centric aftermarket focus. The company has outgrown its current premises to the extent that its storage facilities are now located on alternate premises, having converted its previous onsite warehouse into workshops to cater for increasing demand and to offer sound aftersales service.

To ensure it continues to provide great aftersales services, MSA is relocating to new premises 35% larger than those it currently occupies, including the external storage facilities. Located in Proton Business Park, Chloorkop, Gauteng, the new 15 000 m² Manitou premises will be fully operational by September 1 2016. It will house a 4 980 m² workshop incorporating a spares warehouse; a 1 015 m² double-story office block; and a 5 000 m² warehouse, with the latter set for completion in 2018.

"Our expansion is the result of continuous growth in our market presence and our Aftermarket Division," says Lindsay Shankland, MSA managing director. "Over the years, MSA's growth has been exponential. Even under previous and current tough market conditions and economic volatility, we continue to grow," says Shankland.

"We are the market leader in our field, evidenced by our expansion, which we attribute to our customer service and aftermarket offerings, customer-centric focus and innovative developments on our machines and attachments that add versatility, safety and enhance production capabilities," adds Shankland. 🌐

TEREX INSTITUTES EXPANSION PLAN FOR FUCHS MATERIAL HANDLERS



The Fuchs line of material handlers has been incorporated into Terex's Material Processing business unit.

Terex Corporation continues to implement a series of strategic moves and investments to better position its Fuchs material handler business for global expansion and sales growth. Recently, the business was rebranded "Fuchs – A Terex Brand" in key markets for consistent global brand recognition.

The Fuchs line also transitioned to the Terex Material Processing segment, which is said to be a better strategic fit for the busi-

ness within the broader Terex portfolio. Additionally, multiple new machine introductions were made at key international trade shows during the first two quarters of 2016, including the ISRI 2016 Convention in Las Vegas, and Bauma and IFAT 2016 held in Munich, Germany. "The purpose-built Fuchs material handlers are integral to the long-term Terex business strategy

and a natural fit in the Materials Processing segment," says Kieran Hegarty, president of Terex Materials Processing. "We intend to grow and expand the Fuchs business globally beyond the line's traditional scrap markets into such markets as timber, recycling and ports."

Accelerated investment in Fuchs' new product development with a number of new initiatives has resulted in multiple announcements of new models and model upgrades.

Hiab unveils new mid-range loader cranes

Hiab, part of Cargotec, is renewing its mid-range loader cranes with 24 totally new models. "Our new product strategy is based on our customers' way of working rather than on capacity. We have focused on ensuring that the new mid-range selection offers a variety of control systems that serve our end-users' everyday work in the best possible way," says Joakim Andersson, senior vice-president, Loader Cranes at Hiab.

The new HIAB mid-range cranes are available with a full selection of manual and remote control systems, which gives the operators the freedom to choose a system that answers exactly to their needs.

A common feature for all new models is easy and safe mounting on the truck chassis. The whole installation is designed for the lowest possible overall weight. "The new models are 300 kg lighter than our previous ones, and this means the same amount of extra payload. All this has been done to maximise our customers' profitability," says Hans Ohlsson, director of Medium Range Cranes. Key parts and components that require regular attention are also easily accessible.

Meanwhile, the new HIAB X-HiPro 232 comes with a HiPro control system, claimed to be the most advanced remote control system in the industry. "The HIAB X-HiPro models offer smooth operating with more speed, which increases productivity. Load Stability System ensures safe use of the crane; it automatically dampens abrupt stops that could otherwise cause the load to swing. Boom Deployment Assistant (BDA), that monitors the angle and position of the boom during folding/unfolding, prevents the operator from making a movement that could damage the crane," adds Ohlsson. 🌐

Two completely new model class designs recently introduced – the Fuchs MHL390 F and MHL370 F – give customers more material handling options to fill a wider variety of application needs.

Designed to offer long reach and high lift capacities, the new Fuchs MHL390 F handler boasts operating weights ranging from 76,2 to 87 t. It features a broad outrigger base to provide good stability when lifting heavy loads at extended reaches of up to 24,5 m.

Fuchs also introduced to a global audience at IFAT upgrades to its popular MHL320 F handler, designed as the ideal entry level unit for recycling, solid waste and small scrap operations in need of the high lift capacities at extended reaches. 🌐

ENHANCING KUBOTA'S FORTUNES AMONG BLACK FARMERS IN KZN



Errol Boule recently joined Ritchie Auto Empangeni Farm Division's sales team, distributors of Kubota in KwaZulu-Natal.

Errol Boule, who joined Kubota's sales team in 2011, has transformed the Japanese tractor maker's fortunes among black farmers in KwaZulu-Natal, South Africa.

"Before Boule joined, it was common for black farmers in KwaZulu-Natal area to use our competitors' products," says Paul Mannix, dealer principal at Ritchie Auto Empangeni Farm Division, distributors of Kubota in the region. "We have had almost no business with black farmers in this area but Boule has turned this situation around."

A good example of this is a recent recapitalisation deal, which is being managed by Gledhow Sugar Company, where capital equipment – including a Kubota 9540 tractor – will be going to a black farmer. "For this kind of deal, using Kubota is virtually unheard of in this area and the fact that the brand was chosen in this instance can only be put down to Boule's knowledge of tractors, his wealth of experience and the respect that the community has for him as a person," says Mannix. 🌱

Improving processes in seeding applications

Loading situations and applications vary across various industries. For one user the classic load hook will do and they might just want to expand it by using lifting strops and loops; for another it must be a professional attachment optimally adjusted for the application. While one user is happy with the traditional twin ground controls, the other prefers a state-of-the-art radio remote control system, for example, with a display, and everything the latest technology has to offer, according to crane manufacturer ATLAS.

Having already been active in the export business for decades, ATLAS is well positioned to meet these variations, from folding to long-boom cranes, from simple features all the way to a "Swiss army knife" version to cater for the different

customers' material handling applications.

Its small T crane, which can be mounted to a seeding machine in agricultural applications, is said to significantly improve processes. It serves to keep the system free from stones or similar objects, which can affect the mechanism or even stop it.

The crane is equipped with ACM (Atlas Crane Management), which allows the driver to fully concentrate on work at hand, while ACM monitors operational safety. For trouble-free operation, the system is fully monitored in real time; this includes overload protection, emergency switch-off and other safety-relevant devices.

The standard radio remote control lets the operator operate work functions as well as control setup functions such as support and lateral hydraulic extension. 🌱

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AGRO MOVER – ALL-ROUND SOLUTION FOR FARMERS AND CONTRACTORS

Paul Nutzfahrzeuge has expanded the fields of application of its Agro Mover vehicles by adding a mechanical rear power take-off (PTO) and a hydraulic rear power lift. This enhances the range of applications of the Agro Mover in agriculture and forestry. In combination with load-sensing hydraulics and an ISOBUS operating panel, this allows for the simultaneous operation of up to five different attachments and truck-mounted implements.

This allows the Agro Mover to be deployed for implement operation which up to now was exclusively the field of tractors and other agricultural towing vehicles and working machines. The debut vehicle is based on a Mercedes-Benz Arocs 2051 AK 4x4.

Furthermore, the high transport capacities of the high payload Agro Mover can still be provided with unrestricted freeway-suited road speed: for agricultural use in combination with a hitch ball coupling, for large-volume crop and material transports with a fifth wheel coupling – and optionally using both as well.

Rear power take-off

The new mechanical rear power take-off allows for several additional applications. The biggest advantage is its 1:1 power transmission from the engine to the power take-off (max 375 kW). Depending on the respective engine output the take-off torque amounts up to a maximum of 3 405 Nm. The PTO speed is displayed on the ISOBUS terminal in the driver's cab. At an engine speed of about 1 350 rpm, the PTO speed is at 1 000 rpm.

Even during fluctuating engine speeds the power output is kept at a constant level. At engine speeds below 800 rpm, the power shift PTO can be engaged and disengaged under load during driving. The PTO is installed in the middle of the vehicle's rear end in the "three-point standard position". Each attached implement can be operated at once and without time consuming delays. Obviously, drive shaft protection is part of the standard equipment.

The oil cooler for the sandwich PTO is equipped with a temperature controlled fan for smooth, continuous operation even at midsummer temperatures. As standard, the sandwich PTO is temperature controlled. In addition, the control can optionally be extended to the PTO transmission. If the maximum permissible temperature is about to be exceeded, visual and audible warning signals – comprising a flashing red warning



Agro Mover at a glance

- Flexibility to operate in combination with high load-carrying capacity
- Ideal for mulching, cultivating, harrowing, mowing, spreading and transporting
- New: mechanical rear power take-off for driving attached implements
- New: hydraulic rear power lift
- Up to 7 t of lifting power even permits soil cultivation with heavy duty subsoilers
- ISOBUS and additional external control option
- Expanded range of applications in agriculture and forestry

light in the display of the instrument panel, as well as a warning chime sounding at the same time – will automatically inform the driver about the problem.

Equipment with the new rear power take-off not only allows for the operation of self-loading forage wagons or silage trailers with and without push-off devices, it also enhances the range of applications in agriculture to those with water tanks, field sprayers, fodder mixers or slurry tanks. In forestry, wood chippers can be operated without any problems. In the municipal sector, there are further fields of application in combination with diverse implements such as mowing, mulching and milling machinery attached at the vehicle's rear end.

New rear power lift enhances range of applications

Using proven Claas components, Paul Nutzfahrzeuge has developed a hydraulic three-point rear power lift which is perfectly adapted to the complete vehicle. This allows for hitching up and moving the diverse attachments fitted at the rear of the Agro Mover. Even without ballast, the new rear power lift develops a lifting power of up to 4,5 t. In addition, it is supplied with a front weight of 1 500 kg in total, which comprises four modular parts. With the ballast the new rear power lift lifts up to 7 t, said to be more



than sufficient for operating heavy rear-mounted attachments.

Additionally, external operation at the rear of vehicle is possible to simplify implement attachment. In transport position, the three-point mounted rear power lift allows for carrying out of transport tasks using trailers with pin coupling or hitch ball coupling without the necessity of costly labour-intensive and time-consuming refitting work.

The new rear power lift enables applications with disc harrow or toothed harrow, as well as cultivator and even heavy-duty subsoiler applications. In combination with the new rear power take-off, the load-sensing hydraulic system with nine hydraulic connections fitted at the rear of the vehicle and the ISOBUS terminal, the Agro Mover equipped with rear power lift provides lots of further efficiency-enhancing usage prospects with seedbed combinations, seed drills, sowing machines, fertiliser spreaders, rotary mowers, flail mowers and a large number of various other devices. 🌱

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- Screw compressors
- Piston compressors
- Vane air and gas compression
- Turbo compression
- Portable compressors

Low pressure application

- Vane air and gas compression
- Turbo compression
- Blowers
- Vacuum pumps

High pressure application

- Piston compressors
- PET compressors
- Gas compressors

Vacuum Pumps and Blowers Division

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- Liquid ring
- Dry running and oil lubricated rotary vane
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