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#### **Editor:**

Pierre Sanson  
capnews@crown.co.za

#### **Advertising manager:**

Claudia Bertschy  
claudiab@crown.co.za

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Anoonashe Shumba

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## EXPERIENCING THE SHIFT IN GLOBAL BUSINESS CULTURES

China as a country, to the outside world, is definitely aiming to a brighter future. Having travelled to China on a number of occasions, I have experienced some of the diversity that exists and seen development in infrastructure to rival the biggest in the western world.

The Red Dragon is definitely breathing heavily at the moment and much of the fire is blowing in the direction of the African continent. It is well known that China is in the forefront of development on the African continent, having contributed favourably to the economic infrastructure of many an African nation. Now, with the signing of trade agreements between South Africa and China, further development in that direction is no doubt imminent.

Not wanting to delve into the political arena, I do believe that the resurgence of China as a world power has only been in the post-Mao era when total reform was initiated and free market changes were introduced.

After a century of turmoil, Chinese history has become the story of average citizens. The 21<sup>st</sup> century for China has been one of very little political change which has given the nation an opportunity to transform. Clearly there are factors that cannot be ignored when looking for reasons why China is striving for global economic acceptance. For three decades the economy has grown at an average of rate of nearly 10%, and more people have been lifted out of poverty than any other country at any time. China has become home to the biggest urbanization in

human history – an estimated 150 million people have left the rural areas to work in the factory towns of the coast.

This influx of readily available labour has created the explosion of manufacturing enterprises to accommodate the workforce that has been unleashed, at least in the economic sense. So the products have to go somewhere; the global arena.

The world economy is facing tough competition from China, particularly the international truck makers and construction equipment manufacturers, as Chinese vehicles have already cornered their domestic market and are now poised for an assault on the export market.

According to a report published by Alix Partners, the automotive consultants, China has year on year since 2010, produced almost half the world's commercial vehicles and construction equipment due to strong local demand and increasing exports to emerging markets, where China's products are priced at least at half the price of that of global manufacturers.

With the Chinese government providing the correct stimulus, China, in 2009, was the only major market to show growth in the number of vehicles produced, while the rest of the world was going through economic anguish. This strong growth enabled China to boost its share of the global market which today stands at close on 50%.

The only area where global manufacturers

have benefitted has been Europe where Chinese trucks cannot compete because they do not meet the emission standards. This will, however, not be the case in time to come as more and more technology is incorporated in their vehicles as a result of the JVs that most Chinese manufactures have entered into with European manufacturers.

As far as construction equipment is concerned, the Tier 3 engine specifications are still acceptable for markets in Eastern Europe. Chinese equipment manufacturers who have had joint ventures with USA companies previously are now fully owned by their Chinese partners as in the case of the Dressta/Liu Gong who have set up their manufacturing facility in Poland.

But in emerging markets, which Alix expects to produce 58% of growth in commercial vehicle demand by 2014 – China's lower cost and lower technology commercial vehicles are posing stiff competition to global truck makers. Chinese exports of commercial vehicles, mostly to emerging markets in Africa and south-east Asia, have risen since 2010 and are still on the rise.

At the moment, the cost factor gives Chinese vehicles a distinct advantage but if market forces dictate the need for more sophisticated, electronically controlled vehicles there must be an inevitable narrowing of the price gap to bring them in line with their European counterparts.

Pierre Sanson, Editor.



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# Scania power **FOR CUSTOMISED SOLUTIONS**

By Pierre Sanson

**S**outh Africa's power grid has been the subject of great speculation during the past few months and alternate sources of energy have been high on the priority lists of many large companies and especially the mining industry.

The demand for prime power and standby power generation is constantly growing and in either case there is a critical need for dependable and fuel efficient methods to answer the call. Reliability and minimum serviceability are the key requirements in this area.

There are currently many options available to alleviate the problems facing the country even to the extent of solar powered invertors and wind farms being some of the proposed

methods. Standby power generation has so far proved to be one of least costly and effective methods, especially in the rural and remote areas.

Stationary engines have to bear the brunt of severe conditions as they operate in environments that are far off the beaten track and are expected to provide continuous power sometimes 24/7 for 365 days per annum. Engine manufacturers have come to the fore and have developed engines to perform in these abnormal conditions and especially, in some cases, engines that have been designed to be easily serviced with the minimum of downtime.

Scania stands out as one of the world's lead-

ing manufacturers of trucks, buses, and engines for heavy transport as well as industrial, marine and power generation applications. The high profile reputation Scania has established in the truck business has projected itself into other areas of the market, which now encompasses buses, generator sets, marine and construction machinery where Scania engines are used as the power source of choice.

All Scania engines are modularised and based on a unique cylinder design that produces excellent performance and fuel economy. Having the same combustion chamber design in all engine configurations makes it easier to strike the right balance between performance, emission and fuel economy.

Scania's 9 and 13 litre inline engines as well as the powerful 16-litre V8 engines are all based on this cylinder design concept. The engine architecture is similar in all variants, making maintenance and repairs straightforward for any Scania technician.

All engines feature cast iron cylinder blocks, wet replaceable cylinder liners and individual 4-valve cylinder heads. This Scania modular concept means that the platform will be the same for each type of engine but can be adapted to each client's specific needs. The





commercial planning and displacement boats, such as patrol boats, crew boats and fishing boats. In planning applications high power to weight ratios are key factors and in the work boat segment, low total cost of ownership is very important. The second segment is the marine auxiliary segment where the engine, in most cases is used for electric power supply on boats or ships. Engines for marine applications are generally supplied to customer specifications and include heat exchangers and other specific cooling systems. As an example the 750 hp, 13 litre engine weighs in at 1180 kg, giving a class leading power to weight ratio of 0.64:1

When it comes to power generation, Scania engines are built on the latest engine platforms and consist of a range that competes in every area of industrial and commercial requirement, well within the scope of every model available in the range. The scope of applications available for Scania engines extends to powering water pumps for the mining industry, fire pumps, wood chippers and waste processing machinery where the application is extreme.

When it comes to gen sets for power generation however, Scania can proudly boast that their modular design has redefined reliability, safety and efficiency. The result is a ready to run solution that delivers electrical power whenever and wherever it is needed. Scania have managed to achieve this through their in-house designs and manufacturing set-up which builds the gen sets from scratch. Their association with the mining and construction industries through their vehicle business have enabled them to have first-hand experience of their customers' needs and applications in this area which has enhanced their service capabilities by providing on-site technical expertise.

Scania engines are fully designed and built in-house using proven technologies as a basis for development, with the Scania engineers continuously breaking new ground while maintaining Scania's industry leading standards. For the new industrial engine platform, this evolution has led to a pioneering leap towards cleaner, longer-lasting and more efficient engines that deliver uncompromising power and torque that has become the Scania trademark. 🌱

concept of using shared components for all the engines means higher parts availability, minimised downtime and easy servicing for a single technician. Engine overhauls have been made easier with this concept as each cylinder has its own head and wet liners. Also, the camshaft is mounted high in the engine block and the timing gears are rear mounted adding to ease of maintenance. All Scania engines have a unique feature in that, no matter the application, the mounting points and auxiliary equipment are mounted in the same position, irrespective of engine version. The connection plane between engine and any accessory such as gearbox, water pump alternator on all Scania engines is in the same orientation.

The oil filtration system on Scania engines can with assurance be unchallenged with this system in place as it contributes to better fuel economy and lower environmental impact. The full-flow filter removes large particles while a centrifugal filter filters out the smaller particles. The direct benefits are that the period between oil changes can be effectively extended up to 500 hours.

Based on the design characteristics and cylinders of Scania's 9 litre in-line five cylinder and the 13 litre six cylinder, these engines

have a reputation for durability and, in line with all other Scania engines, develop high torque within a broad rev band, from as low as 1000 rpm.

The current 16 litre engine builds on the tradition of the first Scania V8 truck engine built in 1969. It is based on the same modular engine platform as the other models, sharing many of the components. The cylinders are identical to those of the 13 litre engine. The combination of high performance and outstanding economy and reliability is virtually unique. The 16 litre V8 engine adequately covers the range from 500 hp to 620 hp requirements in road going applications. The bank of cylinders is placed at an angle of 90°, making this V8 engine perfectly balanced thus ensuring a smooth operation at all times.

In a Scania engine, the equivalent V8 power range stretches from 399 to 700 kW. The entry level model, based on the 9 litre platform, starts at 226 kW, which is sufficient for an application such as stand-by power for shopping centres.

The marine business is a strong area for Scania engines which can be divided into two segments. The first is the commercial segment which involves installations for propulsion in



## VOLVO L250H WHEEL LOADER

high productivity workhorse

The Volvo L250H wheel loader is a high production machine designed to deliver excellent productivity and profitability in applications including quarry, mining and heavy infrastructure. Operators will experience short cycle times, high breakout force and excellent controllability with this heavy-duty machine with an operating weight of 39 940 kg.

Featuring advanced technology and built on decades of experience, the L250H's powerful Volvo D13J engine producing 291 kW, provides high performance and low fuel consumption. During the fully automated regeneration process, particulate matter collected in the DPF is burnt off without interrupting performance or productivity for effortlessly clean operation.

Fuel efficiency is enhanced by Volvo's Opti-Shift technology, which combines the company's patented Reverse By Braking (RBB) technology and a torque converter with lock-up to eliminate power losses and reduce fuel consumption by up to 18%. Automatic Power Shift (APS) and Fully Automatic Power Shift (FAPS) further ensure minimal fuel consumption and fast cycle times, shifting the machine gears in line with engine and travel speed for optimal operation. Meanwhile

Volvo's eco pedal encourages the operator to ease off the throttle, therefore lowering fuel consumption, by applying a mechanical push-back force when the throttle is used excessively and the engine rpm is about to exceed the economic operating range. Intelligent load-sensing hydraulics supply power to the hydraulic functions only when required for smooth, fuel-efficient operation, as well as excellent control over the load and attachment.

The Volvo L250H is not only one of the most efficient heavy-duty wheel loaders on the market but also one of the most productive. Volvo's proven Z-bar linkage provides high breakout force of 336 kN for strong, powerful digging in hard materials and facilitates quick load cycles for increased productivity even in demanding applications. The optional Boom Suspension System (BSS) further boosts productivity, by up to 20%, by absorbing shock and reducing the bouncing and bucket spillage that occurs when operating on rough ground. This enables faster and more comfortable work cycles and increases machine life. As for the optimally-shaped bucket, it has been designed to incorporate a spill guard, side cutters and wear plate for faster and more efficient bucket fill and longer service life.

**“The Volvo L250H is not only one of the most efficient heavy-duty wheel loaders on the market but also one of the most productive.”**

A specially designed 9.0 cubic yard rehandling bucket gives faster and more efficient bucket fill – and up to 10 percent better fuel efficiency.

With a variety of product options, Volvo customers can adapt their machine to access more applications, such as rock and waste handling. Attachments are purpose-built to work in harmony with the L250H. Functions and properties are ideally matched to parameters, such as link-arm geometry and breakout, rim pull and lifting force for maximum productivity. 🌐





## LIEBHERR WHEEL LOADER

with power-split transmission

**T**his new driveline concept has been applied to Liebherr's largest wheel loader, the L 586, which has a tipping load limit of approximately 20 tonnes.

The continuously variable power-split transmission is a combination of mechanical and hydrostatic drivelines. The diesel engine's power output is divided between the two sections of the driveline, and recombined where they come together. This principle reduces energy transmission losses and increases efficiency. Liebherr's transmission and its own electronic control system achieve an additional reduction in power transmission losses.

The electronic transmission control system ensures that the highest practicable ratio is selected and allows the diesel engine to run at a lower speed, which in turn keeps fuel consumption down to a minimum.

The combined effect of the two halves of the transmission is increase practical performance in all stages of the work process. When driven slowly, or when picking up material, the wheel loader is largely driven through the hydrostatic transmission. As speed increases, or during lengthy work



cycles, the proportion of power transmitted mechanically increases. Low internal losses in the mechanical driveline are the key to its high efficiency.

The continuously variable transmission has the same functional principle in forward and reverse, so that top speed and efficiency level are identical in either direction.

With this new concept, which it is planned

to be adopted for the complete range of large Liebherr wheel loaders, Liebherr has combined the well-proven function of the hydrostatic transmission with the efficiency benefit available from a mechanical driveline. Compared with wheel loaders that have a conventional driveline, Liebherr wheel loaders with the power-split combined hydrostatic and mechanical transmission use less fuel but are none the less capable of higher load handling performance. 🌟



## Terex® PT-110 and PT-110 forestry compact track loaders

### **GIVE A POWERFUL PERFORMANCE**

Providing the power and productivity to get the job done, Terex now offers contractors the PT-110 and PT-110 Forestry compact track loaders equipment. Featuring electronic, 4-cylinder, turbo-powered Perkins diesel engines, the new Terex PT-110 compact track loaders boast 332 ft-lb of peak torque at 1,400 rpm, 45 gpm of hydraulic flow and a two-speed transmission that allows travel speeds up to 10 mph, helping these production loaders achieve peak performance.

The 110-hp PT-110 loader has an operating weight of 11 100 lb, a tipping load of 7 600 lb — with a 3 800 lb operating capacity at 50% tipping load capacity — and a lift height of 125 in. The 111-hp PT-110 Forestry loader has an operating weight of 12 100 lb, a tipping load of 8,600 lb — with a 4 300 lb operating capacity at 50% tipping load capacity — and a lift height of 125 in. These loaders boast powerful productivity with a load-sensing, low-flow auxiliary hydraulics from 0-20 gal/min, high-flow auxiliary hydraulic capability of 45 gal/min @ 3 800 psi and 98.7 hydraulic horsepower.

The Terex PT-110 compact track loaders offer operators higher peak engine torque, the highest hydraulic flow and top travel speeds in the large-frame size class. Ideal for general construction, utility, landscape and vegetation management work, the PT-110 loaders are designed with the same features that have made Terex compact track loaders among the best-selling models in the industry. A few new features include a diesel particulate filter and after-cooled Tier 4-compliant engine for improved performance, a hydraulic fan cooling system for efficient cooling and more production, as well as an open design for ease of access to all critical components to enhance serviceability.”

For better cooling capabilities at lower engine speeds and better attachment recovery, the cooling system on the Terex PT-110 models is designed with a tilt-out radiator, large-capacity heat exchanger and a hydraulic reversing fan that only draws 10 hp from the engine, gaining more power for operation of the attachment and loader drive system. The quiet-operating, 230-2 600 rpm variable speed fan can push 11 000-14 000 cfm of air and allows

operators to trigger it at set intervals to keep the cooling system running at peak performance in the most demanding applications.

Boasting a narrow 6-ft profile, 14.8-in ground clearance and 4.3-psi ground pressure, the Terex PT-110 compact track loaders are designed to work well in limited access areas, as well as on soft or sensitive surfaces, with minimal damage or impact. These units are engineered with the Terex patented Posi-Track™ undercarriage technology and multi-level suspension and are engineered with 48 contact points on the ground for excellent traction and high flotation in all ground conditions.

The PT-110 and PT-110 Forestry loaders are designed with front-mounted quick-connect hydraulic fittings and an electronic connector for control of attachments, allowing them to use industry-standard attachments. These models are also equipped with electronic-over-hydraulic, pilot-operated joystick controls and a comfortable operator station for easy operation. A selectable pattern changer from ISO to ‘H’ pattern comes standard on the PT-110G loaders. On models equipped with heat or AC, a pressurised and sealed enclosed cab comes standard.

For excellent serviceability, the PT-110 models feature a 30° tilt-back cooler and ROPS for easy access to the hydraulic system, as well as rear-door, hood and side panel access to the engine compartment. ☼





## CAT<sup>®</sup> SMALL HAMMERS

big on performance

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

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

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

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

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

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

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

minute and is a match for machines with a carrier weight of three to nine tonnes.

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

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

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





## DRESSTA 560E EXTRA WHEEL LOADER

boosts big machine power and performance

**Combined with a three-speed, full power shift, countershaft transmission; torque converter, front and rear drive axles, and conventional differentials, the 560E Extra delivers reliable and durable power transfer for high production even in slippery conditions.**

**D**ressta has enhanced the top end of its wheel loader line, with the 560E Extra featuring a high performance Tier 3 engine, joystick boom and bucket controls, hydrostatic steering, and a high visibility cab. It has a payload capacity of 5.35 m<sup>3</sup> (7 yd<sup>3</sup>) to 11.5 m<sup>3</sup> (15 yd<sup>3</sup>) to go along with a 41 980 kg (92,549 lb) operating weight.

The turbocharged in-line six-cylinder Cummins QSX-15 engine increases power from 415 net hp (310 kW) to 427 net hp (319 kW). A variable speed cooling fan allows the engine to provide 445 hp (332 kW) at minimum fan speed. The oil change interval has been extended to 500 hours. The 2900 kg (6,390 lb) counterweight, previously optional equipment, is now standard.

Combined with a three-speed, full power shift, countershaft transmission; torque converter, front and rear drive axles, and conventional differentials, the 560E Extra delivers reliable and durable power transfer for high production even in slippery conditions.

The Dressta 560E Extra is designed to deliver the extras customers look for in a big wheel loader, that is, big machine comfort

and power with fast cycle times and low cost of ownership.

With the power shift, countershaft transmission on the 560E Extra, the operator experiences smooth modulation on all shifts, providing a more comfortable ride. The countershaft transmission allows the gears to constantly mesh to virtually eliminate adjustments. The design requires a minimum number of parts for service and repair, providing long term, trouble free operation and lower cost of ownership.

The Dressta 560E features a Z-bar linkage that transfers maximum breakout force to the bucket to pry out hard packed material. The design features a single bucket cylinder that puts less weight on the front. It also keeps the number of components and wear and maintenance points to a minimum for long life and easy maintenance. All loader linkage pins are sealed to keep out abrasive dust and grit.

The design extends lubrication intervals as well as pin-bushing life. Boom cylinders are mounted outside the front frame for easy access and maintenance.





## WE'LL TAKE CARE OF IT



The hydraulics on the Dressta 560E Extra provide excellent cycle times.

Four wheel, hydraulic, multiple wet-disc brakes (C-series) are completely sealed and force cooled to reduce downtime and improve reliability and safety.

The 560E Extra is easy to operate with directional transmission and speed shifts controlled by two levers at the operator's fingertips. This machine features an articulated frame with a tight turning radius of only 8.03 m (26 ft 4 in). Hydrostatic steering provides smooth control at any engine speed. A full complement of gauges and warning lights keep the operator on top of operating conditions. The cab offers high visibility in all directions.

The 560E Extra is part of the complete Dressta wheel loader line that includes the 515G, 520G, 534E, 534C and 555C.

Dressta wheel loaders have earned an excellent reputation among contractors, quarry operators and surface mining people worldwide for affordable, high production results. 🌐

**The 560E Extra is part of the complete Dressta wheel loader line that also includes the 515G, 520G, 534E, 534C and 555C.**

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## CASE NEW ENTRY-LEVEL MODEL 570T

sets its sights on African market

**W**ith the introduction of the new 570T model, Case further expands its backhoe loader offering in Africa, the entry-level backhoe loader which is designed to win over customers who are looking for productivity, versatility and fast Return On Investment.

The Case 570T model represents the continuity of the CASE DNA, built on the company's long history of industry firsts which include the world's first factory-built tractor loader backhoe introduced in 1957. More than 600 000 units later, Case backhoe loaders are synonymous of performance, high lifting capacity, best digging depth, and great breakout forces.

The 570T is expected to be very competitive, with focus on new sectors such as agriculture and plant hiring in regions like South Africa. Plant hirers face intense price competition and therefore they need reliable and productive equipment with best value for money. The 570T backhoe loader stands above the competition with high-productivity features and the excellent performance delivered by fuel-efficient FPT

Industrial S8000 engine. Manufactured and used in more than 3 000 000 units, the S8000 engine suits a diversified range of applications and is well-known in Africa and the Middle East markets. The sturdy design of the 570T model ensures ease-of-service and reliability even in heavy-duty operations. Cost-effective for a fast return on investment, the 570T backhoe loader is expected to enlarge Case's customer base and reinforce the brand's presence in Africa.

The heart of the new 570T backhoe loader is the FPT Industrial S8000 Series engine, which provides superior performance, high torque and best-in-class fuel economy. The turbocharged, four-cylinder engine delivers up to 86 hp and relies on the fuel-efficient engine technology of sister company FPT Industrial. Built rugged and reliable, the engine is equipped with air-to-air aftercooler system that optimizes the air induction with benefits in terms of efficiency and reduced fuel consumption. Combined with the Power Shuttle transmission which provides four speeds forward and reverse, the 570T backhoe loader delivers up to 402 Nm of torque at

just 1300 rpm and has enough power and torque to get the job done in less time.

On the front side, the straight loader arm ensures loading capacity up to 3700 kg and the best-in-class tipping height of 3.48 m. Compared to parallel arms offered by the competition, the arm of the Case 570T improves visibility to the bucket and requires less maintenance having fewer greasing points. The front axle is designed to handle heavy-duty applications even in extreme condition. Oscillation up to  $\pm 13^\circ$  ensures great stability on the roughest terrains. The 4WD option and the 100% locking differential fitted to the rear further increases performance and gives extra traction in all-weather, especially in muddy terrains

The 570T backhoe loader features the largest cab in the industry. Furthermore, its ROPS/FOPS design offers maximum safety and protection against roll over and falling objects. The T Series has been designed for optimized serviceability. The tilting hood provides fast and easy access to the main service points during daily maintenance. The battery is positioned for easy reach and quick replacement. By setting the standards of ultimate serviceability, the Case 570T backhoe loader maximizes uptime and productivity. 🌱





## Construction Equipment



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### DISA Equipment (Pty) Ltd T/A Doosan SA

**Johannesburg:** Tel: +27 11 974 2095 | Fax: +27 11 974 2778 | 60c Electron Avenue, Isando, Kempton Park

**Durban:** Tel: +27 31 700 1612 | Fax: +27 31 700 1646 | 4B Stockville, Mahogany Ridge, Pinetown

**Wolmaransstad:** Tel: +27 18 596 3024 | Fax: +27 18 596 1015 | 72 Kruger Street, Wolmaransstad

E-mail: chantalh@doosan.co.za

**Mpumalanga - Tienie Ferreira/Ryno Smith 013 246 2678 East London - Rowan Weyer 043 748 4077**

**Port Elizabeth - Vaughn Coetzee 041 484 6240 Cape Town - Neville Black 021 380 2600**

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# MAEDA MINI CRANES

adds a new dimension to work site accessibility

One of the leading companies in the access equipment market in South Africa, Eazi Sales and Service has maintained a dominant presence with its range of equipment and has kept very much up to date with global trends. It has ensured that it has introduced the correct equipment for local demands and has remained in the forefront of innovations as a service to its customers.

Much in keeping with the company's current product range of JLG access equipment and telehandlers and Magni Telescopic handlers, Eazi Sales and Service have recently introduced the Maedi Mini Crawler Crane range into the local market.

Maeda is by far one of the largest construction and equipment manufacturing companies in Japan and, with its Mini Crawler cranes, rates as the larger of the two leaders in the global markets.

The Maeda Mini Crawler Crane range extends to nine different models, starting from the MC104 with a capacity of .995 ton and 5.5 m lift height to the larger LC1385B with a capacity of 6.0 ton and a lift height of 16.70 m. With this range of cranes, some narrow enough to fit through a standard doorway and others large enough to lift up to 6.0 ton, Maeda cranes allow working safely both indoors and outdoors without compromise. Adding to the versatility of the units is their power source with the option of petrol, LPG, diesel and electric. A further advantage in some models is the diesel/electric alternating power source.

The range consists of two model types with the MC and LC designations. The MC ranges, starting with the smallest MC104, are all driven by a hydrostatic transmission from their respective power sources but have differing options, enabling each of the units to perform the particular application for which it has been designed. The track system on each model enables the unit to be driven to virtually any location over uneven terrain whilst the outriggers keep the vehicle stable while performing its tasks. The MC 104 and the MC 178 have the option of white rubber tracks, which make them ideal for work inside factories or warehouses where floors are required to be protected against marking from conven-



tional tyres or tracks. A major feature of the Maeda Mini Crawler Cranes is the boom construction. The pentagonal shape of the boom increases the strength and prevents unnecessary flexing in extreme conditions. The smaller units are fitted with a four stage boom whilst the larger units have the additional fifth stage.

The LC range has been developed mainly for the city centres or for use in areas where space is restricted. The highly compact tracked footprint has dispensed with the requirement for outriggers and combined with a zero tail swing enables the LC to be the ideal machine for the urban environment. With a long list of options, the LC range can be adapted to suit any site requirement. Safe lifting is now possible in confined and restricted areas.

The Mini Crawler Cranes have been designed for a range of applications which, in the past, have eluded many types of equipment, hence creating much higher costs to

perform the same task. Maeda's range of Mini Crawler Cranes, MC and LC have been hailed by clients and operators as innovative, cost effective, facilitating faster and more efficient project completion. Clients have realised the benefits of being able to position the crane close to loads which could only previously be handled by larger and more expensive cranes.

"Part of Eazi Sales and Service customer offering is to aid our clients in achieving their production targets in a safe and economical way with machines devised specifically to easily overcome their challenges. Adding Maeda's Mini Crane line-up to our offering means we now provide across-the-board industry lifting solutions, all of them world-class leading brands in their respective product categories, with comprehensive after sales and back up service, as well as OEM backing," says Larry Smith, Managing Director of Eazi Sales and Service. 🌐



# ACTOM MECHANICAL EQUIPMENT

successfully executes mine vent retrofit project at Black Rock manganese mine

Leading mining ventilation fans manufacturer and contractor ACTOM Mechanical Equipment successfully performed a major mine ventilation fan retrofit project recently, replacing an existing fan assembly with an extended version within a three-day shutdown period at Assmang's Black Rock underground manganese mine near Kathu in the Northern Cape.

Black Rock is operated by Assmang Ltd, which is jointly owned by Assore Ltd and African Rainbow Minerals Ltd. As a result of the expansion of its mining operations Black Rock required an upgrade of its main ventilation fan system with the addition of a fourth 2,9 m diameter centrifugal fan to the existing three-fan installation, which ACTOM Mechanical Equipment designed, manufactured and supplied eight years ago.

"Traditionally we have always produced mine vent fans for new installations, either for a new

shaft for an existing operating mine or for a new mine that is about to start up, so what was new for us in this project was that it involved a retrofit on an already operating shaft where we were allowed a very limited shutdown period in which to execute the changeover," said William Nichol, ACTOM Mechanical Equipment's Project Manager on the project.

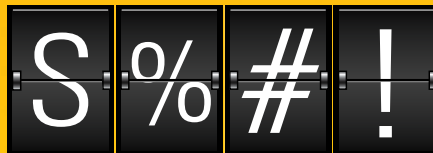
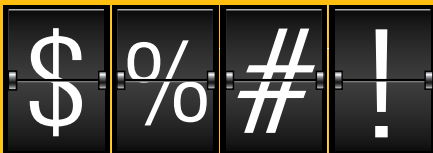
"The shutdown period was exceptionally tight at only three days because the mine depends on this main ventilation system for all its ventilation and it therefore necessitated shutting down all mining operations while the changeover of the fan system was carried out."

The changeover involved having to remove the existing shaft top, replace it with a new one and make the entire system ready to go back into service on the morning of the fourth day. "This required careful preplanning that included coordinating the civils in preparation for the new installation and

delivering the fan system comprising the replacement shaft top and quadfurcation to site to preassemble them on site ahead of the shutdown. We were also required to present method statements, safety procedures and an installation schedule to satisfy the mine's engineering consultants overseeing the project as to the soundness of our installation procedures and to ensure that they met all the mine's requirements," Nichol explained.

The installation process, executed at the end of July 2014, went smoothly and was completed well within the shutdown period.

Said Craig Johnston, ACTOM Mechanical Equipment's General Manager: "We have been planning for some time to enter the retrofit market for mine ventilation fans. Having proven through the success of the Black Rock Project that we have the skills and project management expertise to carry out such projects efficiently we intend to go all out to obtain more work of this kind. We hope in this way to extend the scope of our ventilation fans business, especially in the high end of the industry where we already enjoy a long-standing good reputation as a supplier and contractor on new vent fan installations." ☺



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## NEW TEREX® CEDARAPIDS CRS620S SCREEN PLANT

handles wider range of applications  
and more capacity

Terex® Minerals Processing Systems (Terex MPS) has expanded its CR Series portable plant line with the addition of the Terex® Cedarapids CRS620S screen plant. The revolutionary plant features the next generation, patent pending LJ-TSV screen. The new screen increases production and handles applications not possible with traditional horizontal screens because it combines the legendary El-Jay™

high g-force oval stroke motion with adjustable slope operation. This plant can handle larger deck loads and larger screen openings. Hydraulics quickly change the screen slope in 2.5° increments up to a maximum of 7.5° to best fit the application. Screen openings up to 6 inch (152 mm) are possible. Patent pending slant spring screen suspension provides stability at all slopes. The plant utilises large capacity conveyors

to handle the high production capabilities of the new LJ-TSV screen. The 48 inch (1 219 mm) wide fines conveyor with its elevated discharge and the two 30 inch (762 mm) wide reversible cross conveyors which extend up to 42 inch (1 067 mm) beyond the main frame, easily feed off-plant conveyors. Roll-away blending chutes and extended walkways allow easy access to screen cloth. The patented low-maintenance flex shaft screen drive eliminates drive belt influence on the screen motion, belt whip, belt slippage, and spring loaded belt tensioners. There are no drive adjustments necessary when the screen slope is altered. In addition, the new flex shaft drive folds for travel, without shaft disassembly, to minimize plant transport width.

Ed Sauser, Product Manager at Terex MPS states, "The addition of this new plant to our CR series portable plant line gives our customers a product that will handle more applications than other screen plants on the market. The increased capabilities, higher production, enhanced durability, and maintenance friendly features make it an industry leader in productivity."

For more information on Terex Minerals Processing Systems crushing and screening products or customer support please contact your local distributor. Details can be found at [www.terexmps.com](http://www.terexmps.com) 🌐

## PRETORIUS PLANT HIRE

takes on Kubota Mini Excavators

Well-known Bloemfontein plant hire company, Pretorius Plant Hire (PPH), is excited by the new Kubota mini-excavator range and has bought its first Kubota U50 which it is currently using on its own contracts. PPH, which was founded in 1993 has been a Kubota dealer since 2004.

Kubota is distributed in South Africa by Smith Power Equipment (SPE).

PPH's Maryke Pretorius says that she is excited about the performance of the U50 and about the possibility of acquiring more of these machines for hiring out. "Over the years we have been more than satisfied with the Kubota product and with the service of SPE. We look forward to having the Kubota mini-excavator range in stock as we believe there will be a huge demand for these tough, powerful and reliable little machines that have a very wide range of applications," she says.

The Kubota mini-excavator range, which was launched in South Africa only a few months ago, is already in huge demand. But this is not unusual. Its unique features of zero tail-swing and zero boom-swing have made it a hit the world over.

In the 1980s, the developing mini excavator market revealed how important the zero boom-swing and zero tail-swing features of the mini excavator were in the changing dynamics of construction sites. In the 1990s Kubota took the lead by launching its world class mini excavator integrating both of these features for the global market. Kubota's Zero Boom-Swing enables operation in very tight and confined spaces as the mini excavator can operate without having to move. Kubota's Zero Tail-Swing always keeps the tail of the mini excavator within track-width when swivelling, enabling operation in tight and confined spaces.



**The unique features of zero tail-swing and zero boom-swing have made the Kubota mini-excavator range a hit the world over.**

SPE's Tom Bloom says he is delighted that long-time dealer PPH has ventured into the mini-excavator arena. "They are very professional operators and we look forward to their successes with this phenomenal product," he says.

For more info on Kubota please call Smith Power Equipment on 011 284 2000.





**The TR100 truck's rugged construction and durable components are designed for excellent service life, while the high capacity body with exhaust heating ensures excellent retention and cleaner dumping for increased productivity.**

## EQSTRA HEAVY EQUIPMENT

delivers Terex Trucks to contract miner MCC

In a major contract award, Eqstra Industrial Equipment (EIE) has delivered 13 Terex Trucks TR100 rigid dump trucks to MCC, Eqstra's Contract Mining & Plant Rental Division, to be deployed for the project awarded at Karowe Diamond Mine, located in the diamond-rich Letlhakane region of Botswana. MCC was appointed the contract miner for Karowe, the flagship diamond mine of the Canadian-based Lucara Diamond Corp, in 2014.

The trucks were supplied to MCC by EIE's Heavy Equipment Division, an industry leading supplier of best-in-class brands of industrial heavy lifting and port equipment and distributor of the Terex range of rigid and articulated dump trucks. In line with its total commitment to delivering optimal product life-time value to its clients, EIE will also provide MCC with comprehensive aftermarket support for the TR100 trucks, covering parts, service, general maintenance and repairs.

"We are proud to be the supplier of MCC's haulage trucks for this important state-of-the-art diamond mine," says Eqstra Heavy Equipment Managing Director, Ronald Erasmus. "This order builds on our established track record as one of MCC's leading fleet suppliers. MCC is a market leader in South-

ern Africa in surface contract mining and plant hire for the civil engineering, construction and earthmoving industries."

"While Karowe has exceeded all expectations since it was commissioned in 2012, the mine is looking to unlock even greater potential in 2015," adds MCC CEO, Justin Colling. "Our past experience with Terex Trucks gives us full confidence in the trucks' capability to play a critical role in the superior levels of efficiency and productivity that we are committed to delivering at Karowe."

The Terex TR100 rigid dump trucks are backed by 60 years of hauling experience and are deployed across the globe in mines and quarries, providing robust performance in the most demanding environmental and climatic conditions. As the largest rigid dump truck in the Terex line-up, the 100 ton payload truck features a heaped capacity of 57 m<sup>3</sup> and is powered by a 783 kW Cummins KTA38-C engine. This exceptionally fuel efficient, heavy-duty engine, has been calibrated specifically for hauler applications for a powerful performance, proven long life-cycles and reduced maintenance and operational costs. The engine drives through an efficient, six-speed, automatic, electronically-controlled transmission, with automatic

lock-up in all speed ranges, improving fuel efficiency and aiding productivity on site.

The TR100 truck's rugged construction and durable components are designed for excellent service life, while the high capacity body with exhaust heating ensures excellent retention and cleaner dumping for increased productivity.

Other features include transmission and rear brake retardation systems that guarantee the optimum retardation for various applications and conditions for safer control and shorter cycle times. Class-leading rim pull provides for exceptional hauling capability in all operating conditions. The spacious and ergonomic cab maximises operator comfort and productivity, while the on-board diagnostics facilitate quick and easy maintenance checks. ☺



## SHAW CONTROLS EXTENDS ITS PRODUCT OFFERING

to encompass low voltage and medium voltage applications

**S**haw Controls, a company within the Zest WEG Group, has extended its product offering to encompass low voltage (LV) and medium voltage (MV) applications. It manufactures switchboard panels and control systems from 24 V up to 36 000 V (36 kV) for the industrial, mining and infrastructure sectors.

"Shaw Controls offers a complete product line from MV switchgear to LV withdrawable Motor Control Centres (MCCs)," Valter Luiz Knih, Group Automation & Systems Director, says. These locally manufactured products are independently certified in accordance with the IEC 62271-200 and IEC 61439-1/2 standards. According to IEC specifications, LV covers applications up to 690 V, while the MV range is from 1 kV up to 52 kV. In addition, Shaw Controls has recently received ISO 9001 accreditation from Bureau Veritas.

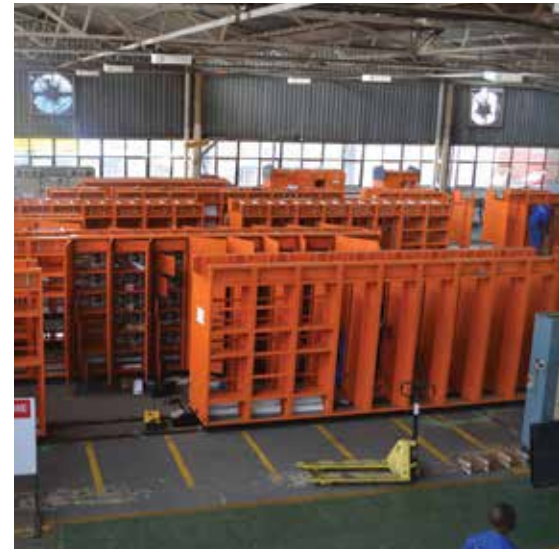
LV switchboard panels range from SC 100, SC 200 to SC 300 models, which can be configured for various applications at different fault levels and current ratings. This gives Shaw Controls the flexibility to be able to offer fit-for-purpose solutions. A recent addition to the Shaw Controls product

range is the CCM 03 ZA withdrawable MCC which is an already well-established product of WEG Brazil. This highly successful MCC solution will now be manufactured in South Africa.

All products include both a mechanical and electrical interlock system to ensure maximum safety, while the construction itself is robust. Switchgear panels are manufactured in bent steel profiles and enclosed on all sides by steel plating. Over-pressure relief devices in the top provide for pressure relief in the event of internal arc. Shield-type MV switchgear have metal divisions separating the compartments.

The general busbar configuration comprises one or more rectangular bars, manufactured from electrolytic copper with tin-plated fittings. The LV compartment is located in the upper front part, which houses the measuring instruments, protection relay, terminals, thermostats and contacts. This is completely isolated from the MV via a steel plate, with its own closable door.

The Zest WEG Group recently also announced a significant expansion of Shaw Controls' manufacturing capabilities. This



is to cater for the significantly extended product range as well as the increased demand for Shaw Controls' E-Housing solutions. This expansion will include the design and establishment of a 2 000 m<sup>2</sup> stand-alone E-House and container conversion facility. Shaw Controls' E-Houses represent a cost-effective alternative to traditional containerised solutions manufactured in standalone marine containers.

The expansion of Shaw Controls is in line with the Zest WEG Group's strategy of extending its manufacturing capability to boost its presence in the local market and in Africa, which is perceived as a major growth area. "Our aim is to position the Zest WEG Group as a regional hub of WEG and in so doing position Shaw Controls as the number one panel builder and systems integrator in Africa," Louis Meiring, CEO of the Zest WEG Group, says.

Shaw Controls will also be able to leverage off the Zest WEG Group to offer a total solutions package for its customers' complete electrical requirements, from switchboard panels and control systems to transformers, switchgear, MCCs, distribution boards, motors and also full installation if need be. "Our product range can be integrated with the rest of the Zest WEG Group companies for turnkey projects," Knih says.

Another milestone achieved by Shaw Controls is that all of its LV products have been successfully type tested to the IEC 61439-1 and IEC 61641 standards. The maximum test rating is 690V+5% @ 65 kA. "We are at the forefront of testing and compliance in South Africa with all certification being undertaken independently, which helps position the Zest WEG Group at the top end of the local market," Knih concludes. 🌐



# THE PERFORMANCE SERIES BUCKET RANGE

for medium wheel loaders  
(Cat 950 to Cat 980)

Improving margins and boosting production gains, Caterpillar's new Performance Series bucket range features advanced designs that take full advantage of machine power and linkages to boost payloads, with more efficient digging contributing to lower diesel burn rates.

Materials handling, general purpose and rock buckets are all available in heavy duty specification. A standard equipped spill guard prevents possible spillage over the linkage.

In addition, Caterpillar offers a wide range of special application Performance Series buckets. Examples included coal, slag, skeleton (for separating rocks from sand and for applications where medium breakout forces are required), woodchip, high dump, and serrated edge (for loading rocky material into stationary crushers).

Factors to consider in choosing the right bucket are the operational role (digging or re-handling), the material fragmentation type (bank, shot/broken, crushed/piled, or loose), the material (e.g. bank gravel, granite or sand), and the level of impact and abrasion (low to moderate, moderate to high, or low).

"To ensure optimum performance, always match the bucket to the machine based on material density and wheel loader size," explains Barloworld Equipment group product specialist, Deon Delpont. (Barloworld Equipment is the Cat dealer for southern Africa.)

Materials handling buckets incorporate a flat floor design and are intended for loose material re-handling, making them well-suited for a variety of stockpile loading applications. These buckets provide maximum material retention and can be equipped with bolt-on adapters and segments, or bolt-on-cutting edges with corner guard for versatility and longer life.

General purpose buckets incorporate a wedge floor design and are built with a shell tine construction to increase strength and rigidity in their typical excavation and bank applications. Their structure efficiently transmits cutting edge loads back to the lift arms, shielding the bucket shell from distortion and keeping it up, out of the dirt.

These buckets are designed to accept the standard Cat bolt-on edge with corner guard or tooth group with bolt-on segments. For high abrasion aggregate applications, heavy duty general purpose buckets are the perfect choice.

Specifically designed for quarry, aggregates and mining operations in high impact and/or high abrasion applications, these buckets are factory modified with additional protection.

"Each protection item and component was carefully chosen in response to customer requests for a bucket that delivers maximum strength, durability and wear life," expands Delpont, adding that heavy duty rock buckets feature larger GET and additional wear material for the toughest tasks. 🌟



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## CHICAGO PNEUMATIC LIGHT TOWERS

outshine competition

Chicago Pneumatic has been chosen by one of South Africa's leading opencast mining contractors, Diesel Power Open Cast Mining (Pty) Limited (Diesel Power), following a live demonstration in which a CPLT M10 light tower comprehensively outperformed models displayed by competitors.

Chicago Pneumatic, represented by its authorised South African distributor United Sales & Service (USS), demonstrated the features, effectiveness and benefits of the CPLT M10 through a day-night demonstration, with the results closely monitored by Diesel Power's technical staff.

Each manufacturer was required to demonstrate the ease of assembly and stability of its light tower. With safety being a priority in all mining environments, Diesel Power required the light tower to be safe, stable and easy to position. With its quick and simple to deploy manually winched mast, safe locking mechanism and robust 819 kg base stabilised by its wide outrigger footprint of 3.4 x 2.8 m, the CPLT M10 proved impressive.

The night demonstration included Diesel

Power independently measuring the lux levels. The CPLT M10 outshone its rivals with 110 lux at 50 m, 21 lux at 100 m and 3 lux at 150 m.

Features that contribute towards the CPLT M10's superior performance are the higher mast and paradome style 1000 W metal halide lamp reflector, which offers increased light magnification and improved visibility resulting in safer working conditions. The tests resulted in the CPLT M10 outperforming the competitor models by being the only light tower to record lux measurements beyond 150 m.

It was this superior lighting performance that ultimately convinced Diesel Power to opt for light towers from Chicago Pneumatic, as Technical Director Steve Lambert highlighted: Price is always an important factor when choosing equipment, but the performance of the CPLT M10 light tower was just too good to turn down. Previously we rented light towers, however we were convinced to purchase these 10 due to the flexibility it gives us to deploy them when and where they are needed and crucially the assurance that we are using high quality products."

All 10 CPLT M10 light towers are currently in place at one of Diesel Power's copper mine operations in Botswana, where they are being used to provide lighting in above-ground work areas at night. During this deployment, Diesel Power has been ably supported by Chicago Pneumatic's official distributor USS, whose team has been available to provide maintenance and repair services at short notice, as well as supplying any required spare parts. As Lambert commented: We looked carefully at the light tower supplier and its aftermarket services, and I am pleased to say the support offered to date has been exemplary." Lambert added, "We have recently placed an order for some new upgraded CPLT M12 models, which have impressive reliability enhancements while not losing their superior lumens output performance."

Other keys features leading to the choice of the CPLT M10 were its efficient 1.7 l/hr fuel consumption, which is supported by a large 114 litre fuel reservoir, and the light tower's reliable 60 hour plus run time. 🌞





The three models are equipped with Cummins Tier IV Final engines and cover a horsepower range of 74 to 101 Net horsepower. The innovative engine technology features ultra-clean after treatment systems while simultaneously providing excellent fuel efficiency. Power, performance, reliability and durability are critical factors for the power unit in a crawler dozer. With the Cummins Tier IV Final engine, the new Dressta models meet these criteria comfortably, with the additional benefits of enhanced productivity and a reduction in overall operating costs.

Dressta's variable bi-directional dual path hydrostatic drive is controlled by a proper programmable electronic control module. This provides the perfect match between load and ground speed, regardless of the ground condition or specific dozing requirements. The result ensures that operators have full command during the most challenging of tasks, such as when dozing with a full load or performing precise final grade operations. The operators have the ability to adjust the presets of the tractor to meet the requirements of the task at hand. They can choose to program variables such as forward to reverse speed ratio, or enable 'Power', 'Normal' or 'Economy' modes, depending on the job conditions. The versatility to choose between different modes and the flexible speed control provide enhanced productivity and excellent grade accuracy.

Independent track control delivers the required speed changes to each side and allows for smooth, full-power turns. On-site manoeuvrability and job performance are further strengthened by the stable counter-rotation feature, whilst the low centre of gravity delivers stable and safe operation when working on slopes or in rugged terrain.

The operator's working environment inside the cab has been ergonomically designed and combined with the highly responsive control system, makes operating the new TD9 a delight for the operator. Dressta's new range of compact dozers are designed to exceed expectations in a range of applications, from power dozing and site preparation to landscaping, final grad and finishing jobs around housing complexes. This has been achieved through Dressta's willingness to proactively seek customer feedback and implement the responses directly into the design and validation process. The team of engineers features experts in a variety of applications who have masterminded the perfect blend of intuitive functionality, extreme durability and ultimate operator comfort in a compact crawler dozer. 🌟

## HYDROSTATIC COMPACT DOZERS

from Dressta

**A**t a recent media day held in Poland, Dressta unveiled its TD 9 Hydrostatic Crawler Dozer. This new high-performance, compact crawler dozer has been developed by Dressta's team of expert engineers and is the first of three world class models that range from 74 hp to 101hp net.

Dressta is redefining crawler dozer productivity and durability with its customer focused approach to design and manufacturing. Customer satisfaction has always been a top priority. Through its worldwide distribution network, Dressta is providing its customers with machines that are adaptable enough to cope with any challenge thrown at them.

The new model has been validated by expert operators at a series of pre-launch performance trials at the Dressta proving grounds in Poland. The TD9, due to be launched in the third quarter of 2015, was presented to equipment owners and equipment opera-

tors from the key markets of North America and Canada. They put the iron to the test in a series of challenging trials designed to push the performance of the new hydrostatic dozers to the limit and provided their feedback to help fine-tune the machine's performance.

"The operators' input with regard to ergonomics and command of control played a key role in refining the design. As a result, the low-effort controls for the blade and dual path hydrostatic drivetrain deliver the required response in all applications of machine performance," said Howard Dale, Global Vice President of Sales at Dressta.

The key components of the new models are from worldwide renowned suppliers such as Cummins and Rexroth, while the structural design and DNA are a natural progression of Dressta's decades of experience in building crawler dozers and other construction equipment.



**Rebone Motsatsi , Steve Ford, Neil Henderson**



## BARLOWORLD CRANES

to offer specialised solutions

**B**arloworld Transport has extended its range of specialised transport solutions with the launch of Barloworld Cranes. The new division will enable all member companies, including Manline, to enhance both their transport and lifting services – thereby providing clients with a full, turnkey solution. Rebone Motsatsi has been appointed as Managing Director of Barloworld Cranes, while Ian Gerrard will take the helm as Operations Director.

Commenting on this development, Barloworld Logistics' Chief Executive, Steve Ford says, "Barloworld Cranes represents another step in our journey of investing in niche products and services enabling us to offer our clients more holistic supply chain solutions. It is a natural fit to our business, specifically for clients needing to move abnormal cargo or engaging in specialised projects."

"Having identified the growing need for dedicated transport and lifting services, the new division will allow the group to provide clients with a comprehensive, turnkey solution, all from one provider," says Neil Henderson, CE of Barloworld Transport. "Under the guidance of a strong and highly

experienced management team, Barloworld Cranes will offer tremendous value and scope for clients - both in Southern Africa and beyond."

Rebone Motsatsi is an Industrial Engineering graduate who brings extensive logistics industry experience and expertise to the new division, having previously held the position of Business Development Head: Mining & Construction at Barloworld Logistics. He is a recipient of the Barloworld Leadership Development Programme (LDP) Certificate from the Gordon Institute of Business Science (GIBS) and is also a member of the Institute of Directors in Southern Africa (IoDSA).

Ian Gerrard, a highly respected and recognised figure in the sector, brings more than 40 years of operational experience to the role and is an expert in crane, rigging, heavy lifting and heavy transport projects. He is a member of the Chamber of Engineering Technology, the Lifting Equipment Engineers Association of South Africa, and the Contractors Plant Hire Association.

### Cutting-edge technology

The initial Barloworld Cranes fleet will

boast seven German-engineered, all-terrain Liebherr cranes and six Tadano truck mounted cranes. The truck mount cranes range from 34 to 60 tons, while the all-terrain cranes range from 40 to 200 tons. The team will be based at Barlow Park in Sandton, with the crane depot located in Isando, Kempton Park. By drawing on strategic partnerships with well-known industry leaders, Barloworld Cranes will be able to take on projects with loads of up to 750 tons.

"We will offer support on all types of rigging and lifting jobs and will provide a dedicated Project Management service for all rigging and lifting operations that would form part of the client's scope of work," says Mtsatsi.

Barloworld Cranes will also provide 2D and 3D rigging studies detailing all information required to execute the lifts safely and efficiently. Strong emphasis will be placed on the Risk Assessments for all lifting and rigging operations, in line with the group's focus on safety.

### More about Barloworld Cranes

Barloworld Cranes is a division of Barloworld Transport which forms part of the Barloworld Logistics Group. Barloworld Cranes aims to provide safe, smart, cost-efficient crane solutions. The team has specialist knowledge and vast experience in designing, implementing, managing and operating crane solutions. The advanced, all-terrain cranes are built to deliver powerful lifting performance and superior off-road mobility. By combining these vehicles with those of strategic partners, Barloworld Cranes offers the flexibility of all-terrain and truck-mounted cranes as well as lattice boom crawler and truck mounts, enabling the team to handle loads of up to 750 tonnes with ease. Additional services offered include rigging engineering, CAD studies, integrated project solutions, site inspections, risk assessments and project management. 🌀





## EQSTRA HEAVY EQUIPMENT

to distribute world renowned  
Link-Belt cranes

In an exciting addition to its world-class portfolio of heavy equipment, Eqstra Industrial Equipment (EIE) is adding market-leading Link-Belt Cranes to its range, following the signing of an agreement giving it the distributorship rights for South Africa and some 17 other countries across Africa.

Manufactured by Link-Belt Construction Equipment, headquartered in Lexington, Kentucky, USA and a wholly-owned subsidiary of Sumitomo Heavy Industries (SHI) of Tokyo, Japan, Link-Belt cranes are based on a rich history of innovation and superior product quality dating back 140 years.

Known worldwide for its telescopic boom and lattice boom cranes, Link-Belt offers the construction industry one of the most diverse line-ups of cranes available. This includes rough terrain cranes (from 30 mt to 135 mt), telescopic truck cranes (from 36 mt to 120 mt), truck terrain cranes (70 mt and 85 mt), all terrain cranes (185 mt and 250 mt), lattice truck cranes (136 mt and 272 mt) and telescopic crawler cranes (from 51 mt to 100 mt).

Besides their cranes' reliability and smooth, pinpoint hydraulic controls, Link-Belt cranes also provide a number of features that set them apart from their competition. For example, the incorporation of hydrostatic drive on their six-wheel rough terrain cranes eliminates the need for axles and provides a tighter turning radius with greater flexibility on the jobsite. The use of a six-wheel rough terrain crane also allows for lower profile tires which reduce overall deck and transport height for ease of transport.

A modular approach to attachments make the cranes exceptionally versatile, while other features of Link-Belt cranes include superior lifting capacities and site maneuverability, as well as excellent road worth and/or transportability. Link-Belt offers the largest telescopic crawler crane that can be transported with its tracks attached.

"We are exceptionally proud to add Link-Belt Cranes to our best-in-class brand offering," says Eqstra Heavy Equipment Managing Director, Ronald Erasmus. "Extending

our range with such a globally recognised heritage brand has significantly enhanced our capability to offer heavy lift solutions optimised to our customers' needs. This reinforces our position as a partner choice for the industrial, mining and construction sectors."

"We believe that when you invest in a Link-Belt crane, you invest in outstanding customer support," adds Roy Burger, Link-Belt's International Sales Manager. "As a result, we are delighted to enter into this agreement with Eqstra Heavy Equipment, whose philosophy of building lifetime partnerships with their customers underscores our vision to be a leader in customer service and satisfaction."

In line with its total commitment to delivering optimal product life-time value to its clients, Eqstra Heavy Equipment will provide comprehensive after-market parts, service, and maintenance support on the complete range of Link-Belt cranes it distributes. 🌐



## THE LIVIERO GROUP IMPROVES SAFETY, compliance and productivity with drug and alcohol screening from ALCO-Safe



**T**he Liviero Group is South Africa's largest privately owned multi-disciplinary construction company, and consists of multiple specialised operating companies, including Liviero Building, Liviero Civils, Liviero Mining, Liviero Drill & Blast and Liviero Plant. The diverse nature of the Group enables it to deliver construction and engineering solutions in the Civil Engineering, Building and Mining sectors. Liviero has been involved in several notable projects, including the Gautrain and the FNB Soccer Stadium, to name a few.

As a construction company, the Liviero Group is bound by the Occupational Health and Safety (OHS) Act, which stipulates a zero tolerance policy towards intoxication in the workplace. Without a standardised

means across sites to regularly test for alcohol and drug use onsite, Liviero was in danger of non-compliance with this act. The company turned to ALCO-Safe, a major local supplier of quality electronic alcohol and drug detecting equipment, to provide the solution.

"Previously, we had no consistent method of regularly testing for alcohol and drug intoxication, which increased our risk. We took the initiative and followed the example of the mining sector, who are pioneers when it comes to drug and alcohol testing to improve safety. After conducting due diligence, we identified ALCO-Safe as our supplier of choice. Their reputation in the market is outstanding, and their equipment, while it may carry an initially higher capital





outlay, is of the best quality and will last for many years," explains Tania Bezuidenhout, SHEQ Manager at Liviero Civils.

ALCO-Safe supplied the Group with Lion AlcoBlow devices, Lion Alcometer 500P units and Concateno portable Drug Detection Systems (DDS). These solutions are used in conjunction with each other to deliver a comprehensive drug and alcohol screening solution that enhances safety onsite while improving compliance and ensuring all workers are fully sober for maximum productivity.

Employees are tested at the site entrance using the AlcoBlow device, which delivers high-speed pass or fail testing without the need for a mouthpiece or physical contact between the subject and the device. It can also be used to test the air above liquids for the presence of alcohol, ensuring no contraband substances are brought on to site. If employees 'fail' this first point of entry test, they are taken to the site office for testing with the Alcometer. This device gives an accurate reading of the level of

alcohol in the test subject's breath, and also provides a printout of all of the subject's details and levels of intoxication. Employees are then tested one final time to ensure that no foul play or unfair practice occurs, and then appropriate action can be taken.

The DDS system is used to conduct random onsite drug testing in addition to the annual physical checkups performed. This highly portable system can be taken to the different sites, making it very cost effective. In addition, it uses saliva samples rather than urine, which means it is non-invasive and does not require any special testing considerations. Using one swab, the DDS can test for the presence of five commonly abused narcotic substances.

"The construction industry can be dangerous, and compliance with the OHS Act is of the utmost importance when the lives and safety of your workers is potentially at stake. Utilising a combination of testing equipment, Liviero is creating a safer workplace for all employees, while reducing risk and ensuring compliance with the OHS Act," says Rhys Evans, Director of ALCO-Safe.

In addition to supplying the equipment, ALCO-Safe also conducted appropriate training for all safety officers as well as site agents and several contracts managers. By including higher-level authorities such as managers, Liviero ensures that no unfairness or unorthodox practises occur, and that all tests are conducted correctly to ensure accurate results. The success of the screening practices deployed by Liviero can be seen in a greater feeling of safety onsite, as well as in improved compliance with OHSA.

Liviero is a 30-year-old privately owned construction company that has grown into a national business delivering prestigious contracts throughout South Africa.

Liviero is a Level 3 BBBEE accredited contractor focused on the Building, Concrete, Roads & Earthworks, Civils, Plant Hire and Open Cast Mining sectors of the construction industry.

The company, the first privately owned construction company to receive a 9GB CIDB rating, has a reputation for producing quality work under pressure and has the ability to react quickly to the ever-changing market. The Group also has a CIDB 9 CE rating.

Extensive plant facilities allow the Group to deliver on large scale contracts. Liviero, a diversified construction and engineering group, generates an annual turnover of around R2 billion. The diverse nature of the Group enables it to deliver construction and engineering solutions in the Civil Engineering, Building and Mining sectors.

Showcase projects include work on the FNB Stadium, The Royal Bafokeng Stadium, Gauteng Freeway Improvement Programme and Gautrain.

Liviero is a passionate, entrepreneurial, aligned, private, family orientated, multidisciplinary construction group. Our mission is to add sustainable, real value for our stakeholders through strong relationships.

The Group's vision is to be a sustainable, respected and proud brand. The Group values are:

- Adaptive Flexibility
- Do What We Promise
- Entrepreneurial Spirit
- Passionate About Relationships
- Teamwork and Co-operation

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## UD TRUCKS GOES THE EXTRA MILE with the Quester range



**U**D Trucks Southern Africa has launched its new Quester extra heavy truck range that includes 13 derivatives in its line-up.

“The Quester range is the first in a new generation of UD Trucks specifically developed for growth markets across the world, including the very unique African market,” said Rory Schulz, managing director of UD Trucks Southern Africa. “It combines UD Trucks’ Japanese quality heritage, with global resources and the insight and expertise of our local experts.”

The main aim of the range is to make the fleet owners’ day simpler and more productive. Quester is UD Trucks’ most cost-efficient truck yet, not only when you buy it, but also when you drive it. It cuts fuel costs and maximises uptime, giving operators a dependable payback that will help them succeed in their business.

“We believe that Quester is a range that excels in durability. Robust and easy to maintain, it is essentially a business tool that can

handle tough daily use, especially off-road. It stands for quality and durability,” explained Schulz. “And all of this is backed up by a wide range of configurations with easy body mounting that offers our customers a tailored and purpose-built-solution for all types of applications.

The development of the Quester range started back in 2007, where the UD Trucks project team traveled to customers in eight developing markets to get feedback and experience each site’s unique operational environment.

Being part of one of the largest commercial vehicle manufacturers in the world, UD Trucks was able to utilise the company’s global resources, as well as design, technical and manufacturing expertise from across the globe in order to develop the Quester range to exacting standards.

Quester is on the forefront of UD Trucks’ global aspirations of being a modern smart truck supplier, which excels on the essentials while retaining its inherent Japanese heritage.

“More than 400 full-time experts from different nationalities have contributed to the design, development and production of the Quester range and all its offerings,” said Schulz. “We have spent 1.5 million engineering hours and 65 000 test hours to ensure that Quester delivers on its promises in actual operating conditions.”

UD Trucks Southern Africa’s engineering division undertook numerous hours of local testing to ensure that Quester is Africa-tough and performs according to regional fleet owners’ business requirements.

Quester is obviously built to last and designed to save time. Everything in and around the Quester is developed to create strong, efficient and robust solutions for day-to-day operations. Some of these quality elements include three-piece steel bumpers, in-vehicle diagnostics, easy maintenance, as well as UD Genuine Service and Genuine Parts. The Quester range launched in southern Africa includes 13 model derivatives, including freight carriers, truck tractors, rigids and specific construction applications such





as tippers and mixers. For the first time also, UD Trucks will offer a 8x4 model option for the related sub-segments within the market.

UD's two engine options are designed with fuel-efficiency and performance in mind. UD specifically developed the engines with wide torque bands to adjust to all operating conditions such as high-traffic scenarios, as well as for operations on tarred and gravel roads, and of course for cruising conditions.

The 8-litre GH8E engine has already built a good reputation for its economy and performance, which makes it ideal for distribution and construction work. The engine is turbo-charged with an air-to-air intercooler and delivers 243 kW at 2 200 rpm, as well as 1 200 Nm of torque at between 1 400 and 1600 rpm.

The 11-litre GH11E engine offers good torque of 1 734 Nm at low revolutions which results in a quick response to acceleration. It delivers 278kW of power at 1 900 rpm. An electronically-controlled cooling fan reduces losses and it has an engine-driven power take-off with a high torque output of maximum 650 Nm.

UD also offers a UD Extra Engine Brake on the 11-litre engine derivatives, which uses the engine as an auxiliary braking device. The GH11E engine boasts a sturdy, dependable design featuring an overhead camshaft, four valves per cylinder and a precisely-controlled electronic unit injector. Driveability is enhanced by the broad torque range. The heart of every Quester is the integrated powertrain that performs optimally because they were specially designed and manufactured to work together. They combine the efficiency and durability of a Quester engine with a selection of globally-proven drivetrain components.

In addition, the driveline has been carefully balanced to optimise performance under varying conditions, while providing good fuel economy at cruising speeds by matching the driveline with the correct rear axle ratio.

Quester utilises proven UD SYNCRO transmissions that are built for reliability and durability. For the 11-litre engine there are 9 or 12-speed options available, while the 8-litre engine range has a 9-speed transmission. It has a very high input-torque of up to 2 000 Nm on both transmissions.

In essence, the potential of Quester lies in its versatility. The range offers customisation for a variety of adaptations that will suit varied transport requirements. For example, Quester is designed for ease of super-structure installation with comprehensive bodybuilder instructions and drawings. The parallel side members, designed bodybuilder mounts and a range of power take-offs add to the ease of installation. The frame itself is made from cold-formed steel and produced in a rolling form process that gives the chassis extended strength and flexibility.

The correct wheelbase range is necessary to optimise the body length and payload. The product line-up is available with a large wheelbase range direct from the factory, from 3 500 mm up to 6 285 mm.

Quester offers ideal axle positioning, being available in 4x2T, 6x2R/T and 8x4R configurations for distribution and mining work. Further for the mining and construction industry, there is the advantage of hub reduction in the 6x4R, 8x4R and 6x4T.

The T-ride rear suspension on the 6x4T/R has been especially designed for rough conditions and particularly suitable for construction where durability and reliability are of the highest importance. Rubber springs between the springs and rear axles contribute to good comfort under all axle loads. Rubber

journalled V-stays and reduction rods ensure a smooth operation.

A system of coil springs supports the entire cab, absorbing road shocks and vibrations. It's a reliable and hassle-free system that keeps maintenance costs to a minimum.

Within the cab of the Quester it is all about efficiency, productivity, space and safety. This is place for long work hours. The cab has specifically been designed with the driver's needs in mind, making it easy to work with great precision in any situation.

"As the highest cost for fleet owners, cutting fuel expenses was a priority for UD during the development of the Quester range," said Schulz.

Quester's built-in fuel coaching system constantly monitors the performance of the driver in real time. This system keeps the driver informed of the truck's current fuel consumption and if they are driving at the optimum speed and gear in order to ensure the best economy. Fuel Coach is also able to advise the driver which corrective action to take in order to get back into the so-called sweet spot of performance.

UD Trucks has also included a new interactive telematics system as standard on all Quester models, which also monitors fuel economy and even fuel theft.

"As such, Quester gives fleet owners 100% control of their fuel expenses while saving 30% on diesel costs," said Schulz.

Quester's telematics system, which is managed by the UD Trucks Call Centre basically monitors the heartbeat of the truck as it provides real-time positioning, information on preventative maintenance and manages the breakdown assistance.

This also provides fleet owners and UD dealers with all the information they need to do the required preventative maintenance on time, and to schedule standard services more efficiently. In essence it means that fleet owners are able to keep their trucks running for longer, and more productively.

"Ultimately, Quester addresses the top concerns every fleet owner has, namely fuel consumption, durability, productivity and maintenance in a smart and modern fashion," said Schulz. "Quester will take UD customers that extra mile every time." 🌟



## VOLVO GROUP SA

### opens new R60 million integrated parts distribution centre

The Volvo Group SA has officially opened its new Regional Distribution Centre in Boksburg. This new upgraded facility, which now incorporates the parts warehousing and logistical services for the various Volvo Group brands operating in southern Africa, was established at an investment of approximately R60 million.

The more than 52 000 parts housed in the new Regional Distribution Centre (RDC) include stock items for Volvo Bus, Volvo Construction Equipment, Volvo Trucks, Volvo Penta, Renault Trucks and UD Trucks. The main warehouse size was increased to 11 500 m<sup>2</sup> and now also has an additional 1 500 m<sup>2</sup> storage capacity for cabs, as well as for hazardous materials such as coolants.

“As the Volvo Group SA we believe that the merger of our warehouse facilities under one roof will enable us to better support the company’s future growth within southern and East Africa,” said Torbjörn Christensson, president of the Volvo Group SA. “It is therefore a strategic investment in our future and will enable us to support our customers more efficiently and timely, especially in light of the significant volume growth our brands have experienced over the last number of years.”

In essence, the new consolidated Volvo

Group RDC will lead to more speedy parts deliveries, more streamlined and efficient operations, as well as increased warehousing capacity for all its brands.

“Increased uptime for our customers is one of our core objectives within the Group,” explained Christensson. “Customers are rightly demanding exceptional parts availability – something we believe we will be able to achieve with the new facility, its innovative systems and skilled workforce.”

Across the world, the designing, managing and optimising of logistics services within the company falls under the auspices of Volvo Group Logistics Services within the Group Truck Operations (GTO) division.

“The aim of Volvo Group Logistics Services is to deliver services with world-class operational excellence, in an efficient and sustainable way, thereby reducing costs, disruption and environmental impact,” said Christer Svärd, senior vice president of Volvo Group Logistics Services. “We also aim to constantly ensure the global availability of aftermarket parts to dealers and end-customers at the right time, the right place and at the right cost.”

Svärd said that after more than 50 years of global experience within this industry, the company understands customers’ re-

quirements and are capable of delivering logistics solutions that work smoothly in their day-to-day reality.

Parts are supplied to the Johannesburg RDC from the various brands’ Central Parts Distribution Centres (CDC) in France (Renault Trucks), Japan and Singapore (UD), Sweden and Belgium (Volvo Construction Equipment, Volvo Bus, Volvo Penta and Volvo Trucks).

According to Colin Govender, general manager, Logistics Services, for the southern and East African region, local operations have refined their processes to ensure on-time local delivery for all brands.

“We have agreements in place with the various CDCs for the prompt processing of emergency parts, as well as for day and stock orders. Agreements are also in place with transport providers for the forwarding and clearing of daily air and weekly sea shipments – ensuring a continuous flow of regular maintenance, as well as critical parts to dealers and ultimately to customers,” said Govender.

The Volvo Group RDC has a same-day delivery policy to dealers within 50 km of the facility, and a 24/7 set-up in place for emergency parts. Overnight and next day deliveries are in place for the remainder of the dealers across South Africa, as well as up to twice weekly dedicated deliveries to export dealers outside the country.

Most of the advancements and facilities in the new RDC have been made to increase the efficiency and accuracy of parts delivery to customers. These include more floor space to manage inbound parts, as well as for the checking and packing of orders. There is also a new bin store that creates opportunities to store small parts in a modular way, as well as an increased number of bays for large parts.

The facility has staff compliment of 16 office workers and 52 industrial workers – all of whom have been trained in the new warehousing processes and systems to ensure accuracy, productivity and efficiency.

“The integrated warehouse boasts one system that effectively covers all the brands supported from South Africa,” said Govender. “Ultimately, this means one defined process, one way of developing the competencies of our staff, and creating more opportunity to have multi-skilled people that can support the operation in different areas as needed.”





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## MAN LAUNCHES ITS FIRST carbon-neutral assembly plant

**M**AN Truck & Bus South Africa has officially announced the conversion of its Pinetown assembly plant to solar power. The complete truck and bus-chassis assembly plant is now capable of operating entirely off solar energy and is not only the first 100 percent carbon-neutral truck production site in Africa but also within MAN's global production network.

According to Heiko Kayser, Head of Production at the assembly plant, "installation of the solar, or photovoltaic system, commenced in August 2014 and was completed in less than six months. The project forms part of MAN's global Climate Strategy to reduce carbon emissions at its production sites in Europe, Africa, Asia and South America by 25 percent by 2020."

According to the MAN Climate Strategy vision, the organisation, "will reduce CO<sub>2</sub> emissions at MAN sites by improving energy efficiency, using renewable energy sources (solar, wind, geothermal), generating energy using combined heat and power (CHP) plants, and through integrated energy-management technology and organization."

Geoff du Plessis, Managing Director of MAN Truck & Bus in South Africa, confirms

that this investment is not only a significant step in terms of our environmental commitment, but it also shows our long term commitment to the region and its future. "Our products and services are all aimed to minimise their carbon footprint, and it is great to see that even our assembly plant contributes in this regard" says du Plessis.

With its abundant sunshine, Pinetown is a prime location to implement solar energy solutions and Kayser and his team procured expertise from KwaZulu-Natal to design and install the new photovoltaic (PV) system.

"Prior to rolling out the PV project, we refurbished our entire roofing system at a cost of over R5 m to not only efficiently accommodate the solar panels, but also to install skylights and thermal insulation material to reduce demand for electric lighting and to make our buildings cooler for our operators," explains Kayser.

Of the 10 000 m<sup>2</sup> of roofing covering all buildings at MAN's Pinetown plant, 6 300 m<sup>2</sup> have been utilized to accommodate the PV installation. The 580 kW system is capable of generating approximately 810 000 kWh of power per annum, providing a surplus of energy that can be supplied to the metropolitan (eThekweni) grid.

Alan Swart, Managing Director of Solaray, the company responsible for designing the R10m PV system for MAN Pinetown says, "We sourced, from Europe, state-of-the-art equipment including inverters and solar panels that are able to generate power even in cloudy conditions, as well as mounting equipment from China. The PV system is currently grid-tied but is capable of becoming either semi-grid tied or a completely off-grid system with the inclusion of a genset or battery system respectively."

The PV system is linked to a web-based monitoring system that reports daily power consumption as well as electricity-cost and CO<sub>2</sub> savings. Furthermore, the online reporting software also delivers exception reports, enabling Solaray (located just two kilometres away from MAN Pinetown) to rectify PV system issues swiftly. Solaray is also contracted to clean the solar panels every three months to ensure optimum efficiency.

"With occupational safety being a primary consideration for MAN, contracting an experienced PV system installation company was essential. We were fortunate that Solaray contracted the services of Renen Renewable Energy Solutions (Renen) for the installation - their efficiency allowed us to





maintain our production targets 100% while recording zero safety incidents as a result of the installation,” says Lynette Kühn, SHEQ Manager at MAN Pinetown who also project-managed the solar conversion process.

KZN-based Renen has installed three of the province’s largest PV systems, including a one-megawatt system at a leading carpet factory. “Our experience in converting large buildings to solar energy made us a perfect choice for MAN and despite the fact that the MAN Pinetown project required us to install on several different rooftops each presenting its own set of challenges, we were able to complete the installation safely and entirely to design specifications, thanks to quality input from both MAN and Solaray,” explains Renen’s Luke Dillon.

In addition to the PV system, the MAN assembly plant has also installed a wash bay with a water recycling system which includes an oil-water separator. The system captures rainwater from the roof which is stored in tanks alongside the wash bay and is used to not only clean vehicles but also to test truck cabs for any leaks as they roll off the assembly line.

Employing 160 personnel, MAN’s Pinetown Assembly Plant is spearheading the corpo-

ration’s Climate Change strategy with tangible benefits for all its stakeholders. According to Ncamsile Mbatha, SHEQ Officer at MAN Pinetown Assembly Plant, “the fact that we are now using renewable energy means we are reducing pollution and our carbon footprint which is not only healthier for our people and our environment but it also helps reduce our production costs.”

For Kühn, “Both the PV installation and the water recycling system demonstrate MAN’s commitment to corporate social responsibility and environmental protection. MAN Pinetown, being a CO<sub>2</sub>-neutral assembly plant and using water more responsibly is setting a new benchmark for sustainability in the automotive industry in Africa.”

Apart from the environmental and social benefits MAN Pinetown’s ‘green’ building will generate, impressive financial advantages will be realised, says Kayser: “we have calculated that our energy cost-savings for 2015 will be in the region of R1m with a CO<sub>2</sub> saving of 860 tons per annum. These figures will improve over the following years.

With MAN truck and bus derivatives currently setting new fuel-efficiency benchmarks in the South African commercial transport sector, MAN Truck & Bus Man-

aging Director, Geoff du Plessis, regards the new Carbon-Neutral status of its main assembly plant as a powerful platform from which to gain ground in a domestic market that is not only consolidating via corporate mergers, but is also moving rapidly towards Best Practice procurement policies where environmental responsibility on the part of suppliers is a primary purchasing criterion.

“All of us at MAN Truck & Bus South Africa can be very proud of everyone working at our Pinetown assembly plant for sustaining their production output while this extensive conversion process was underway. To be the first heavy commercial vehicle assembly plant in Africa to become fully carbon-neutral, with a surplus supply of electricity to give back to the community, will give us a distinct competitive advantage in what is a very competitive industry. To become the first CO<sub>2</sub>-neutral plant in the MAN global production network is certainly an inspiration and an example to all our international colleagues of what can be achieved with commitment, passion and teamwork. Congratulations to Heiko, Lynette and their Green Team members,” concluded du Plessis. 🌱



## DAIMLER TRUCKS SHOWS ADVANCED TECHNICAL LEADERSHIP

with new SuperTruck study

The new SuperTruck study provides further evidence of Daimler Trucks' technological leadership. In addition to the existing series-production vehicles the SuperTruck from Freightliner shows how targeted measures in aerodynamics, energy management, the use of an intelligent powertrain and other levers can further reduce fuel consumption. For example, the SuperTruck is equipped with the DT12 automated transmission and predictive technology that controls the vehicle speed using GPS and digital 3D maps.

In test drives, the SuperTruck at a weight of 29.5 metric tons (65,000 lbs GVWR) consumed an average of about 19 litres of fuel per 100 km (12.2 mpg) at a speed of around 100 km/h (65 mph). In addition, the SuperTruck achieved a 115 percent freight efficiency improvement (measured in ton-miles per gallon) over a 2009 baseline truck.

DTNA initiated the SuperTruck research and development project in 2010. The U.S. Department of Energy supported the project with a \$40 million grant. Daimler's SuperTruck greatly surpassed the Department of Energy's aim to increase the freight efficiency of US Class 8 trucks by 50 percent.

The project's improvements to aerodynamics and the powertrain have already been incorporated into the Freightliner Cascadia Evolution and Western Star 5700 XE series-production vehicles. For example, about every fourth Freightliner Cascadia Evolution is equipped with the automated DT12 transmission. Increasing numbers of customers appreciate the benefit of a fully integrated Detroit powertrain from a single source, in which the engine, the axles and the transmission come from Daimler Trucks and are thus perfectly synchronised.

While these optimisations are feasible for customer use, the SuperTruck study also shows that for example ultralight materials are not economically viable at this time.

"The SuperTruck engagement is another component of our strategy to make future road transportation as environmentally friendly and fuel efficient as possible," said Martin Daum, President & CEO of Daimler Trucks North America.

### About Daimler Trucks North America

Daimler Trucks North America LLC, with headquarters in Portland, Oregon, is the leading heavy-duty truck manufacturer

in North America. DTNA produces and markets vehicles of the Freightliner, Western Star, and Thomas Built Buses brands. The DTNA production network encompasses nine locations. In addition to the headquarters and manufacturing plant in Portland (Oregon), DTNA has four manufacturing plants in North Carolina (Cleveland, Gastonia, High Point, and Mount Holly) and one manufacturing plant each in Redford (Michigan) and Gaffney (South Carolina). DTNA has two additional manufacturing facilities in Mexico (Saltillo and Santiago Tianguistenco). 🌐



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## HYUNDAI H100 BAKKIE

### rolls off local assembly line

The Commercial Vehicles Division of Hyundai Automotive South Africa has begun production of the popular H100 Bakkie from its assembly plant in Benoni on the East Rand – little more than six months after the factory was opened in September 2014 for the initial production of the HD truck range.

H100 Bakkies assembled from components imported from South Korea are now produced daily for the commercial market in South Africa – creating value for Hyundai Automotive SA's customers and increasing jobs for local factory workers.

"The establishment of the H100 production line forms part of a capital investment of about R110 million in the Commercial Vehicles Division of Hyundai in South Africa. There are financial rewards for us, but one of the important benefits of this extension of our SKD production is job creation and the testimony that it bears of Hyundai's commitment to the local automotive market," says Wade Griffin, director for commercial vehicles at Hyundai Automotive SA.

One of the reasons why the 1,3 ton H100 – or the 'Bakkie', as it is known in South Africa – was considered for local assembly is because it is one of the most successful vehicles in the local model range of Hyundai Automotive South Africa. The H100 has operated worldwide under some of the toughest working conditions, and has elevated the Hyundai workhorse to a position amongst the toughest light commercial vehicles available today – and rightfully so.

"Close to 60 000 of the H100 Bakkies have been sold since Hyundai Automotive SA started operating in the year 2000, and it has become a workhorse for many smaller as well as large, established businesses and organizations in South Africa. It is also the perfect all-round vehicle for a small family business, with a proven track record of reliability."

Griffin says no one should have any qualms about the quality and durability of locally produced Bakkies: A full-time quality control engineer does duty at the assembly plant, and Hyundai Motor Company has sent a team of five engineers to South Africa in February to oversee quality control procedures and to train and upskill the local workforce at the factory.

Assembly of the second batch of 60 H100 units has already started on the production line in the Apex, Benoni, factory with the aim of rolling out 360 Bakkies per month when full production is reached at about September this year.

Components of the H100, such as the engine, cabin, seats, tyres and different suspension elements of the ladder-frame chassis of the Bakkie, arrive in South Africa in containers – packed economically and reducing the freight costs associated with the importation of a fully built-up unit.

"This second phase of SKD assembly at the Apex plant has increased the number of employees on the site to a total of 51, with further potential growth of the factory's work-

force. If one considers the indirect effect at an average ratio of 7 to 1 that the employment of a single worker has on those that he or she supports, then the establishment of the assembly has already touched the lives of about 370 people," says Griffin.

As is the case with the HD trucks being produced in the assembly plant since last year, several applications and permutations is possible due to customised fitment of different load boxes and canopies on the H100's sturdy frame.

One of the popular solutions is the Hyundai H100 canopies, manufactured by Beekman, an Imperial subsidiary, that are designed to keep cargo protected from the elements as they are weather, fade and water resistant. The high-quality canopy also features a lockable rear door that keeps your cargo safe from theft and intruders. The canopy comes in three separate styles – the half door, full door or nose cone/space saver – there is one for your business, no matter what the requirements. The H100 has earned its reputation of being a tough and versatile light truck, enough to match almost every challenge. It is also compact enough to cope with limited spaces, but with a payload capability usually confined to much larger vehicles.

The H100 runs on a tough 100 x 50 mm steel section ladder-frame chassis with a double wishbone and torsion bar front suspension, and leaf springs for extra load bearing at the rear. A 2.6 litre naturally aspirated diesel engine is used as power plant for the H100's rear-wheel drive setup. The 4-cylinder 2.6D Euro II engine delivers its maximum power of 58 kW at 4 000 r/min. and maximum torque of 167 Nm at 2 200 r/min. through a five-speed gearbox to the rear wheels.





Side impact bars, single moulded body panels and a variable cross-section cowl cross member are significant safety features in the sturdy H100.

One would not easily find a more compact cargo carrier than the H100, with its load space designed for work with a lower deck height of just 775 mm and an unobstructed load area. This makes fast and efficient work of loading and unloading cargo weights of up to 1 000 kg. Latching side walls and a bolting tailgate add extra security and cargo protection. Even with a full load, the H100 is easy to drive and manoeuvre thanks to wide-angle outside mirrors that provide a wide rear view

Another attribute of the H100 is its high levels of interior comfort, with an extra seat and shoulder width for freedom of movement, a driver oriented console and car-like instrument cluster that puts the controls at the driver's fingertips.

Additional convenience details such as the forward folding centre front seat, sunglasses and cup holders, together with a whole range of well thought out and organised storage places, all combine to provide efficient and functional comfort.

When the back of the centre front seat is folded forward, it features two cup holders and a tray between the driver and passenger. Documents, maps, or even light refreshments are easily stored and ready for use in the door mounted storage pockets. An air-conditioner for the cabin is available as an option. ☼

## SKF BEARINGS

can take the heat!



It is vital for bearings to last and deliver reliable quality service irrespective of temperature and application. SKF extreme temperature bearings are capable of operating at 350°C without the need for re-lubrication.

Extreme temperature bearings are high quality units that deliver numerous cost saving solutions to applications that require optimum bearing performance in hot, dry environments on slow rotating machinery.

Grease lubricated bearings often fail at temperatures exceeding 250°C because even special greases lose their ability to lubricate adequately above this temperature. In contrast, the SKF extreme temperature bearing is lubricated by a graphite cage up to 350°C, allowing for the bearings on any equipment to run at its optimum rate.

Field experience shows that bearing service life in high temperature applications can be dramatically increased by using graphite lubricated extreme temperature bearings. For example, in a cooling bed for sheet metal manufacture, bearing service life was increased by a factor of three. In a typical

application such as this, a single bearing of this kind can save up to 4,6 kg of CO<sub>2</sub>e and 1,5 kg of grease per year.

A cooling bed equipped with 5000 bearings can save 7,5 tonnes of grease and 23 tons of CO<sub>2</sub>e per year. This is equivalent to an 82% reduction of the climate impact compared to using grease-lubricated deep groove ball bearings. These calculations are based on both bearing and grease savings.

The replacement of conventional grease lubricated bearings with SKF's extreme temperature bearings will reduce costs across the board. Production does not need to be halted for maintenance purposes to allow for the continuous replacement of lubrication or re-lubrication. As the bearings are able to withstand the temperature extremes they are exposed to, bearing reliability is boosted and bearing service life is improved. This all leads to maximised plant availability and production and ultimately tremendous time and cost savings for the end user.

The extreme temperature bearing is included in the SKF BeyondZero\* portfolio. ☼





## MERCEDES-BENZ VANS

to launch midsize pickup

**B**efore the end of the decade, Mercedes-Benz will expand its product range into a promising segment by launching the first pickup from a premium manufacturer. Thanks to their versatility, all-round utility, and payload of about one metric ton, pickups are popular across the world and thus have good sales potential.

“The Mercedes-Benz pickup will contribute nicely to our global growth targets,” says Dr. Dieter Zetsche, Chairman of the Board of Management Daimler AG and Head of Mercedes-Benz Cars Division. “We will enter this segment with our distinctive brand identity and all of the vehicle attributes that are typical of the brand with regard to safety, comfort, powertrains, and value.”

Volker Mornhinweg, Head of Mercedes-Benz Vans, adds: “As part of our ‘Mercedes-Benz Vans goes global’ strategy, the pickup is the ideal vehicle for the international expansion of our product range with a newly developed model.”

The new Mercedes-Benz pickup will initially be targeted at markets in South Africa, Latin America, Australia, and Europe – all of which are posting sustained growth in this segment.

Says Nicolette Lambrechts, Vice-President

Mercedes-Benz Vans South Africa: “This is a really exciting time for vans. It will give Mercedes-Benz Vans the opportunity to reach a whole new customer in an entirely new segment. For Mercedes-Benz South Africa this gives us the ability to offer the customer the entire spectrum of products to suit not only their business needs but also cater for their lifestyle requirements – from a car, van, truck, bus and now the pickup.”

The midsize pickup segment is currently undergoing a transformation worldwide. More and more pickups are being used for private purposes, and commercial as well as private users are increasingly asking for vehicles that have car-like specifications. Mercedes-Benz is the first premium manufacturer to respond to this market shift by developing its own pickup. A similar example was the successful introduction of the M-Class around 20 years ago. As the first sport utility vehicle (SUV) from a premium manufacturer, the M-Class completely redefined the segment.

The new Mercedes-Benz pickup will initially be targeted at markets in Latin America, South Africa, Australia, and Europe, all of which are posting sustained growth in this segment.

The Mercedes-Benz Vans division is respon-

sible for the new vehicle. With its many years of experience in developing, manufacturing, and marketing vehicles that are used commercially as well as privately, Mercedes-Benz Vans is ideally suited to enter the midsize pickup segment and launch a Mercedes-Benz pickup on the market for the first time in the company’s history. Current models such as the V-Class and the Vito demonstrate that Mercedes-Benz Vans has the high level of expertise to successfully serve customers from a wide variety of private and commercial sectors.

“We can perfectly serve customers looking for a vehicle that offers a high level of utility and at the same time has the comfort, safety, and design of a Mercedes-Benz passenger car,” says Mornhinweg. “We will design our brand’s first pickup according to this recipe for success.”

Benz East London plant has been recognised over the past six years for its consistently high levels of quality manufacturing as evident from the various international J.D. Power and Associates awards internationally and the Synovate/Ipsos customer surveys locally. MBSA’s plant has excelled in the J.D. Power Initial Quality Survey conducted in the US for the past six consecutive years, achieving a platinum, two gold and three silver awards. 🌟





# Transform sites into cities at a sprint.

You need a vehicle that can help to transform construction sites into modern cities or suburbs – a reliable workhorse that can get the job done, no matter how tough the terrain. Introducing the perfect van for the job: the Sprinter 4x4.

All terrain. Available in two robust options.

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Selectable all-wheel drive (4ETS)  
with low-range function

## Sprinter 4x4 ZG4

Permanent 4x4 with central and rear  
differential-locking, plus low-range function







## FAW TIGER RANGE PRODUCTION LAUNCH

at the Coega

**B**uilding on its impressive record of ‘firsts’ this will again mark a moment in FAW’s local history when it starts full production of the Tiger range at the Coega-based production plant.

Yusheng Zhang, CEO of FAW Vehicle Manufacturers SA, says: “FAW continues its trend-setting path in local truck manufacture. Not only have we managed to produce our FAW trucks at the best quality levels, comparable – if not better - than our FAW parent company in China - but we’ve been able to do so in a very short period considering our plant became fully operational from July last year only.

Since our Body Building Facility was commission in January we have also been building tipper bodies from SKD packs imported from our parent plant in China, and providing finished tipper trucks to our growing pool of customers.”

While the first FAW ‘full-bodied’ tippers roll off the lines at the assembly plant and body shop, the production team is already assessing the viability of producing drop-side bodies for their range of robust and durable vehicles spanning the heavy and extra-heavy commercial vehicle ranges on offer in Southern Africa.

“The FAW Tiger will be a ‘true-blood’ South African, built locally and uniquely engineered for the African environment.

“For the introductory phase we will commence with a 5 ton payload dropside body, which will provide for the lowest cost per ton on the market.

“The tiger will carry all the hallmarks that FAW trucks stand for – strength, reliability, easy operation and most importantly – delivering on the promise of a ‘truck built for Africa, in Africa.’”

According the FAW management team, the rationale for introducing a medium weight range is to satisfy customer requests for a vehicle as durable and rugged as FAW heavy and extra-heavy trucks, but with the dimensions to handle a different working environment, calling for smaller sized vehicles.

“FAW pays attention to what customers are telling us. This is why we are extending our local offering to this weight category. We believe this segment of the market has great potential and opportunity for growth,” says Zhang.

“Without giving too much detail before the official launch, suffice to say the Tiger will



be fitted with the best drivetrain and will include global componentry from the USA and Europe.

“This new FAW Tiger may have been bred in China, and trained through international partners, but in South Africa it will find its true home.” 🌟





## BIMOBIL EX 460 LONG-DISTANCE CAMPER

based on the Fuso Canter 4x4

The Bimobil EX 460 camper van based on the robust Fuso Canter 4x4 is the perfect vehicle for discovering the world, even off the beaten track. The high-traction all-wheel-drive light-duty truck provides the ideal basis for long-distance campers and expedition vehicles. Fuso is a Daimler Trucks brand which operates successfully worldwide.

Bimobil has been known to insiders for almost 40 years now as a brand offering camper vans that are at once high-quality, functional and homely, for use both on and off-road. The latest creation from this renowned manufacturer is the EX 460 model based on the Fuso Canter 4x4. This robust all-wheel-drive light-duty truck provides the platform for a comfortable long-distance camper with professional all-wheel drive which is not fazed when it comes to tackling demanding terrain.

The centrepiece of the Bimobil EX 460's camper body is a group of seats for four people behind the cab. A lockable passage connects the cab to the body. Leading from the seats towards the rear are a spacious kitchen, a wardrobe, a washroom and WC and a separate bathroom. A large, comfortable double bed rounds off the living area at the rear. Under the bed, large fresh water and waste water tanks (capacity 200 l and 120 l respectively) and the spare wheel are accommodated in a generously dimensioned

stowage compartment. There is also space here for 1.5 m<sup>3</sup> of equipment and supplies. The rear stowage compartment is accessible from outside by means of large flaps.

The robust, indestructible Bimobil body made of composite sandwich panels produced in-house is lavishly insulated. Branch deflectors protect the edges from damage in rough terrain. Under the camper body, robust grooved sheet-metal outer valances cover the chassis of the Canter 4x4.

With its robust truck engineering, including engageable professional all-wheel drive with reduction gear, the Fuso Canter 4x4 provides an excellent base for long-distance campers or expedition vehicles in demanding use. The engageable reduction gear halves the maximum speed in the respective gears, at the same time doubling the tractive force. The standard-specification self-locking differential on the rear axle further boosts traction.

In contrast to the Canter with rear-wheel drive, the cab and body are positioned substantially higher in the interests of ideal handling characteristics on rough stretches. This results in a substantial approach angle of 35 degrees. The ground clearance is almost doubled, to as much as 320 mm.

In rough terrain, the camper benefits from the exceptional manoeuvrability of the Can-

ter 4x4. A body width of two metres puts the cab on a par with many a van. The body from Bimobil is also relatively slender, measuring 2.22 m in width. Thanks to the Canter's cab-over-engine design, the camper's overall length is a compact 6.44 m. Last but not least, the short wheelbase of just 3415 mm results in an astoundingly tight turning circle of only 13.5 m/14.9 m (without/with all-wheel drive engaged).

The high-torque four-cylinder turbo diesel engine of the Canter 4x4 ensures ample propulsive power, wherever the camper roams. It generates an output of 129 kW (175 hp) from a displacement of 3.0 l, and a hefty 430 Nm of peak torque.

The robust truck engineering of the Canter 4x4 is designed for tough operating conditions in professional use. This is demonstrated by high permissible axle loads of 2800 kg at the front and 6000 kg at the rear axle, for example, and by the high load capacity of the 17.5-inch tyres. Despite its robust design, the chassis of the Canter 4x4 is surprisingly light. Consequently, at a permissible gross vehicle weight of 6.5 t the Bimobil EX 460 offers a payload capacity of 1.85 t for the passengers and their equipment – more than enough reserves even for extensive adventure travels. 🌍



### NAMIBIAN AGGREGATE PRODUCER OPTS FOR OSBORN MODULAR PLANT

This R40-million export order reflects Osborn's expanding footprint in the Namibian market, and the Osborn modular plant's growing reputation as an unrivalled solution for plant expansion, comments export sales manager Douglas Mouton. "Osborn has a range of equipment in operation around Namibia. Our robust machines are ideally suited for the arduous operation conditions, and clients are increasingly recognising that our quality equipment is also well priced. When Henning Crushers decided to expand its Tsumeb plant, it was the convenience, quality and affordability of Osborn's modular plants that caught the company's attention," he states.

New client Henning Crushers supplies aggregate throughout northern Namibia. The Osborn modular crushing and screening plant that the company has ordered features a 3648 jaw crusher, BTI hydraulic rock breaker boom system, two 4250 KPI-JCI Horizontal Shaft Impactors, two 8' x 20' Osborn Superking Screens, all interlinking conveyors and two 36150 KPI-JCI "SuperStackers".

"Our client has essentially acquired a full quarry processing plant, but with the advantages of an Osborn modular plant," Mouton stresses.

"All of the plant's components are ideally suited to Henning Crushers' applications - from the Horizontal Shaft Impactors, which have the advantage of fracturing stone through impact to create a more cubical product versus the cleavage fracture from a compression crusher, through to the SuperStackers, which are telescoping conveyers. They enable pro-

### Ladder Security Clamp revolutionises ladder transportation

A first for contractors and maintenance companies is the introduction of the novel Ladder Security Clamp which secures ladders and steps to roof racks of vehicles to ensure the safe transportation of this equipment without the use of ropes or other methods of securing.

Any risk of ladders falling off vehicles is eliminated using this system thereby ensuring conformity with all health and safety regulations. The ease of use means that ladders are secured in under one minute. The Ladder Security Clamp is supplied as a pair with the added benefit of two padlocks include in the kit to prevent theft of ladders while the vehicle is unattended. Each pair of clamps will cater for one triple ladder or alternatively two double ladders.

An added benefit of the Ladder Clamp is that it can be used to secure ladders to scaffolding whilst on site eliminating the need to remove the ladder off site overnight in the middle of a job.

Hardware retailers have an advantage in that, in selling ladders, they have the op-



portunity of including a clamp in the sale which will assist the buyer to transport his ladder immediately. The Ladder Security Clamp offers potential distributors a 'must have' product to add to their existing hardware range. It offers retailers an opportunity to cross sell and cross merchandise over a number of different departments. A further selling point is that it is a South African product that falls in line with all health and safety requirements.



ducers to stockpile 'in-spec' aggregate in larger piles with smaller footprints, using fully automated PLC technology. Capable of creating custom-shaped, partially or fully desegregated stockpiles to fit maximum material in minimum space, the SuperStacker certainly lives up to its name," he states.

"The advantage of an Osborn modular plant is that substantial cost savings can be achieved in terms of the civils and installation costs needed for a traditional plant, as well as savings on transport," Mouton stresses. "Our modular plants are easy to build and are mounted on skids, so they are easier to set up. They are also easy to transport and re-erect on a new site. These plants are designed to fit into containers when they are dismantled, which makes transportation easier and cheaper."

Henning Crushers' new plant will be trans-

ported by road from Osborn's Elandsfontein manufacturing facility to Tsumeb, Namibia, in 22 trucks. The scope of Osborn's contract includes designing and supplying the plant; its delivery to site; and the supervision of the installation and commissioning of the plant.

Once Henning Crushers' new Osborn modular plant is up and running at the Tsumeb site, the operation's old plant will be made redundant. "This is another order that reflects the growing demand for our locally-designed and built modular crushing and screening plants," Mouton states. "They offer an ideal solution for plant expansion. All that a customer needs to do is put down a concrete slab, unpack their new modular plant and their expansion is done. They immediately have the desired duty and capacity," he concludes.



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Driver capability is another big cost area, which our driver training programmes are tailored to help you manage and develop. The same goes for our finance and insurance approach. We believe in understanding the daily needs of your business, rather than just looking at the risk.

Also our new Fleet Management System is the perfect embodiment of our partnership attitude, giving you access to amazing detail on everything from coasting to heavy braking, and then the coaching support you need to help manage not just your fleet, but your entire cost base.

So if you're just buying trucks, we're probably not the supplier for you. But if you believe what you're actually buying is a partnership, a commitment, a total transport solution, then we should talk.

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