

CAPITAL EQUIPMENT NEWS

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JUNE 2016

DOOSAN'S NEW DX340LCA EXCAVATOR: WITH ADVANCED SPECIFICATIONS



MATERIALS HANDLING: Meeting training regulations

EXHIBITIONS: Nampo and 2016 Royal Show

TRANSPORT & LOGISTICS: New CEO for Isuzu Truck SA

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COVER STORY: Doosan's new DX340LCA excavator: advanced specifications

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THE RFA CONTINUES

as a beacon for the truck industry

The RFA (Road Freight Association) has concluded another successful conference giving manufacturers and transporters the opportunity to express their opinions and concerns in view of losses to the Rand, dwindling investor confidence, low economic growth, rising interest rates, labour costs and a plethora of political and economic issues that have a direct bearing on the industry.

With the impact of some of the proposed legislation and the strategic issues facing the industry, it behoves everyone involved to speak up for the trucking industry and highlight the important positions trucks occupy in freight transport. Politicians are often on about reviving the railway system to take loads off the roads but this tactic could be viewed as an excuse to delay repair to the roadway system.

Trucks have shaped the course of economic

development since they have been available, for about 100 years. They have evolved through the mechanical age to the technical marvels they are today.

The technological advantage of a truck is what allows it to master the transport demands of the modern economy more successfully than other transport modes. It is flexible and can reach almost any destination unencumbered by predetermined routing. It can also achieve higher speeds and becomes a far quicker medium of delivering freight.

These high-speeds are favourable for moving valuable goods so the capital tied up in the load can be freed without delay – as opposed to other means of transport, such as rail – which operate on a fixed time table. Furthermore, a truck can be used to move smaller loads economically compared to rail, which only performs well when moving

bulk materials and large volumes of goods over long distances. In addition, vehicle manufacturers are continuously improving their designs to meet global requirements for significant reductions in truck emissions and improvements in fuel consumption.

The value of the truck to freight transport calls for vehicle manufacturers and road haulers to make a concerted effort to minimise any negative image surrounding trucks. Transport operators should also make greater use of the truck's load capacities to avoid unladen journeys.

If our National Authority wishes to reopen rail transport, let it open up to be competitive with the current transport mode. Competition will ultimately lead to greater efficiency and, in particular, its potential for long distance transport to increase its market share. Enforcing unreasonable legislation to make road transport more expensive in order to increase the appeal of rail, would be going backwards.

Pierre Sanson, Editor

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DOOSAN'S NEW DX340LCA EXCAVATOR WITH ADVANCED SPECIFICATIONS

Hheavy duty Doosan DX340LCA hydraulic excavators, designed for efficient operation and high productivity in demanding work environments, are gaining popularity locally in diverse sectors, including quarrying, mining and in heavy construction.

"There are currently over 2 500 Doosan machines in operation locally and we expect to further consolidate Doosan's market position and soon reach the 3 000 unit mark," says Chris Whitehead, managing director, DISA Equipment, trading as Doosan Construction Equipment, part of the Capital Equipment Group (CEG) of Invicta Holdings Limited. "Doosan makes a substantial investment in an ongoing development programme to upgrade machines with advanced design features and high performance materials, for optimum productivity, reduced running costs and low emissions.

"Users worldwide have the assurance that all Doosan machines offer efficient output power, low fuel consumption, minimal

maintenance requirements and extended service life. Features for precise control and enhanced operator comfort, are key to product advancement."

Doosan DX340LCA hydraulic excavators have new technologies that deliver effective control over each machine's power and also simplify maintenance procedures. As a result, efficiency and machine durability are increased, productivity is improved and operational costs are lowered.

These high strength excavators have a new 6-cylinder water cooled engine that is optimised and electronically controlled to boost production, maximise fuel efficiency and ensure harmful emissions remain well below the values required for Tier II engines. Rated engine power is 185 kW (247 HP) at 1 800 rpm and maximum torque is 114 kgf.m at 1 400 rpm. Improved cooling performances reduce fuel consumption and minimise noise levels in heavy duty and hot working conditions.

New specifications of the DX340LCA series

include an increased maximum bucket size of 2,35 m³, a side lifting capacity of 9,33 T at 6 m reach and 3 m height and a maximum digging force of 24,8 T. Traction has been improved with an 8% increased drawbar pull of 27 T. Advanced independent electronics has increased reliability of these machines and simplified maintenance procedures.

Doosan uses high performance materials, combined with advanced computer assisted design techniques, including Finite Element Analysis (FEA) to improve design features of every new series. All materials and components are tested under the most extreme conditions.

The shape of the boom has been re-designed for improved load distribution throughout the structure. For greater strength, material thickness has been increased to limit element fatigue, increase reliability and extend component life. A highly lubricated metal is used for the boom pivot to extend greasing intervals to 250 hours. Cast elements are used in the arm assembly and reinforcement is added around the bosses for additional strength and extended service life. High wear resistant materials are used for susceptible elements of the bucket, including the blades, teeth, rear and lateral reinforcement plates and corners of the bucket.

All welded structures have been designed to



the moisture from the fuel. A large capacity forced air cleaner removes over 99% of airborne particles, reducing the risk of engine contamination and also extending the intervals for cartridge changes. Glass fibre filter technology in the main oil return filter ensures effective protection of the hydraulic system.

This series has been designed for easy maintenance and reduced downtime. A PC monitoring function enables connection to the e-POS system. Various parameters can be checked during maintenance, including pump pressure, engine rotation and engine speed. This information can be stored and printed for analysis.

Easy access to all components, including the engine oil filter, radiators and grouped grease inlets, enables quick maintenance procedures and prevents contamination to the surrounding environment. The fuse box is located in the storage compartment behind the seat, which is a clean environment, with convenient access.

Doosan's DX340LCA machines have been designed with the latest ergonomics for enhanced efficiency, improved safety and greater comfort.

New features include a spacious, all weather sound-suppressed cab with a clear all round view, effective air conditioning and an adjustable seat, with an optional air suspension system to reduce vibrations. The control panel is conveniently positioned for easy use and is simple to read. For improved safety, there are large handrails and a wide step with anti-slip plates, right and left rear view mirrors, a travel alarm and safety glass.

Control levers ensure safe and precise operation during levelling procedures, movement of suspended loads and tricky manoeuvres. Electrical buttons integrated on the levers are used to activate the power boost function and to operate additional equipment, like grabs, crushers and grippers. An emergency throttle cable, which controls engine speed manually in the event of a malfunction of the control dial, is mounted in the cab.

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

limit stresses. The lateral chassis is welded and rigidly attached to the undercarriage. Tracks are composed of sealed, self-lubricating links, which are isolated from external contamination for dependability in all conditions. These tracks are locked by mechanically bolted pins and the integrated track spring and idler are joined directly for high durability and easy maintenance. Track links have reinforced thickness on stressed regions and the hydraulic track adjuster has a shock absorbing tension mechanism.

Each track is driven by an independent, high torque, axial piston motor through a planetary reduction gear. Two levers or a foot pedal control provide smooth travel and counter rotation.

For optimum excavator control, the new e-POS system (Electronic Power Optimising System) provides a perfect synchronised communication link between the engine's electronic control unit and the hydraulic system. A controller area network system facilitates a constant flow of information between the engine and hydraulic system, ensuring power is delivered exactly as it is needed.

Advantages of the new user-friendly e-POS system include ease of operation, the availability of power and standard modes for optimum efficiency under all conditions and an automatic auto-idle mode for fuel saving.

Regulation and precise control of the flow rate required by the equipment is standard and a self-diagnosis function enables technical problems to be resolved quickly. Maintenance and oil change intervals can be displayed and an operational memory provides a graphic display of the status of the machine.

The choice between standard and power operating modes optimises performance in all conditions, including harsh environments. Standard mode uses 88% engine power for general work and power mode uses 100% engine power for heavy tasks. In economy mode, the machine uses 76% engine power.

An advanced hydraulic circuit separates the oil flow for travel and boom functions to allow precise and safe operation when handling loads during travel. Circuits for the boom, arm and bucket have been improved to ensure smoother and precise control. New control valves and joystick valves ensure speedy, smooth and responsive controls.

The main hydraulic pump has a capacity of 2 x 274 l/min reducing cycle time, while a high capacity gear pump improves pilot line efficiency.

Efficient filtration is achieved by the use of multiple filters, including a fuel pre-filter fitted with a water separator that protects the engine by removing most of

INTRODUCTION TO MATERIALS HANDLING

By Pierre Sanson

The term *materials handling* refers to specific industrial activity in the field of engineering and technology. Materials have to be handled as intermediate or finished goods and raw materials, from point of receipt and storage through production processes to finished goods and despatch points. Materials handling, as such, does not add value to the product but rather helps in the production flow.

The nature of materials handling is based on optimum design and application, specific to different types of industries and can be as diverse as the industries themselves. As a consequence, there can be no universally accepted definition of materials handling.

Methods to be adopted and choice of equipment for a materials handling system, primarily depend on the type of material/s handled. It is important to know the different types of materials and their characteristics and their relation to the methods and equipment used for their handling.

In the supply chain and logistics industry there is a growing challenge to improve the flow of commodities in and out of factories and warehouses. Unfortunately not enough is being spent on building new warehouses and distribution facilities and this has led to many a logistic bottleneck in major cities.

Logistics in South Africa is on a growth path and requires a distribution infrastructure that will provide the highest levels of service. The diversity of products means that there has to be more emphasis on the equipment used and its suitability for the task it has to perform – without losing sight of safety requirements.

The country has an abundant supply of labour. However, global standards of warehousing, transport and distribution dictate that mechanisation cannot be ruled out as storage heights have increased and



loading speeds are key factors in vehicle turnaround time.

The demand for quicker lead times in international markets has led to an increase in e-business and the internet has become a major contributor to all logistic operations. In South Africa, the hands-on concept still exists and ultimately the use of handling equipment is still paramount.

Materials handling equipment distributors abound in South Africa, but relatively few are geared to offer full solutions in line with clients' requirements, and it is the representatives of international companies that are geared to offer international standards of quality and service.

Safety has expanded beyond mere equipment upkeep: the right equipment has to be used for an application and cannot be operated beyond its safety design criteria. This reduces unnecessary failures to the

equipment and extends its economic life.

Materials handling improves the productivity and increases the profitability of an industry. Many enterprises go out of business because of inefficient materials handling practices. A well designed system can give a company an advantage over its competitors by ensuring adherence to some basic business principles such as:

- The right quantity of material delivered to the right place, at the right time.
- Reduction of indirect labour costs.
- Reduction of damage to materials during storage and movement
- Maximisation of space use of materials and goods.
- Minimisation of accidents during materials handling
- Ensuring finished goods are well packaged and secure for handling
- Ensuring equipment is compatible with the type of product being handled. 🌐



HYSTER CONFERENCE 2016

Delegates at the conference were given the opportunity to inspect and drive the latest lift trucks from Hyster.

BARLOWORLD HANDLING HOSTS INTERNATIONAL HYSTER CONFERENCE

HYSTER® dealers from almost all countries in Africa and as far afield as Turkey and Saudi Arabia travelled to Stellenbosch at the end of April for an international conference showcasing the latest in lift truck development and technology from Hyster and its sister brand UTILEV®. Named *Setting the Standard*, the conference was hosted by Southern African Hyster dealer Barloworld Handling in conjunction with Hyster and UTILEV.

James Newman, Area Business Director Middle East and Africa of Hyster-Yale Group (HYG), manufacturer of Hyster and UTILEV, said: "The broad attendance at this conference shows the strength and commitment of the Hyster and UTILEV dealer network in Africa and the Middle East. A prime example of this is Barloworld Handling, the oldest dealer in the network with close to 90 years of partnership with Hyster. Through innovative solutions and high service levels, Barloworld Handling has established itself as a forward-thinking market leader in the local materials handling industry, committed to growing the Hyster and UTILEV footprint further in the years to come by delivering value-adding solutions to both existing and new customers."

Four years ago, Hyster-Yale Group added UTILEV utility forklifts to its range to help provide for the needs of users looking for an affordable answer

to simple, everyday materials handling needs, but with superior backup and support.

Robin Albany, General Manager Aftermarket at Barloworld Handling, presented an overview of local operations to the assembled dealers. "As the first materials handling company in South Africa to offer a 24-hour call centre we commit to having a technician on site within four hours anywhere in the country," he said. "Furthermore, for major customers, we offer on-site technicians who help keep lift truck fleets up and running in the most demanding and time-sensitive applications."

Boikanyo Mazibuko, deputy CEO at Barloworld Handling, added: "Through our core values of integrity, excellence, commitment, sustainability and teamwork, we continuously strive to make a difference for our customers. By investing in a highly skilled and focused team we are able to offer our customers the high levels of service associated with a quality product such as Hyster."

As part of its long term investment in customer support, Barloworld Handling has one of the largest lift truck technician training programmes in South Africa. During the four-year programme, Barloworld Handling apprentices also receive training in all aspects of Hyster and UTILEV lift

trucks, both in workshops around the country and in the field, to ensure superior service levels in years to come.

Robert O'Donoghue, UTILEV Director at Hyster-Yale Group, described Barloworld Handling as one of the most successful UTILEV dealers in the Africa Middle East region. "Through the strength of its sales, service and parts teams, Barloworld Handling has truly set the standard and is geared to meet whatever the future in materials handling holds."

After the conference, Barloworld Handling brought its entire sales force together at its Bellville branch for a two-day training and testing session on Hyster and UTILEV products.

"Barloworld Handling offers value-adding integrated solutions built around a full range of lift trucks and auxiliary equipment, and tailors these to individual customer needs. Exciting new and upcoming solutions will help customers ensure the even more efficient use of their resources, aimed at reducing operating costs and increasing productivity," said Mazibuko.

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

How to meet **FORKLIFT TRAINING REGULATION**



The need to send employees for forklift training is not only fuelled by its potential to reduce costs and injury but is an important legal requirement as well. According to the Occupational Health and Safety Act, 85 of 1993, Driven Machinery Regulations 18 (11) says:

- Working environments have to be free of any hazards. Operation of forklifts falls under this.
- All lifting machinery or equipment operators must be trained by accredited providers regardless of the capacity of the equipment.

What does this mean for me?

According to the MD of MasterDrive, Eugene Herbert, employees need to be well-informed about forklift operation. "You may not instruct any employee to operate a forklift if they have not been trained and found competent by an accredited training provider. It is your responsibility to ensure your forklift operators have a valid license and if they do not, to ensure they receive the correct training."

What if I do not follow legislation?

It is important to remember the law is meant to protect both employer and employee and you need to do your part to comply. "You can be prosecuted if something goes wrong and the Department of Labour finds your

employees do not have the correct licenses to operate lifting equipment."

What is the next step?

You need to find a provider of forklift training who has the correct accreditation. "If you undertake training with a provider who does not have the necessary accreditation you could still be found in contravention of the law," says Herbert.

What accreditation should a trainer have?

Trainers can be in-house or from an equipment supplier. They need accreditation from the South African Qualification Authority and deliver training programmes that have been approved by the National Qualifications Framework. Trainers must have approval from the Chief Inspector in terms of the Driven Machinery Regulations.

What are the benefits for me?

Besides regulatory compliance, your business stands to benefit in a number of ways:

- Reduced wear and tear on forklifts
- Reduce costs as a result of less accidents and damage to goods
- Better performance from forklift machines
- Improved productivity
- Greater professionalism

About MasterDrive

MasterDrive is an Advanced Driver Training company with a core focus on Defensive Driver Training. It is a dedicated team of Driver Education and Safety Awareness Practitioners capable of supplying and customising any course to suit your company or individual needs. The aim of MasterDrive is to become the leading provider of preventative driver techniques that set new benchmarks, promote life and improve profitability for all. It defines global driver standards in road safety, through innovative products and professional training excellence.

AVIS FLEET SERVICES created MasterDrive in 1999. MasterDrive intends to improve existing driving skills to reduce costs in three key areas: vehicle maintenance, fuel usage and crashes. These are three of the biggest expenses to a company's bottom line. This is a successful entity on its own and now supplies a variety of Advanced Driver Training courses not only to AVIS but to a host of other companies and individuals as well.

MasterDrive is now involved in ARRIVE ALIVE, STAY ALERT, STAY ALIVE, as well as many other road safety initiatives. 🚗

Wacker Neuson's Agri-Offering

GERMAN ENGINEERING MEETS AFFORDABILITY ON THE FARM



Wacker Neuson, with its long and distinguished record of supplying products and services to agricultural customers across the globe, once again highlighted the quality, performance and affordability of its range of German-engineered compact and robust machines showcased at this year's Royal Agricultural Show.

It was the global plant and light construction and agri-equipment specialist's fifth consecutive year as an exhibitor at the agricultural show and according to Eugene Brown, Regional President of Wacker Neuson in Sub-Saharan Africa, the event was once again a success. "It presents the perfect platform to showcase our agri-solutions and our machines certainly got the farmers' attention."

Every farm, irrespective of whether it grows crops or fruit or produces meat or dairy, requires the lifting, stacking and moving of materials. "Farmers need to do this quickly and efficiently, with the lowest possible input and operating costs and this is where Wacker

Neuson really delivers on our promise – 'All it Takes'. Our machines and equipment deliver exactly what the farmer needs – quality, performance, reliability, versatility, easy operation, low fuel consumption and low maintenance costs all at an affordable price. The current drought is placing further pressures on many farmers and here our machines deliver true value add."

Fitted with a wide selection of attachments including bale and pallet forks, augers, trenchers, mulchers and mowers, mixing buckets, etc., the Wacker Neuson range of skid steer loaders, wheel loaders, telescopic wheel loaders, telehandlers, dumpers and excavators become versatile helpers on any farm. They can take on almost any task, from silage stacking and harvesting, kraal cleaning, fence pole installation and farm road maintenance, all the way through to handling bulk containers of harvested vegetables in the fields. "The dairy industry in KwaZulu-Natal in particular has embraced our machines. Our wheel loaders, with their small turning radii, are very popular for providing animal fodder (full feeding and mixing

function in feedlots) as well as for cleaning out cowsheds.

The Wacker Neuson Group is a global leading specialist with over 165 years' experience in the manufacture of light and compact construction equipment and machines. "This means that the same industry-leading qualities inherent to our agricultural equipment is mirrored in our range of compact light-weight machinery and equipment for the construction sector," continues Brown. "Farmers thus have the added advantage of being able to utilise our construction-related industry expertise, specifically within our lighting, pumping and generator product groups where we can offer world-class solutions for night-work, water movement and power supply problems."

"When farmers purchase a Wacker Neuson machine, they invest not only in the equipment but also in the company's fast, specialist after-sales service including effective maintenance and repair from our strategically located dealer network," concludes Brown. 🌱

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EQSTRA 600SA

delivers versatile, lightweight Fassi crane

Eqstra 600SA, a division of Eqstra Industrial Equipment (EIE), has delivered a truck mounted Fassi F110A.0.22 E active knuckle-boom crane, equipped with an auger and RCH radio remote control, earth contact plates, spike and molded foot pads, to KSN Electrical of KwaZulu-Natal, South Africa. The truck also features a custom built body to optimise productivity by facilitating easier and faster changing of auger bits and safe storage for the Auger Motor, while the truck, an Isuzu FTS 750 4x4 unit, is designed for sites with little or no road access.

Ordered in June 2015, the machine was delivered just three months later. The crane is a specialised version and was ordered directly from Fassi Italy and installed at Eqstra 600SA Durban.

The Fassi F110A.0.22 E-Active, an 11 t/m crane, has a lifting capacity of 5 280 kg at 2 m reach and 1 325 kg at 7,9 m reach. While strong, yet lightweight, the crane has little impact on payload even when the crane boasts additional functions, such as the auger and Radio Remote controls. This makes it a versatile machine suited to the wide range of contracting and electrical work KSN Electrical carries out throughout KwaZulu-Natal.

The machine features two sets of controls. These include a remote control, which is generally not supplied as standard by other OEMs on small cranes and that improves the operator's safety and line of sight while controlling the auger. In addition to the radio remote control, ground controls on one side of the machine provide enhanced safety when opening and closing the crane.

"Eqstra 600SA has received a number of orders over the past two years from KSN Electrical. Such repeat contracts are testimony to the good relationship we have built with the client as well as the high standard of after sales service," says Eqstra 600SA Managing Director, Brendan Londt. "In addition to offering best-in-class brands such as the Fassi range, these are the essential ingredients in fulfilling our commitment to building partnerships for life with our customers.

"Equipping the crane with an auger for KSN Electrical, as well as the additional features added, is a further example of how Fassi,



and Eqstra, are committed to meeting its clients' individual requirements by tailoring its machines for specific functions."

The Fassi light-weight cranes combine reduced weight, compactness and limited dimensions with the factors typical of Fassi quality, both in the structure and in the details. As a result, clients can enjoy the high quality standards of the Fassi crane, even on light-weight trucks that can be driven with a normal driving license.

Fassi cranes, distributed by Eqstra 600SA, range from light-duty 1/12 tonne and medium-duty 13/38 tonne units to heavy-duty (over 41 tonne) machines. Eqstra 600SA fully supports its client base over the complete product lifecycle, including maintenance, contracts, operator and maintenance staff training and spares and after-market support.

Eqstra Industrial Equipment (EIE) provides distribution, leasing, rental and value-added services for industrial, materials handling and agricultural equipment in South



The versatile Fassi F110A.0.22 E mounted on a rugged Isuzu FTS 750 4x4, for delivery to KSN Electrical.

Africa, various other African countries, the UK and Ireland. EIE has exclusive distribution agreements with best-in-class brands and operates from four branches, 10 depots and a comprehensive dealership network in Southern Africa. It has representation in Angola, Botswana, Mozambique, Malawi, Madagascar, Namibia, Swaziland, Tanzania, Zambia and Zimbabwe. 🌐

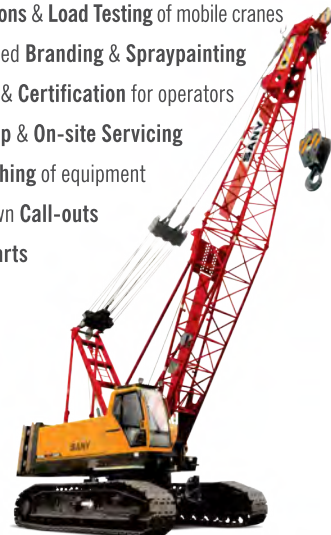
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RIO-CARB PLATES INCREASES LIFESPAN

of dump truck bin sixfold



Chromium Carbide (CrC) expert Rio-Carb recently fitted R-C700 liner plates to Danoher Construction's R3,9-million Volvo 30-ton dump truck. Due to their impressive hardness, the R-C700 CrC liners were installed to prolong the life of the original truck bin – which is known to withstand approximately 10 000 hours of unloading – by six times.

Rio-Carb Product Development Manager, Luis Garcia explains that during unloading, the rear section of a dump truck bin receives the greatest amount of wear from severe sliding abrasion. The R-C700 CrC liner plates, with a hardness of between 56 and 58 Rockwell C, act as a barrier to protect the truck bin from corrosion and wear due to the abrasive silica they carry. "The truck loads silica sand, which is used for a variety of industrial processes such as creating moulds and casts, glass manufacturing, water filtration or producing concrete. The mine then takes it off to the processing plants."

Depending on what is being mined, the material causes damage to the bin. Therefore many companies opt to discard the bin once it has corroded and replace it. Rio-Carb's R-C700 CrC liner plates are extremely wear resistant when compared with its competitors' liner plates. To test this theory, one truck has been fitted with Rio-Carb liner plates and the other with 400 material. They will undergo a test to see which will last longer at a mine in Lydenburg. The trucks will be put through the same harshness and unload the same material during testing and a comparison will be made.

Even though it is the first time Rio-Carb has designed and fitted a truck with liners,

the company was able to finish the project within a week, which included getting approval on the actual designs, engineering and fitting them. "We had to take measurements for sizes, made drawings and suggested how the liner can be laid up and fitted. Working outdoors was a challenge, as we lost a day and had to move indoors but everything went well, thanks to our experience and expertise," Garcia adds.

According to Garcia, Danoher Construction got the dump truck from the original equipment manufacturer and wanted to keep its bin in good condition for longer. "We will be monitoring the truck in a month's time to see how it is performing. After three months, we will also do a wear survey on the liners to see how long the liners will last. Should they last more than six months, it will be a 100% gain for the customer, from a financial point of view."

Rio-Carb is the only local liner plate and equipment manufacturer that follows international welding standards. Its liner plates are etched at the back with a unique number of identification and recorded in the company's database. All the designs are computerised, so the company does not have to go back on site to take measurements and redesign them when they need to be replaced.

"Once the test is successful, we will be able to supply liners for more of Danoher Construction's earth moving equipment. The company has other trucks that require lining, so it's a great opportunity for us. We hope this new service of fitting our liners to dump trucks will be the first of many, and we know it will work out and become a success," Garcia concludes. ☺

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SANY
Quality Changes the World

Johnson Crane Hire

RAISES THE BAR ON SHUTDOWN PROGRAMME

Johnson Crane Hire recently successfully completed several routine lifts as well as a number of heavy lift projects at a major petrochemical plant during its annual maintenance shutdown.

This was the first time in 20 years that this particular plant had tackled a plant upgrade simultaneously with its annual maintenance work.

Philip Bailey, of Johnson Crane Hire, says the company completed the project in the 40 day contract period well within schedule and without any LTIs being recorded.

A cornerstone of Johnson Crane Hire's ongoing success with lifting contracts is the extensive preparation work that goes into every project, and this is done well before cranes are deployed to site.

"We started work on the project eight months prior to arriving on site. This involved intensive studies of the lifting programme, starting with site inspection through to undertaking compaction tests to ensure the loading bearing capacity of hard stands and marking the positioning of all cranes on site," says Bailey.

Johnson Crane Hire operates an extensive fleet of cranes and was able to draw from this fleet to ensure that those machines sent to site were the most appropriate for the range of lifting applications that would need to be undertaken. The larger cranes were mobilised a week ahead of the programme, and erected and ready to lift a full day ahead of the lifting schedule.

Bailey says the onerous nature of the project, which included numerous tandem lifts in many different areas at the same time, saw the leading South African specialist lifting contractor deploy a sizeable fleet of cranes on the contract.

The maintenance aspect of the programme used 20 smaller cranes that were deployed at various plants on the industrial complex. These ranged from the largest, a 120 t unit, to the smallest, a 30 t machine.

The project component of the contract called for eight large cranes, ranging from 180 t units through to a 600 t crawler unit.

These large cranes working on the project component were tasked with replacing 10



large vessels each weighing between 110 t and 117 t. Some of these enormous pressure vessels were 12 m in length with an outside diameter of 12 m.

The old vessels were lifted out of the plant using the 600 t crawler crane and Bailey says the largest lifting radius tackled by this crane was 42 m. The vessels were placed in the laydown areas with the assistance of a 330 t tailing crane.

One of the complicated heavy lifts involved removing another important plant component, which due to its shape and size was known as the 'submarine'. It was cut into three 8 m sections, each weighing 21 t. A 550 t crane with a 21 m luffing jib was used for this lift which called for a massive 45 metre radius.

"This entire project called for detailed planning and attention to detail in all aspects of the work undertaken. All components had to be carefully removed, and new units accurately placed and aligned to avoid any damage to the plant," says Bailey.

Like all Johnson Crane Hire's projects, an impeccable safety track-record was achieved on this site, and this is particularly noteworthy as much of the lifting for the maintenance

Johnson Crane Hire operates an extensive fleet of cranes and was able to draw from this fleet to ensure that those machines sent to site were the most appropriate for the range of lifting applications that would need to be undertaken.

work called for extensive evening shifts to ensure the programme was met.

The lifting specialist received much praise for its stellar performance. As Bailey notes, this is just one of many successful lifting contracts that the company has completed over the years within the petrochemical sector, and Johnson Crane Hire intends building on this impressive track record! 🌟

Economical

SUBMERSIBLE WASTE WATER PUMP

KSB Pumps and Valves has released its highly efficient range of Amarex KRT submersible motor pumps for handling municipal and industrial waste water in an effective and cost effective manner.

Taking their cue from previous models, KSB engineers have further improved the operating reliability and hydraulic efficiency to squeeze more out of the pump. By focusing on the typical operating ranges of waste water pumping stations the developers have adjusted the impellers' free passages to not only comply with the applicable standard, but also to allow the pumps to offer as broad a range of applications as possible.

Available with four different improved impeller types, the submersible motor pumps can achieve a maximum flow rate of 10 080 m³ per hour and a head of 120 m. With 850 kW of power on tap, it offers the highest standard motor power available on the market today.

Despite this, KSB electric drives for these modern submersible motor pumps are ultra-efficient. Depending on a system's load profile, users can choose a highly efficient motor variant which corresponds to the IE3 efficiency level for standardised motors in accordance with the IEC-60034-30 standard. Such motors are particularly interesting for powerful pumps with a high start-up frequency. Two bi-directional mechanical seals reliably protect the motor space against ingress of water.

A chamber filled with environmentally friendly oil ensures cooling and lubrication of the mechanical seals even when gas-laden fluids have to be pumped. Generously dimensioned ball bearings sealed for life support the stainless steel shaft with a special focus also being placed on the design of the cable gland. Individual conductors stripped, tinned and sealed in resin ensure that the cable gland is absolutely watertight even in the event of damage to the cable sheath or the

insulation. This also effectively protects the pump from short circuits.

To ensure that the pumps can be easily dismantled even after years of operation under tough conditions, all wetted screwed connections are made of stainless steel. For transporting acid waste water, too, KSB also supplies pumps made from high-grade stainless and acid-resistant duplex steel. ♻️



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QUALITY IN FOCUS

VÖGELE RoadScan, a contactless temperature measurement system, makes paving quality measurable and verifiable.

Making quality measurable is one of the big issues for contractors and clients worldwide. One of the key criteria for the durability of roads is maintaining a constant temperature of the freshly paved asphalt. As a result, the significance of area-wide temperature monitoring is currently on the rise in more and more markets. With RoadScan, VÖGELE's contactless temperature measurement system, the company is on the leading edge of this future trend.

High-precision infrared camera with 100% measurement coverage

The heart of the RoadScan system is an infrared camera which scans the asphalt pavement behind the screed over the entire area. What sets the system apart is its unrivalled measuring accuracy. The VÖGELE system captures grids of 25 x 25 cm-sized tiles at a measuring width of 10 m.

Each of these tiles contains up to 16 single measuring points which are then used to calculate a mean value. That allows the system to capture the newly paved surface with no gaps, and so no theoretical or computed values need to be added. The measurable temperature range of RoadScan lies between 0 °C and 250 °C with a tolerance of only ± 2 °C.

The purpose of RoadScan's other components is to capture the base temperature before paving (pyrometer), record precise positional data (high-precision GPS receiver) and document the wind strength and direction, ambient temperature, air pressure and humidity (weather station available as an option).

Integration into ErgoPlus 3

As one would expect of VÖGELE equipment, the RoadScan system is intuitive to operate and can easily be activated from the paver operator's ErgoPlus 3 console. The user views the temperatures currently being recorded on the colour display, and these are clearly visualised using thermal images and in real time. The paver operator can programme the colour scale to allow any deviation from the required temperature of the freshly paved asphalt to be quickly identified. That makes VÖGELE RoadScan an effective instrument for ensuring high paving quality – without unduly increasing the paving team's work load.

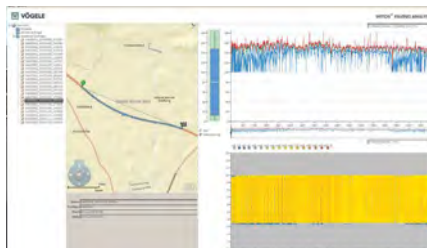


Encrypted recording of measurement data

The measurement data obtained using RoadScan is also stored in the paver operator's ErgoPlus 3 console. After paving, this data can be read off via an external data storage device. At the same time, VÖGELE has taken effective measures to protect the data via a specially designed memory stick which communicates with a VÖGELE interface on the paver operator's ErgoPlus 3 console; this in turn transfers the data in encrypted form. The data is then analysed in the office using the RoadScan Analysis web application, which presents the data in different types of diagrams and in a map view.

Integration into WITOS Paving

VÖGELE RoadScan can also be integrated into WITOS Paving. This innovative IT-based tool for the process optimisation of asphalt job sites helps companies to plan more transparently and respond flexibly to interruptions in ongoing operations, significantly increasing overall cost efficiency.

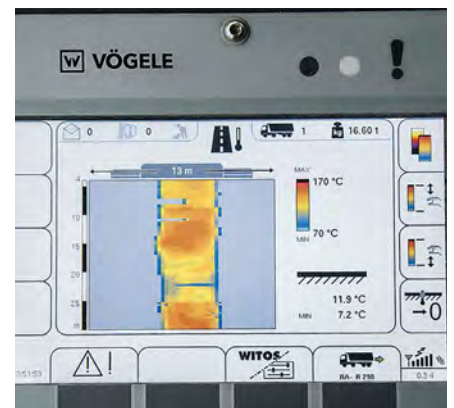


The values obtained are stored in the paver operator's ErgoPlus 3 console and can be read off securely. After the data has been uploaded, it is analysed in the office using the RoadScan Analysis web application.

VÖGELE RoadScan, a contactless temperature measurement system, makes paving quality measurable and verifiable.



The heart of RoadScan is an infrared camera which scans the asphalt pavement behind the screed over the entire area. What sets the system apart is its unrivalled measuring accuracy.



The surface temperature can be tracked on the display of the paver operator's ErgoPlus 3 console. This allows the paving team to respond directly to variations in temperature and ensure perfect paving quality.

STANDARD THREE YEAR WARRANTY

for Bobcat Telehandlers

Bobcat has launched a new standard three year warranty for the complete range of Bobcat rigid telehandlers manufactured at the company's plant at Pontchâteau in Loire Atlantique in France.

With well over 50 years of experience in compact equipment design, Bobcat has a proven reputation for high quality design, manufacturing and customer service. Available as standard in Europe, the Middle East and Africa on all the models in the Bobcat telehandler range from the T2250 5 m telehandler to the top-of-the-range T40180 18 m model, the new three year warranty reflects the high quality and reliability of the products manufactured in Pontchâteau.

As well as showing the company's confidence in the Bobcat telehandler range, the new three-year warranty demonstrates Bobcat's commitment to the market as a whole and is complemented by a range of warranty extension programmes from Bobcat. The new

three year warranty will also enhance customer confidence and increase resale values for Bobcat telehandlers.

The Pontchâteau plant produces all of Bobcat's rigid telehandlers with the design, development, production and sales organisations all based at the plant. Currently, the Pontchâteau site produces 14 different Bobcat telehandler models, with lifting heights from 5 to 18 m.

Aimed at applications in the construction, rental and recycling industries, over the past four years, a new generation of Bobcat machines has been introduced, and includes:

- TL series (Telescopic Loader) TL358, TL358+, TL360, TL470 and TL470HF, 5.8 to 7 m two stage boom models aimed at intensive applications.
- T Series (Telescopic) T35105, T35105L and T36120SL 10-12 m middle lift models; the T35130S, T35130SL, T35140S and T40140 13-14 m high lift



models and the top-of-the-range T40180 18 m telehandler.

At Pontchâteau, Bobcat ensures the company delivers products of the highest quality through the selection of leading and proven suppliers, integrated design, reliability/endurance testing and the manufacturing process in which 100% of all production units are individually controlled and quality approved. 🌱

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BELL INTRODUCES

Mercedes-Benz engines to new haulage tractors

The new Series IV generation of Bell Haulage Tractors builds on the company's solid haulage heritage by combining the proven 'designed to haul' drive train with Mercedes Benz water-cooled engines to deliver key performance and productivity benefits.

Bell Equipment Product Marketing Manager: Forestry, Sugar and Agriculture, Tim Beningfield, says: "Since we began building haulage tractors 40 years ago we've been constantly evolving – keeping our key successes and complementing them with improvements and carefully selected changes. For example, the new engines, coupled to the time tested Allison automatic transmission, deliver more power and extend the choice from 90 kW to 160 kW. This also gives our customers improved gradeability, increased tractive effort, up to 25% more available torque and significantly lower fuel burn to deliver even lower cost per tonne machines."

Other operational benefits include: exhaust valve braking as standard to reduce brake wear, a power core air cleaner with integrated pre-cleaner and scavenging for improved engine protection, increased hydraulic pump flow, greater delivery capacity of the gear-driven compressor and as well as dual batteries with the introduction of a 24 V system.

In addition engineers have made strides to increase operator comfort and improve service access. The cab is now fully enclosed with air-conditioning and includes a high comfort suspension seat as well as an ergonomic operator station with onboard diagnostics. A trainer seat is available as an option.

Bell Equipment's cutting-edge Fleetm@tic fleet management system is also available as an option to enable owners to monitor fuel burn, GPS location, idling time, speeds and engine warnings.

Importantly the company prides itself on manufacturing 'strong reliable machines' and has retained the fabricated steel chassis, heavy duty rear axle and hitch positioning ahead of the axle for efficient load carrying capacity, improved steering and traction. Likewise safety features, such as the ROPS/FOPS certified cab, front axle loading and fully equipped pneumatic trailer



braking, have been carried through to the new generation.

The new models include: the 1214A and 1214AF which generate 90 kW and are suited to shorter hauls and single trailers, the 1464A and 1464AF which produce 110 kW for short to medium hauls and single or dual trailers, the 1734A and 1734AF at 130 kW for medium hauls and dual rigs and the 2134A which generates 160 kW, specifically for longer hauls and multi rigs. The AF models are all 4x4 units. ☼



TRIO® CRUSHES AND SCREENS

out inefficiencies

CNC Crushers Roadstone has benefited from uninterrupted production, ranging from 1 000 t to 1 200 t of aggregate a day for road construction in various areas of the North West province since it introduced Trio® comminution equipment to its Stilfontein operations.

The company is operating three Trio® cone crushers and an inclined Trio® screen which it bought from Weir Minerals Africa.

Carl Crous, owner of CNC Crushers Roadstone, opted for the Trio® TC series of cone crushers, known for their rugged design.

CNC Crushers Roadstone's TC36SH (short head) weighs 12 000 kg and has a feed opening of between 100 mm and 180 mm, as well as a head diameter of 914 mm. It has a maximum power capacity of 90 kW and has a capacity of between 27 t/ph and 186 t/ph. Meanwhile, its TC51S (standard head) has a diameter of 1 295 mm and weighs 22 500 kg. It has a feed opening of between 65 mm and 135 mm, and a maximum power of 200 kW. The unit has a capacity of between 36 Mtph and 255 Mtph.

In terms of the company's screening requirements, the aggregate producer has opted for a Trio® TIO5162 inclined double deck screen.

JD Singleton, Weir Minerals' general manager for Trio® products in Africa and Middle East, says Trio® TIO Series screens generate their motion via three timed shafts with eccentric counterweights. The combination of three shafts provides an oval strike with adjustable amplitude, speed and operating angle that are determined by application, feed size and gradation. The vibrating unit uses an oil bath lubrication arrangement.

Their plates are made from hot-rolled steel and are plasma cut with computer numerical controlled punched holes. Trio® products are manufactured utilising Huck-bolt construction techniques to ensure structural integrity and eliminate stress fatigue in the screen body.

CNC Crushers Roadstone has maximised the operation of its Trio® comminution equipment by entering into an extended service level agreement with Weir Minerals Africa. The OEM's technical field service personnel now spend two full days a month at the



operations undertaking preventative maintenance on the equipment.

It is not difficult to see why so many aggregate producers are opting for Trio® equipment. As Singleton notes, they want predictability and this is exactly what they get from Trio® equipment. 🌐



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BAUMA 2016 SHOW IS A SUCCESS

for CASE

CASE Construction Equipment made a big impression at the bauma 2016 exhibition, attracting a high number of visitors from all continents on its stand throughout the week.

The layout of the stand reflected the brand's focus on the customers, making it easy for visitors to find the offer for their business in the display organised by sector: urban construction, infrastructure, quarrying and recycling. CASE machines and Iveco vehicles were shown together to highlight how the two lines provide a complete solution for construction businesses.

The CASE Europe Africa Middle East team was on the stand throughout the show to welcome customers from across the region and discuss their requirements. The Service and Parts teams and CNH Industrial Capital were also available to explain all the ways the brand is able to support customers in partnership with its dealers, providing complete business solutions that include tailored financing packages, extended warranty, planned maintenance programmes, competitive cost of ownership, and efficient parts and technical service.

The brand showcased its full line of equipment and services, complemented by Iveco vehicles for the construction industry, on its 3 216 square metre stand. At the show CASE unveiled new D Series crawler excavator models for the European markets, the 580ST backhoe loader featuring the new backhoe boom and loader arm, and new features for the CASE[®] SiteWatch[™] and CASE[®] SiteControl[™] systems.

A full, immersive CASE experience

Following its successful introduction at Intermat 2015, CASE offered its stand experience app, which led visitors on a guided tour, providing access to multimedia material on the products and services on display as they walked around the stand.

An excavator simulator provided visitors the opportunity to experience what it is like to operate a CASE machine. This proved to be one of the stand's biggest attractions, with over 750 visitors proving themselves in the driving simulator contest that challenged participants to uncover the CASE logo against the clock, rewarding every day's fastest operator with an action camera.



The brand also organised a twice-daily shuttle to a gravel pit located in the nearby village of Aschheim, where it offered test drives on the latest CASE products for aggregates applications. This activity was very successful, attracting a total of over 250 visitors from around the world. All appreciated the opportunity to see and test drive the machines in a real work situation.

CASE graders win Diesel Progress Excellence in Equipment Engineering award

The CASE 856C grader, marketed in the European countries, won the Diesel Progress Excellence in Equipment Engineering Award in the Graders category. The award, which is organised by *Diesel Progress* magazine and ZF, recognises the achievements in engineering and design of engine-powered machinery.

New technologies expand the CASE[®] Site Solutions offering

CASE further expanded the offering in its CASE SiteControl[™] range with the new RTK+ correction signal delivered via GSM. This service is delivered by a high-density RTK network of over 500 base stations owned by CNH Industrial. This enables the customer to work almost anywhere without the need for a fixed base station for the RTK correction signals. This is the biggest network in the market, and it uses the very latest technology with consequent

unique benefits. The signal is more stable and accurate: if one of the base stations slips out of service, another one takes over without disrupting the signal or affecting its accuracy. The server calculates a specific set of correction data for the location of the machine at the time, guaranteeing full accuracy independently of its distance from the base station. The correction is delivered through multiple formats to ensure the best compatibility with any type of equipment such as dozers, graders and excavators from many brands.

CASE also unveiled the upgraded user interface of its SiteWatch[™] telematics portal, which has been redesigned using the latest web development technologies to improve navigation, add a new maintenance forecasting functionality – a first in the market – and other features facilitating fleet management.

CASE offers more choice on the 580ST backhoe loader

CASE also introduced a new backhoe design with in-line cylinder geometry and inner Extendahoe on its 580ST model. This is the ideal solution for operators who want exceptional breakout force and great reach. Alternatively, customers can choose the existing well-known CASE boom with overlapping cylinders and protected outer extendahoe. It has a shorter boom, resulting in lower transport height. 🌟

EARTHMOVING SPECIALIST EPH

commends Atlas Copco hydraulic hammers



EPH supplies a broad spectrum of customers that range from large listed construction firms to small individual contractors including many new BEE companies. EPH's partnership with Atlas Copco stems back to 2007. Since then, EPH has continued supporting Atlas Copco for the supply of quality construction equipment which has included MB1700 and MB2200 hammers.

"Over the years, Atlas Copco has proved that it is without doubt a leading supplier of quality construction equipment, which it supports with excellent after sales service," says EPH Sales/Plant Manager, Brendan Badenhurst. "We have benefited from Atlas Copco's range of hydraulic hammers which fit perfectly with our specialised fleet of excavators that range from 5 t mini excavators to 30 t wheeled excavators."

The recent fitment of the SB202 hammers onto its Komatsu PC55 mini excavators has proven to be a winning combination that has yielded high production rates for EPH owing to the outstanding reliability of these hammers.

Fitted with the hydraulic hammers, the mini excavators provide flexible rock breaking solutions for small rural infrastructure projects that have limited working space

owing to the fact that most of the water pipes, electrical cabling and road infrastructure pass through densely populated areas. "This has culminated in a significant demand for smaller excavators fitted with hydraulic hammers capable of completing such projects," explains Badenhurst. "The SB202 hammer and mini excavator is proving to be a winning combination."

Badenhurst points out that as a rental company, reliability is paramount for EPH. "Cheap imports are not a long term solution for any company. While they may initially save you money, their long term expenses, servicing and maintenance costs are endless.

"The value of Atlas Copco equipment lies in quality, reliability, performance and low maintenance that deliver lowest cost of ownership, rapid return on investment and, most importantly, satisfied EPH customers," concludes Badenhurst.

EPH was established in 2004 to accommodate growing demand within the rental market for quality excavators fitted with hammers. The company is headquartered in Centurion, Gauteng. However, its footprint extends throughout South Africa and covers neighbouring countries such as Lesotho and Mozambique. 🌍



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ZERO TOLERANCE

for alcohol

By Rhys Evans, Director of ALCO-Safe

Alcohol use and abuse in the workplace is a challenge across many sectors, but can be a particular problem in industries where employees need to deal with hazardous conditions or operate heavy machinery.

The warehousing environment is one such industry, as employees must often work with and operate overhead cranes, forklifts and other hazardous machinery. This type of equipment is highly dangerous as there is always the chance for human error and accidents do happen. The danger is significantly increased if employees are operating this machinery under the influence of alcohol due to the adverse effects of drinking on behaviour and reaction times. In order to mitigate this risk, warehouses need to adopt a zero tolerance approach to alcohol consumption in the workplace, backed up by effective policies as well as compulsory daily alcohol testing of every employee every day.

According to the Occupational Health and Safety (OHS) Act, employees are not permitted to be in the workplace under the influence of alcohol, no matter what industry they work in. Intoxicated employees may experience compromised cognitive ability and impaired decision-making, as alcohol is proven to increase risk-taking behaviour while decreasing inhibitions. In the warehousing industry the effects of alcohol consumption in the workplace can be catastrophic. Accidents with heavy machinery can cause serious injury and even death, and if it can be proven that the operator of the machinery was operating under the influence and management did not take steps to prevent this, then the company can be held liable for damages.

The first step is to adopt a zero tolerance approach as mandated by the OHS Act. This requires that policies be put into place to this effect, which need to include mandatory daily breathalyser testing of every employee as they enter the workplace. If only random testing is implemented, or employees are not tested every day, then alcohol usage is difficult to control because of the large number of staff involved in many warehouse ventures. In addition, education needs to form a critical component of any alcohol program, as even if people are tested on arrival they may drink during the day.

New breathalyser technology too can play a role in ensuring compliance with zero tolerance policies. Key management solutions are something that has been in place in many warehouses in order to control and monitor who has access to keys for any physical asset, including heavy machinery such as forklifts and cranes. Intelligent, electronic key management systems provide a full audited history of key transactions, and new solutions incorporate a breathalyser function into this solution.

Regular key management typically requires the user to input a personal PIN number as well as their fingerprint in order to retrieve keys. The system then logs the time the keys were retrieved and by whom. The PIN and fingerprint must then be re-entered in order to return the keys, again logging the time and access code. With new breathalyser enabled solutions, users must not only enter a PIN and their fingerprint, but also blow into an integrated breathalyser and demonstrate their sobriety by ensuring their breath alcohol is under the prescribed limit. Only then will the keys be released.



Rhys Evans, Director of ALCO-Safe.

If the user does not pass the breathalyser portion, the keys will not be released, and the name of the person will be logged along with their breath alcohol reading. They will also then not be permitted to continue with work.

By ensuring effective policies are in place, and by utilising advanced technology such as breathalyser-enabled key management systems, warehouse management can minimise the risk associated with alcohol consumption in the workplace. In addition to reducing risk, warehouses can also benefit from sober employees who require less time off, and who are less likely to cause accidents and breakages to assets and stock, not to mention avoiding workplace injury and fatality. 🚫



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ATLAS COPCO LAUNCHES

8 Series compressor range



Atlas Copco has launched the 8 Series, a range of 10 new air compressors. All models in the 8 Series range fall below the 750 kg limit and therefore require no special driving license to tow. Reliability, efficiency and higher utilisation levels, coupled with superior performance, enable the range to offer a maximum return on investment for rental and construction partners.

Ideal for use on construction sites and in other demanding environments, the new 8 Series compressor range benefits from Atlas Copco's pioneering air element design, making the compressor up to 150 kg lighter than comparable models. During the development phase, particular consideration was given to improving the compressor's efficiency and the latest advances in the 8 Series mean that fuel consumption is significantly reduced. The new range uses an average of 12% less fuel than comparable products.

The compressors' compact and lightweight package mean that despite incorporating a full-size fuel tank, aftercooler and generator, all models fall below 750 kg. The largest compressor in the range can produce 5 m³/min of air and can still be towed by a normal passenger car. However, the inclusion of a new and updated HardHat® canopy ensures the 8 Series models are

tough enough for the harshest conditions.

The 8 Series line-up initially comprises of 10 models, ranging from the XAS 38 Kd, with a free air delivery of 2 m³/min, to the XAS 88 Kd, with an air delivery of 5 m³/min. Two models in the range come with built-in generators.

Ben Van Hove, Vice-President, Marketing at Atlas Copco's Portable Energy division, said: "The launch of the revolutionary 8 Series is the result of more than 10 years of continuous development. Throughout the design and engineering process, we have focused on advances that provide tangible benefits to our customers, without compromising a single aspect of design or performance. As a result, the 8 Series is versatile, efficient and a valuable ally in maximising uptime on site."

The 8 Series range of compressors are available with a buy back guarantee from Atlas Copco, which ensures the compressors' asset value and allows owners to easily calculate the capital return. 🌱

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LATEST AIR COMPRESSORS

deliver efficiency improvement

Ingersoll Rand has introduced the new RS30 and RS37 models, the first compressors in a series of new oil-flooded rotary screw air compressors known as the Next Generation R-Series.

The Next Generation R-Series rotary screw air compressors from Ingersoll Rand deliver world-class performance and enhanced reliability, lowering operational costs for those requiring general purpose plant air in support of assembly, manufacturing, mining and conveying applications.

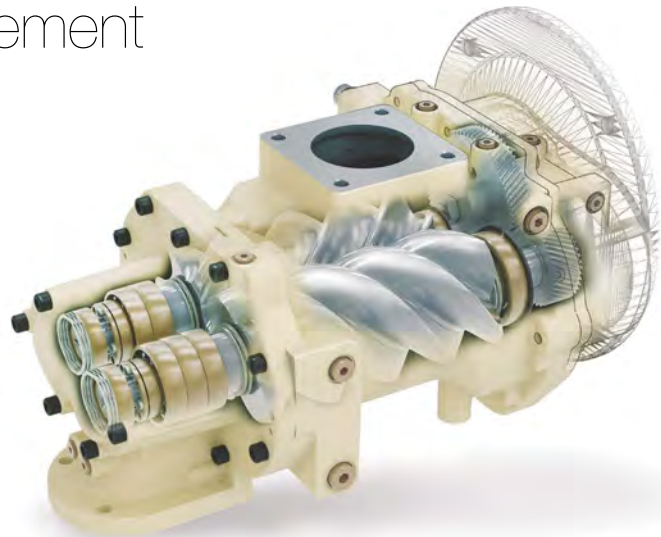
“Our customers are under unprecedented pressure to be leaner, more productive and more energy efficient,” explains Riaan van Wyk, regional sales and services leader for Ingersoll Rand in Johannesburg. “The Next Generation R-Series represents a new benchmark in compressor performance that can greatly reduce our customers’ energy footprint while maintaining reliable compressed air to keep their operations running smoothly.”

The new air compressors improve performance through a state-of-the-art airend – the heart of every air compressor. The new airend design was developed through advanced analytics and modelling, and includes, amongst other things, an optimised rotor profile that can provide an efficiency improvement of up to 13% compared to previous models.

The new rotor profile also contributes to best-in-class airflow capacity, delivering up to 11% more airflow than previous models. The improved airflow creates a more reliable air supply, reducing down-time and increasing production efficiency, even in extreme operating conditions. An enhanced bearing arrangement and sealed drive system further improves performance and reliability, while reducing the maintenance requirements.

The compressors in this series are built to withstand extreme conditions, with an advanced motor design that is engineered for operation in challenging environments. The compressors are available in high or low ambient temperature options.

The newly revised, analytics-modelled airflow and piping system further contribute to energy efficiency by ensuring a low-pressure drop. This saves energy and lowers



utility bills while minimising sound output to create a safer, more comfortable work environment.

The Next Generation R-Series features the sophisticated Xe-Series controller, allowing easy remote access to, and control of, the compressed air system through a web browser. Users can receive information on compressor performance and events by email, adjust compressor settings remotely and programme compressors according to specific events through real-time clock schedules. This means users can automatically start or stop compressors for shift changes or preventative maintenance.

The new series of Ingersoll Rand compressors also enhances reliability with Progressive Adaptive Control™ (PAC) systems software that continuously monitors key performance parameters and automatically adjusts settings to match the application’s needs. The adaptive controls provide built-

in performance analysis for a wide range of load requirements, thus reducing downtime risks.

Next Generation R-Series compressors also save customers money on equipment and operations by ensuring that discharge air powering equipment carries a minimal amount of moisture, reducing the requirements of large downstream air dryers. Ingersoll Rand strives to advance quality of life by creating comfortable, sustainable and efficient environments. The company’s brands include: Club Car®, Ingersoll Rand®, Thermo King® and Trane®, which all work together to enhance the quality and comfort of air: in homes and buildings; in transport vehicles; for the protection of food and perishables; and for increased industrial productivity and efficiency. The company is a USD13-billion global business committed to a world of sustainable progress and enduring results. 🌱

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Gardner Denver CompAir

GETS CLOSER TO CUSTOMERS WITH INDUSTRY SYMPOSIUM

By Paul Crankshaw



Marc Willmers – Business Director, CompAir SA.



Presenters at Masters of Air (from left): Florian Braehler, Gerrie Coetzee, James Waldron, Keith Atkinson, Evan Reynolds, James Cutting and Rob Mellors.

In a three-day display of its expertise and its range of vacuum and pressure equipment, CompAir South Africa has broken new ground in the compressed air sector by creating a forum for sharing skills and ideas with its customers and broader market.

“Gardner Denver’s exhibition and symposium at Emperors Palace near Johannesburg at the beginning of June was an expression of how we do business,” said Business Director, Marc Willmers. “We invited our customers and partners to come and learn about the latest technologies, but also to discuss their particular requirements and challenges. This two-way consultation forms the basis of good partnerships – and keeps us close to the needs of our target markets; only in this way can we provide efficient solutions that work for the customer.”

The event showcased Gardner Denver’s range of technologies, and brought global experts to address delegates in highly focused sessions where they could pose their own questions and discuss technical and strategic issues with experts from the production facilities in United Kingdom, Italy and Germany.

Integrated solutions

“As a member of the worldwide Gardner Denver group, we are able to offer integrated solutions across a range of compressed air, vacuum and pressure technologies,” said Willmers. “An event like this gives our customers and our sector the opportunity to examine options for their applications, and to engage in detailed technical discussions that will improve the quality of their purchasing decisions.”

With a local presence in South Africa dating back to 1927, CompAir South Africa’s range now extends from the vacuum range to almost 400+ bar high pressure applications,” he said. “We provide this by bringing globally respected brands like Robuschi, Elmo Rietschle, CompAir and Belliss & Morcom to the sub-Saharan market – delivering the best possible value to customers’ operations.”

The CompAir compressor range offers energy efficient, high quality air, user-friendly controllers, compact design, low noise levels and low maintenance – in a range that includes lubricated screw compressors (L-series), oil-free screw compressors (D-series), water-injected oil-free screw compressors (DH-series) and portable compressors (C-series).

Generating nitrogen on-site

He said that within the CompAir offerings, nitrogen generators had been an important innovation in recent years, enhancing the functionality of on-site compressed air installations.

“Nitrogen gas can even be produced from spare capacity within an existing compressed air system, saving energy and occupying a minimum of extra floor space,” said Willmers. “With our Carbon Molecular Sieve, users get lower-cost maintenance and a long working life.”

CompAir nitrogen generators are also compliant with food and pharmaceutical standards, making them safe to use in highly regulated

sectors and attesting to the scientific excellence they embody.

Vacuum and blowers

In its vacuum pumps and blowers range, CompAir South Africa can offer solutions from minus one bar up to 2,5 bar of pressure with its Elmo Rietschle and Robuschi products.

The various applications for Elmo Rietschle vacuum and pressure technology make it the preferred choice in sectors such as pneumatic conveying, plastics (transfer of granules, calibration and drying), food (thermoforming, sealing, mixing and packaging), graphic arts (printing), healthcare (medical vacuum and respiratory assistance) and automotive (manufacturing of parts).

As a world market leader for side channel blowers, the brand also supports liquid ring, rotary vane, claw, screw and rotary lobe technologies.

CompAir’s Robuschi range of low pressure blowers and vacuum pumps are supplied to a broad range of sectors including waste water treatment, chemical, food and paper – process industries that require fluid handling. Its centrifugal pumps include the Prochem line for conveying aggressive liquids in the petrochemical industry, and the Promix series for viscous liquids and slurries such as those found in the paper, sugar and food sectors.

Finding the real cost

Willmers highlighted the growing importance that customers attach to the overall cost of



ownership of industrial equipment – rather than just the purchase price – and making the most of the numerous refinements in the evolution of compressor technology.

“What is important to most customers today is the value that we can offer across the life-span of their investment,” he said. “This includes the technical efficiency of the equipment itself – which has become a particularly material factor after years of electricity price hikes well above the rate of inflation; customers need to know that their plants will be as energy-efficient as possible, or the cost of ownership can quickly become uneconomic.”

Beyond the efficiency of the products, the depth of expertise within CompAir and the Gardner Denver group is able to help customers identify broader inefficiencies in their on-site installation.

“Our experts can often advise on design improvements that would raise the performance of the plant as a whole, to avoid a situation in which customers are investing in systems that are not optimally configured,” said Willmers. “This is a vital part of the value that we add in our partnerships with customers – ensuring that we contribute wherever possible to the ongoing health of their businesses.”

No unplanned downtime

He said customers also want to know that the equipment will not cost them money in unplanned downtime, as breakdowns and stoppages will generally incur much greater costs and penalties than the actual repair. For



this reason, CompAir makes sure to provide 24/7 support, warranty terms, and high quality parts always in stock. This is underpinned by the industry-leading 10 year warranty.

Willmers noted the difficult trading conditions facing most customers in CompAir’s industrial markets, which placed even greater pressure on them to innovate for efficiency.

“We have no doubt that the presentations, demonstrations and networking that took place at our symposium at Emperors Palace have given delegates that ‘edge’ they need in order to prosper in this demanding climate,” he said. “With our local support network and the global resources of the Gardner Denver operation, we are confident that CompAir’s approach and expertise makes it the industry partner of choice in vacuum and pressure solutions.” 🌐



BKT SHOWS ITS LATEST PRODUCT LINE

at Reifen 2016

Fielding a comprehensive line-up of new products and the ultimate in tyres for agricultural, industrial and construction machinery, BKT made its public appearance at Reifen, the main international trade show for the tyre industry.

The purpose was to show clients, partners and visitors the extensive variety of ranges available in all business segments in which the company operates. BKT also aims at emphasising its versatility in developing new sizes and specific technological solutions for all applicative needs.

To represent the agricultural tyre range, no less than four patterns were on display at Reifen.

Agrimax Force, exhibited in size IF 650/85 R 42, is the high-end product within BKT's tyre solutions. Engineered for high-powered tractors by means of redesigned IF technology, this BKT tyre provides a large footprint and it offers uniform load distribution, simultaneously reducing soil compaction.

Still part of the well-known and well-trying Agrimax line, BKT showcased Agrimax Sirio in size 540/65 R 30. This high-speed tyre has been specifically designed for high-performance tractors, and allows for transportation of heavy load at a speed of up to 70 km/h. It is a truly innovative product with key features such as outstanding driving comfort, excellent lateral stability, and lower environmental impact.

There was a new size available for the Agrimax RT 600, the perfect radial tyre for lawns and loose terrains, which was presented at Reifen in the new 620/75 R 26 version. Extremely delicate on the soil, it is the ideal tyre for machinery operating on grassland, but also for harvesting and spraying applications as it features high load capacity, optimal stability as well as excellent traction.

Another showpiece was the flotation tyre FL 630 Super for trailers, tankers and spreaders, exhibited in size 650/55 R 26.5. Versatile and suitable for any kind of land and road, this tyre offers particular resistance in addition to a uniform drive. The special formula of its HD (Heavy Duty) compound makes the tyre extraordinarily resistant even under extreme conditions.

The BKT tyre range for construction machinery was represented by Earthmax SR 31, which was launched at bauma in Munich in 23.5 R 25 size. This product is great for stability and robustness. Conceived for loaders, dozers and articulated dumpers, it stands out for extraordinary traction and maneuverability even under the toughest operating conditions.

In this case, too, the special tyre tread compound performs very well, countering both impacts and high temperatures. Moreover, the radial casing structure guarantees a reduced rolling resistance, which results in lower operating costs.

The industrial range was also present at Reifen, with several appealing products on display.

To start with was the international preview of the new 7.00-12 5.00" Maglift, a tyre specifically developed for forklift trucks. It was showcased in its new non-marking version, which means it is made of a special white compound so no traces are left on warehouse floors. This type of compound is sought-after in the food, fruit and vegetable sectors as well as the pharmaceutical industry in order to guarantee industrial hygiene and to facilitate surface cleaning.

The industrial range included two products recently presented at bauma: Portmax PM 90 and Liftmax LM 81.

Portmax PM 90 – exhibited in size 18.00 R 25 – is a radial tyre with multi-layer steel belts designed for reach stackers carrying out port container handling operations. Its all steel structure makes the casing more robust and allows for a better weight distribution of loads on the contact surface.

Liftmax LM 81, developed specifically for forklifts, was exhibited in size 7.50 R 15. Stability, resistance, driving comfort over long distances even at high speeds, and durability are the main features of this product.

Portmax PM 90 and Liftmax LM 81 have an important trait in common: their low rolling resistance contributes considerably to reducing fuel consumption and providing significant economic and environmental advantages.



Finally, within the industrial range, there is a multi-purpose tyre that is also suitable for agricultural applications. It is the Multimax MP 540 – exhibited in size 335/80 R 20 – which ensures top performance in all operating conditions both in the field and on the road for municipalities and maintenance segments.

The special tyre tread design and the robust nylon casing guarantees maximum resistance to impact and provides excellent traction and outstanding self-cleaning properties.

Balkrishna Industries (BKT) is an Indian based tyre manufacturer. The BKT group offers a large and up-to-date production range of Off-Highway tyres specially designed for vehicles in the agricultural, industrial, earth-moving, mining, ATV and gardening sectors. BKT's innovative solutions, designed for the most demanding user needs, consist of more than 2 300 products sold in over 130 countries worldwide. 🌍



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NEW CHIEF EXECUTIVE OFFICER

for Isuzu Truck South Africa

Craig Uren, Chief Operating Officer of Isuzu Truck South Africa, announced the appointment of Hiroaki Sugawara as Chief Executive Officer of the South African operations. He is replacing Hiroshi Nishizaka, who will be relocating to Australia, on a fixed term, after numerous years of dedicated service in South Africa. During his tenure, 4 550 units were sold in 2015 and a corresponding 14, 9% overall market share ensured that Isuzu Trucks ended as the number one supplier for the third year in a row.

“I am glad to join Isuzu Truck South Africa, and to continue the success path instituted by my predecessor. Beyond its renowned expertise among global customers, Isuzu Trucks has a solid reputation in South Africa, which puts it in a good position to meet its ambitious growth strategy in an ever-challenging economic environment,” said Sugawara.

Sugawara started his career in the automotive sector in 1980 as an electrical engineer, when he was involved in planning the new automated chassis assembly and the new cab assembly line for the N-series and increasing production capacity in the Thai and Malaysia markets, to name a few.

From 2002 until 2012, Sugawara was the General Manager and Group Leader of the Service Marketing Department in Japan. He was responsible for the foundation of the ‘World Service Skill’ contest in ISUZU (I-1 GP), starting the ‘World Service Conference’ as well as cross-functional activity of service, establishing new service skill criteria, developing the geographical marketing method and increasing the aftersales business in the domestic market.

He was promoted to general manager of the Parts Planning Department in 2012. During his two-year term he increased the parts fill rate with Kaizen activity. He accepted the position of general manager for the sales promotion department in 2014 and soon organised the ‘Economy & Safety Seminar’ as well as the ‘New Products Promotion’. He was also involved in planning the CV sales-expanding project.

In 2014, he furthered his career to general manager for the International Sales Department, where he was in charge of West and South Asia and one South Pacific



area. He developed new markets in Iran and Uzbekistan and improved the business amount.

Sugawara graduated from the Akita Technical College and has been with Isuzu Co. for 35 years.

Craig Uren said: “We are pleased to welcome Hiroaki Sugawara to our team. We predict that he will make a meaningful contribution to Isuzu Truck South Africa by utilising his engineering, marketing and management expertise in the automotive and transport sectors.” 🌟



Hiroaki Sugawara, Chief Executive Officer of South African operations.

MERCEDES-BENZ UNIMOG U318

food truck

The inhabitants of Finland have a reputation for being the somewhat unconventional folk of northern Europe. Sauna championships or berry-picking competitions are just some of the unusual disciplines practised with great commitment. It is also in this part of northern Europe that Sami Repo built his own food truck, perfectly suited to the endless Finnish forests. Thanks partly to the off-road capabilities of the Unimog U 318 serving as its base, but also to the rustic 'do it yourself' body, it is a unique piece.

Buying the Unimog was something of a personal affair for Sami Repo. The Finn explains that he had first toyed with buying a Unimog U 20 around seven years ago. "It was purely for personal use, and I didn't really have much idea of what I was going to use the vehicle for."

Repo lived in the US for a while and it was there he came up with the idea of a food truck. "It was in Austin. The town is a Mecca for street food. I just had to do something like that." The body was tailor-made to his own specifications over several months. "I drilled every single hole myself," he explains. His problem: "The truck was everything rolled into one: a blue print, a test vehicle and even the finished product."

The centrepiece is a 400 kg special barbecue oven from Spain. Around the BBQ oven, the dab hand added a wash basin, a gas stove, work surfaces, a copper water boiler and various cooking utensils. The rear wall of the foodtruck is truly Finnish, on the inside and outside: hanging in the kitchen is an old school presentation board with pictures of various whales. The outer skin of the body, is made of old wooden panels which Repo waterproofed using 'tarvia' (natural tar). The material is used in Finland as a sauna infusion.

The link between the native Finn and food isn't something he plucked out of thin air. Repo has spent many of his working years as a photographer where he specialised in food photography. He spends approximately half of the year in Helsinki, around four months in his small, over 100-year-old farm house in Simpele (Karelia, Eastern Finland) and, every now and then, a few weeks in the US for a change.

The food truck is used for company events,



birthday parties or public events. These take place off-road and in the thick of winter, as was the case with a recent food exhibition in Rovaniemi.

It's possible that the mobile kitchen won't be the only use he finds for the base vehicle. On his initial encounter with the Unimog all-rounder, Sami Repo was amazed by the limitless possibilities the vehicle could offer him: "A Unimog is a truck for life. I bought

the U 318 with all its hydraulic connections and many extras. At the moment, I'm dreaming about getting a crane for doing forestry work on my farm. And I also need to build myself a motor home body at some point." ♻️

VOLVO TRUCKS RANGE GEARS UP

for tough operating conditions

Volvo Trucks South Africa's range of extra heavy vehicles is now even more geared to take on the demanding terrain and extreme operating conditions of the African continent.

"Over the years, Volvo Trucks has amassed a lot of experience in developing and supporting trucks that operate in extreme off-road and tough on-road conditions," said Malcolm Gush, Sales Director at Volvo Trucks South Africa. "Some of the new technologies originated in Sweden's timber industry where the climate is truly harsh, extreme and varied, while others were tested in a mine in the peaks of the Peruvian Andes at 5 000 m above sea level."

Volvo Trucks is committed to being an innovative leader. Not for its own sake, but because it matters. Particularly when it comes to driving safety and developing new ways to improve the productivity and efficiency of fleet owners' operations.

"But it is not just the ruggedness of our trucks and our innovations that make Volvo Trucks a leading truck manufacturer. Volvo Trucks is at the forefront of providing solutions that give fleet owners enhanced efficiency and productivity – in the most severe conditions and most demanding assignments," said Gush.

Tough on-road conditions

In March 2016, Volvo Trucks introduced a new member to the I-Shift family: I-Shift with crawler gears. The new gears, which are added to the vehicle's automated transmission, provide specialised start capability for trucks carrying heavy loads in demanding situations.

The system is entirely for series-produced extra heavy trucks. Volvo Trucks' new version of I-Shift makes it possible to add up to two new crawler gears, resulting in, among other things, the ability to start-off from standstill and transport a gross combination weight (GCW) of up to 325 tonnes.

"The Volvo Trucks line-up is now more versatile, with the range perfectly suited to specialised industries such as construction, mining, quarrying and forestry," said Gush. "Apart from the expanded capabilities, the new features provide fleet owners with peace of mind that their trucks are durable



and will be able to handle tough operating conditions with efficiency."

In 2015, the company added the new Tandem Axle Lift function to its FH16, FH, FM and FMX ranges. This innovation makes it possible to disengage and raise the second driven axle.

"The function is designed for heavy duty transports with loads being carried one way and empty return trips, for instance, when hauling timber or in construction and bulk cargo operations," said Gush. "This functionality offers many advantages including better road grip and up to four percent lower fuel consumption when the truck is driven without a load."

As not every FH is operated as a long-

haul truck on perfect roads, Volvo Trucks launched an optional Heavy Duty Bumper for this derivative. In fact, it is just like the one on the Volvo FMX – robust and designed to take a beating and protect the headlights and the truck itself when the going gets tough.

In addition, Volvo Trucks now offers rear air suspension for the Volvo FMX with a driven front axle (4x4, 6x6, 8x6 and 10x6). This solution gives the truck high ground clearance, excellent traction and outstanding driving comfort – especially when unladen.

Air suspension naturally offers many benefits, including a smoother ride, regardless of the road conditions, while saving the truck, the cargo and – most importantly – the driver from additional wear.



Volvo Trucks now offers Euro 5 five-axle trucks directly from the factory to meet a growing need for higher legal payloads. Combination weights of 50 to 76 tonnes are already allowed on some markets.

“Distributing the load on five axles reduces the risk of overloading the axles. This solution eliminates the need for an external bodybuilder and costly retrofitting. All in all, it gives fleet owners quicker delivery, direct from Volvo and all the benefits of a full Volvo warranty and aftermarket support,” said Gush.

Severe conditions

Severe conditions imply situations or applications that involve off-road or rough-road driving, requiring an engaged front drive axle. In this case, customers require manoeuvrability in tight areas and maximum



Malcolm Gush, Sales Director at Volvo Trucks South Africa.

traction so the trucks don't get stuck.

This could mean the transportation of heavy loads that require special permission to travel on public roads. Customers in this segment are looking for dependability, startability, maximising hill gradients and loading capacity.

To address fleet owners' exacting requirements in this segment, Volvo Trucks has introduced Automatic Traction Control as standard on the Volvo FMX with all-wheel drive or a driven front axle – an industry first. The front-wheel drive (4x4, 6x6, 8x6 and 10x6) is automatically activated when needed, providing all the necessary traction. This innovation is already at work in Volvo Construction Equipment and has proven to be a reliable, highly-effective solution to tackle even the toughest of worksites.

The new technology is set to give operators reduced fuel consumption, better manoeuvrability and uncompromised traction, as well as ultimately reducing powertrain wear and damage as Automatic Traction Control is engaged only when it is required.

Volvo Trucks Dynamic Steering was first introduced in 2013, but is now available for the dual front axles on the 8x2, 8x4 and 10x4 derivatives. This feature is set to reduce the strain on the driver, contributing to improved driving comfort, as well as to increased safety and productivity.

“The poorer the roads, the higher the loads, the lower the speed – the greater the benefits with Volvo Dynamic Steering for dual front axles,” said Gush.

In addition to the crawler gears, Volvo Trucks launched a reinforced version of the I-Shift, making it available for customers driving in extremely demanding conditions – what they call “very hilly” and “very rough”. This I-Shift is made for severe duty applications conditions found in some of the toughest quarries and mines.

“Technically, what we've done is to reinforce the gearbox and adjust the software so that it is better equipped to handle the frequent gear changes that are common in these environments,” said Gush.

Volvo Trucks knows the value placed on high load capacity within the construction industry. This is why the company increased the maximum front axle loads for leaf-suspended trucks with double front axles from 18 to 20 tonnes.

“In a mine or a quarry, every extra tonne a truck can carry is extremely valuable. This feature will increase the productivity and fleet owners will have better profit margins,” said Gush. “Customers driving on regular roads may not be able to increase the maximum payload, but they still benefit in terms of load distribution flexibility without overloading the axles. These two extra tonnes in the front are good to have for trucks like crane trucks and concrete pumps.”

For customers in heavy haulage, it's an opportunity to take on heavier assignments, and to take on lighter ones without requiring a costly special permit.

Volvo Trucks believes that the new specifications added to their already-proven range, combined with the brand's increasing footprint in the region, will give their African fleet owners the edge in these competitive and demanding local industry segments.

“Innovation, yes it's a buzzword. But for us it's the result of our continuous, relentless and uncompromising effort to find the best solution for our customers,” concluded Gush. 🌐

Clinigen South Africa

ACQUIRES NEW IVECO DAILY VANS

Clinigen South Africa is part of the Clinigen Group which is a rapidly-growing global specialty pharmaceutical and services company. It focuses on delivering the right medicine to the right patient at the right time to improve the quality of people's lives around the world. The Group consists of five synergistic businesses focused in three areas of global medicine supply: clinical trial, unlicensed and licensed medicines. The complementary businesses operate efficiently in a complex global regulatory environment and can ensure that precious medicines are delivered securely and effectively, wherever they are needed throughout the product lifecycle.

A key strategy of the South African operations, whose pharmaceutical range consists of both propriety and unlicensed products, is a commitment to building lasting relationships with blue chip pharmaceutical and medical technology companies throughout the world. They support key customers and hospital pharmacists throughout the region as there is increasing demand for speciality hospital based oncology, anti-infective, orphan and other crucial drugs in emerging markets. With their underlying philosophy of getting the right medicine to the right patient in the quickest possible time, no matter the location, Clinigen South Africa has upgraded its vehicle fleet to provide such services.

At a recent handover of two New Iveco Daily vans to the Group, Benjamin Miny, Managing Director: Africa of Clinigen, said, "We acquired these two Iveco Daily's to replace the ageing vehicles which had given us service for the past five years. Our business has achieved significant growth in those five years and we therefore required a more cost effective delivery system. We found that the previous vehicles only had capacity of 2,5 to 3 pallets per load whilst the Iveco's are able to accommodate up to 5 pallets at a time, thereby decreasing our daily turnaround times."

"We had excellent service from the Iveco dealer, Truck Centre Wadeville and especially their Sales Executive, Sue-Ellen Fouche who assessed our requirements to the full in order to supply the correct specification vehicles, suited to cater for our bulk deliveries that often stretch more than 200 km from our warehouse. With our drivers in mind we were able to nego-



tiate the 'comfort spec' option which will improve overall deliveries and driver comfort," added Miny.

The Iveco Daily 50C15V16, supplied to Clinigen South Africa is fitted with the latest generation common rail system on the 3.0 litre Euro IV engine, delivering 146 hp @ 3000 - 3500 rpm and a torque of 300 Nm @ 1400 – 2000 rpm. Mated to a 6-speed manual, synchromesh transmission, the Daily has some new features for reducing fuel consumption, including the EcoSwitch, enabled by the driver to modulate the engine torque. The EcoMac intelli-

gent cooling system and the alternator that operates only in the energy recovery phase contribution to the reduction in fuel. The voluminous 16 cum load area with the low 55 mm load height makes for precise and economical load placement in the vehicle.

"The overall design of the load area and the strength of the bodywork will enable us to fit insulation in the van that will be an advantage for us in transporting pharmaceuticals that are required to be kept at specific temperature," concluded Miny. 🌱

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MAN Truck & Bus South Africa and MAN Sub-Equatorial Africa have relocated their head-offices to new premises in Modderfontein, Johannesburg, a move that is representative of the organisation's new strategy to satisfy markets across South Africa and Sub-equatorial Africa by leveraging synergies between the two regional divisions.

With the retirement of former MAN Truck & Bus SA Managing Director, Geoff du Plessis in December 2015, MAN AG has appointed erstwhile Chairman of MAN Truck & Bus SA (and Head of Sub-Equatorial Africa, Middle East and India), Markus Geyer as the new Managing Director of MAN Truck & Bus SA and MAN Sub-Equatorial Africa. Relocating from Munich, Geyer is now based in Johannesburg and is contracted to occupy the position for four years with the option of extending the term by two years.

"I am extremely excited to be living in South Africa and am looking forward to the arrival of my family in August when the international school year starts. My experience with MAN in South Africa and Africa as a whole goes back to 2004 when I was involved from a central controlling point of view. Since then, my engagement with African customers has increased and I have come to understand the idiosyncrasies of respective markets on the continent. I believe our local management team has the necessary experience to lead MAN into a new era of positive growth in the Pan-African markets I now manage," says Geyer.

Joining Geyer on the Board of Directors of MAN Truck & Bus SA are Arshad Hassim (Financial Director) and Sarah Luthuli (Non-Executive Director).

Ian Seethal, Head of Network Development, adds the position of Head of Marketing Communications (South Africa and Sub-Equatorial Africa) to his portfolio of responsibilities. Robert Clough is Head of MAN Sub-Equatorial Africa.

"The streamlining of our management structure extends to our proprietary dealerships in Centurion, Pinetown and Cape Town, where we have created branch manager positions to elevate decision-making power at the point of sale. This forms part of MAN's new global project PACE2017. The project is designed to



enhance customer-centric product and service delivery for our customers and increase efficiencies within the company," explains Geyer.

"Our new head office reflects our premium brand positioning and our values of transparency and openness. A total investment of R75 million demonstrates MAN's commitment to long-term investment in South Africa, to establishing the organisation as the leading employer in the heavy commercial vehicle sector by attracting the right talent to ensure market-leading customer orientation," adds Geyer.

Commenting on MAN's market performance globally in 2015, Geyer states that despite worldwide market volatility, MAN Truck & Bus experienced positive revenue growth on 2014 figures in its respective divisions, with order intake rising by nine percent, truck sales up by 7% and bus sales climbing by 21%.

A highlight for MAN during 2015 was the introduction of the Euro 5 MAN TGX 540 long-haul 6x4 truck-tractor and its 13 240 km 'ONE MAN kann Journey' across southern and east Africa. The epic trip not only proved the merits of the new flagship as a bona-fide long-haul truck for Africa, but also demonstrated the efficacy of two new MAN Support offerings, MAN ProfiDrive® (advanced driver training programme) and MAN TeleMatics® (a Fleet Management solution co-developed in South Africa by MAN and Cartrack).

"The Journey helped to showcase our growing dealer network in sub-equatorial

Africa. New private-capital dealerships in Maputo, Nairobi, Lusaka and Windhoek were opened to coincide with the Journey as it made its way across the sub-continent. With 27 dealers in South Africa and 17 in 12 countries in sub-equatorial Africa, we are at the forefront of supplying optimum aftersales support to transporters, particularly those who conduct cross-border operations," states Geyer.

"We are constantly investing in skills training to develop our dealer network, both proprietary and privately-owned. We doubled our technical training level percentage in 2015 and escalated our driver-training executions considerably with the launch of ProfiDrive®.

"After a period of consolidation, which saw a great amount of effort and good work lead to the introduction of genuine market-driven solutions, we now have an unprecedented degree of unity and focus that extends across all areas of our operations. From our new head office, to our assembly plants and Parts Distribution Centre, to each of our 43 dealerships south of the equator, we are perfectly geared to create a new paradigm of supplier responsiveness and competency for heavy-duty commercial vehicle operators across a broad spectrum of specialised applications.

"What is really exciting is that we are now in a position to offer solutions that will not only bring new intra-Africa opportunities for South African transporters, but to also provide a support infrastructure that will help unify and boost the burgeoning economies of sub-equatorial Africa," concludes Geyer. 🌐



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Sizanani Bulk

CHOOSES DAF TRUCKS FOR THE LONG HAUL

Babcock, the sole importer and distributor of DAF Trucks in Southern Africa, recently concluded a deal with Wozani Berg Gasoline (trading as Sizanani Bulk) that saw the leading fuel transportation company purchase 10 DAF XF 105.460 truck tractors from Babcock to include in its fleet of trucks and trailer tankers. Two more of these trucks, which are specifically built for the long haul, are currently on order with a further requisition for 15 units pending. Sizanani Bulk operates a fleet of highly specialised gas and fuel tankers that service a targeted client base, transporting liquid petroleum products throughout South Africa and SADC countries.

Last year Babcock entered the DAF XF105.460 FTT interlink into the Truck Test 2015 to demonstrate the brand's performance in the 30 to 35 tonne payload segment. The results revealed that DAF is the most cost-effective vehicle in the country in the 6x4 truck tractor category after it was put through its paces in a gruelling 860 km round trip route against eight other leading truck brands.

Dave Black, MD of Babcock's Transport Solutions business comments, "The outcome of the performance test proves that DAF is an industry leading vehicle that effectively delivers a productive operation across all the key factors transporters take into account when buying new vehicles. Transporters no longer have to take our word for it – the Truck Test 2015 results prove the DAF XF is the most profitable truck in its category on South African roads," says Black.

Alec Jackson, DAF Sales Executive for Babcock's Westmead branch in Durban, says a number of contributing factors clinched the sale of the DAF XF 105 trucks to Sizanani Bulk, along with the top cost-effective rating. "The DAF fuel consumption has already proved to be the best in the Sizanani Bulk fleet, with a saving of up to 4 litres/100 km per vehicle," says Jackson. "With that comes a complete package from Babcock comprising correct pricing, a finance package to suit the client's needs, a comprehensive service and maintenance package with a 24-hour breakdown service, the Executrax onboard monitoring system, as well as extensive after sales support," he adds.

Low operating costs

There are several technical advances on this vehicle that reduce fuel consumption and allow for higher revenue per kilometre to the operator such as the PACCAR MX engine, developed and manufactured by DAF, which combines excellent high performance with economical fuel consumption and the driveline that is carefully balanced to optimise performance under all operating conditions and to make the most of the engine's low fuel consumption. The XF105 also uses many low-maintenance components, which extend service intervals to further reduce operating costs. Maintenance is therefore simpler, faster and less expensive and there are fewer parts that wear and need periodic replacement. Smart features such as the speed limiter and engine idle shutdown prevent wastage of fuel and

reduce emissions.

Best driver satisfaction

The XF105 has the most spacious cab in its class, allowing the driver to stay fit and alert for longer. Aerodynamic refinements such as the four large electronically adjustable and heated mirrors allow for a wider field of vision while the spacious cab has a roof with an integrated aerodynamic sun visor. Additional features such as Adaptive Cruise Control, Forward Collision Warning and a DAF Camera System make driving safe and comfortable. Babcock recently held a mini-workshop for Sizanani Bulk's driver trainers to familiarise themselves with operating the vehicle and making the most of the aerodynamic design.

High reliability

The DAF XF105 includes extensive function integration to achieve excellent reliability and durability while the engine compromises 25% fewer parts than previous models, increasing reliability and prolonging lifetime. Long maintenance intervals and professional service from DAF dealers such as Babcock minimise downtime to further reduce operating costs. In addition, DAF MultiSupport offers a fixed rate per kilometre for repair and maintenance and gives customers the benefit of increased vehicle availability and reduced administration, while the DAF International Truck Service (ITS) is on stand-by day and night, 365 days a year to ensure a stranded truck is back on the road with minimum delay. 🚛

COMBIMAX

number one in payload capacity

Rarely has a new concept enjoyed such immediate success as Faymonville's CombiMAX. Flexibility, speed and efficiency: three essential elements of the CombiMAX idea. Moreover, it generates concrete cost and time savings for the user. No other vehicle makes possible such high payloads as does the CombiMAX.

Jussi Alamäki, manager of the eponymous transport company based in Tornio (Finland), uses his 3+5 combination both as a low-bed and as a telescopic semi-low loader thanks to the Add-On-Beam extension. "It is great that the vehicle is so flexible; this is why we can offer our services at competitive rates. Our 3-axle bogie can easily be removed or built in as needed. Even with the heaviest loads, the CombiMAX can be easily operated and the steering functions are better than those of other semi-trailers". In the meantime, Alamäki has integrated as another modular element an additional 1-axle bogie (tag axle) into his previous combination.

"The reliability and the load rating are two advantages of the new CombiMAX concept. Faymonville delivered to Vlissingen a 2+4 combination together with a low-bed with the option of an addition, the tag axle. The customer transports primarily heavy machinery for all its projects, as well as oversized goods, which makes the CombiMAX is an ideal and future-oriented solution. With the forthcoming changes in the European legislation, such a vehicle is a must. It gives you the necessary flexibility to meet different customer requests while complying with the legal requirements at the same time," said Joost Rijk, Zwaar Transport Zee-land.

The CombiMAX is making waves in the sector outside Europe as well. For example, Karmiel Transporters from Haifa in Israel added one of the first built semi-trailers of this type to its fleet.

"This vehicle is very useful to us, thanks to the Add-On Beam extension which adjusts its variable length. This is unique for modular semi-trailers. For a large port project we could simultaneously load three concrete cubes of 40 tons each on our CombiMAX. This reduced our costs by one-third," said Michael Tesker (Karmiel Transporters).



"It's just a top product," said Jef Hufkens from the heavy transport firm Team Heavy Weight. He uses a CombiMAX combination consisting of two 3-axle bogies, two 2-axes and one 4-axle bogie, as well as two low-beds, an Add-On-Beam extension and two goosenecks. "The CombiMAX is light and more flexible than all the rest. It corresponds precisely to what a transport company needs," continues Hufkens. For internationally-active companies, axle load standards aren't the same everywhere, which constantly poses challenges in the day-to-day working life of most transporters. "The advantage is that we can change the number of axles *en route* without a crane, and while in loaded condition," concluded Hufkens. Shortly after the first delivery, Team Heavy Weight ordered additional bogies and beds.

Dom'Azur from Cournon d'Auvergne was the first French customer to receive a CombiMAX. One 1-, 2-, 3- and 4-axle bogie each plus an excavator platform were sent off to France. "This vehicle enables me to tap new markets. Customers from the demolition sector often have to assemble and dismantle their machines and transport the individual parts, now we can respond to these circumstances accordingly with the CombiMax. Thanks to this semi-trailer, I can offer my customers the possibility of transporting their equipment complete, without dismantling, which is of great benefit to them," said Vivien Bertrand, General Manager of Dom'Azur.

In the meantime, Dom'Azur too is expanding its CombiMAX combination with additional bogies. 🌟

NAMPO HARVEST DAY

breaks all records

Grain SA's 50th NAMPO Harvest day shattered all records amidst dire agricultural conditions. The four-day event was held at Bothaville and was attended by a record number of 75 116 people while there were 685 exhibitors – the most ever in the history of NAMPO.

This attendance figure exceeded all expectations. According to the organisers, and exhibitors, they wrote up some good business as a result. Excellent weather conditions contributed to the high attendance figures.

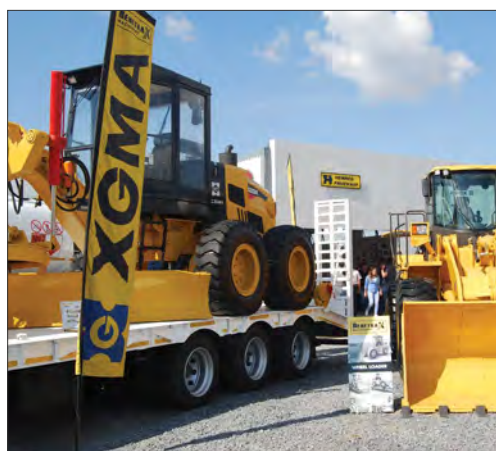
The influx of light aircraft, always a hallmark of the show, was significant in that 448 planes, compared with 399 of last year, graced the parking area.

The smooth flow of visitors through the gates, despite the large attendance, was made possible with the introduction of an electronic entrance system. A more even distribution of visitors took place over the four days. NAMPO 2016 proved that the facilities at NAMPO Park were able to handle a large number of visitors. Positive comments were received about the quality of exhibitors, the good and clean condition of the terrain and the general overall facilities.

“Over the past half-century, the NAMPO Harvest Day has evolved into a brand that accurately typifies modern agriculture in South Africa. It speaks to the general public as consumers of our agricultural products; it speaks to all producers in our country; it speaks to decision makers in government and the industry as a whole. It even appeals to the international arena and the growing interest from abroad,” said Cobus van Collier, chairman of Harvest Day.

Jannie de Villiers, CEO of Grain SA, has great respect for South African farmers' appetite for risk and said, “Despite difficult conditions, producers are still prepared to invest in the industry. They didn't attend NAMPO merely to come and look, they also made calculated purchases which made any detractor sit up and take notice.”

Furthermore, de Villiers observed a positive eagerness amongst the guests of Grain SA, who visited Harvest Day for the first time and concluded by saying, “Senior people in the structure of agriculture-related busi-



nesses obtained a positive insight into the depth of the industry. Their feedback on the image of a competitive, technologically advanced industry was, without exception, overwhelmingly positive.” 🌾

166TH ROYAL SHOW

Royal Agricultural Society



With the focus on introducing 'town to country', the 166th Royal Show opened its gates to the public on Friday, 27 May, for 10 days of action-packed interest and enjoyment.

The Royal Show is the largest mixed agricultural show on the African continent and, aside from catering for the nation's best livestock, it also presented almost every tractor and implement manufacturer.

The show hosts KZN's largest display of construction and materials handling equipment. This complements a broad mix of more than 400 commercial, industrial and service sector exhibits.

The Mercury Hall of Fine Living hosted a food and culinary display, focused on the food chain from production to consumption.

As is traditional, the Show included a meaningful presence of cattle, sheep, goats, rabbits and birds, not only to appeal to those directly involved in agriculture, but also the public at large.

In this regard, the Sheep and Cattle Expos in particular, and the Dairy Parlour, were focused on affording 'city folk' with displays and interactive demonstrations, intended to impart information and satisfy the curiosity of one and all.

Over the years, the annual entertainment programme is acknowledged to afford the public a top quality mix of sights, sounds and activities aimed at stimulating the senses, and ensuring a memorable time for young and old, while catering for all demographics.





Exhibitor: Barloworld Equipment

Earthmoving equipment company, Barloworld Equipment – the CAT dealer for Southern Africa – won the prestigious Orange Blossom Trophy at the Royal Show in Pietermaritzburg.

The Orange Blossom Trophy is presented to the construction and materials handling exhibitor with the best display.

Stands are judged on overall presentation, general design, innovation, originality, methods of communicating benefits, signage, personnel and customer care.

Samantha Swanepoel, Barloworld Equipment's Divisional Executive Director for Marketing & Communications, says the company is delighted. "We put great effort into our stand because we understand the impact a good stand can have at a premier event like the Royal Show, where there is massive competition among exhibitors to attract potential clients.

Exhibitor: Associated Asphalt Technology

Associated Asphalt Equipment is a Durban based company that is the official agent for American brand LeeBoy, its subsidiary Tichel Asphalt Plants and Brazilian road equipment manufacturer, Romanelli. It supplies earthworks machinery, road pavers, road self-propelled brooms, rollers, slurry-pavers and mobile/static asphalt plants of the highest quality throughout Southern Africa.

This year marked the company's very first appearance at the Royal Show. "The company's presence at the show was successful – the brand is fairly new in the market and needed to exhibit somewhere so as to get maximum exposure," says Associated Asphalt Equipment's, Brendon Fourie. "We have had all walks of life coming through our stand: from farmers to plant hire companies. It would have been a mammoth task for our sales representatives to cover the ground we covered in the 10 days of the show. We will most definitely be back next year, bigger and better."

Exhibitor JTR Plant Hire

JTR Plant Hire is a long established company in this field with a track record of more than 37 years. The company prides itself on the provision of a large and varied modern fleet of earthmoving machinery.

It is one of the foremost plant hire companies in KwaZulu-Natal. All equipment is kept in pristine condition and replaced on a frequent basis to provide clients with the most modern and trouble free machinery for their projects.

JTR Plant Hire hires its fleet of machinery all over KwaZulu-Natal. It has a team of dedicated operators and maintenance personnel to provide the right services.

The company is proud to have had an affiliation with the Royal Agricultural Show for the past five years. This has had a positive impact on the business. 🌱



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