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NEWS

Everything on mining and construction equipment

JANUARY 2015



FUSO LIGHT TRUCK REVOLUTION

CONSTRUCTION: Vogele Super 1900-3 paver

LIFTING: Konecranes unveils powerful chain hoist

TRANSPORT: Scania high torque engines

The front line of construction



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Cover story:
Fuso light truck revolution

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BUILDING

a skills platform

During the past year we have given coverage to a host of new ventures in the automotive industry. There have been no fewer than four major events which have heralded the opening of new and upgraded manufacturing plants in the truck industry. Isuzu, Hyundai, FAW and Iveco have re-affirmed their commitment to the local market with this latest move. A wealth of opportunities for the various manufacturers concerned have opened up and created economic opportunities for the regions where the various plants are situated. Labour is the backbone of any enterprise of this nature and these new ventures have set the bar for employment opportunities and skills development.

We all talk about the skills shortage but what are we doing about it? Many of the larger manufacturers have their own institutes that offer first class training for their staff in all aspects of truck and equipment maintenance, driver training, and even sales. This is all well and good but many start and few

finish the programme. Maybe the truck and heavy equipment industry has a less glamorous appeal than other industries such as motor cars, boats and even aircraft but it's the construction equipment and truck industry that is showing the growth and stability even in these tough economic times the country is facing. It's a tough business and not an easy one but those that have stuck it out have reaped some rich rewards not only financially but have assured themselves of long term careers that have taken them beyond their sell by dates and with the added advantage of remaining a useful contributor to the transport network.

Attracting school leavers and graduates to the industry requires a lot of hard work by those of us who are stalwarts of trucking and heavy equipment and we should make it our quest to attract the right calibre of candidates, using whatever means we have at our disposal to do so. Heavy equipment and trucking have an image problem in that they don't have an image. Young peo-

ple need to be made aware that there are some awesome machines out there with 600 horsepower under the hood and capable of hauling 120 tons at any given time. Manufacturers should spend some of those marketing budgets attracting youngsters to the industry by having more promotional activities which are focused on recruitment. There are many opportunities at various shows to create that kind of exposure and even some hard selling at schools and colleges to attract the right candidates

The future development of this country is in the hands of youthful entrepreneurs of today so let's bring them in and give them the tools to succeed.

Pierre Sanson, Editor



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Going the extra mile



Godfrey Hani,
Head of FUSO Trucks South Africa

The new FUSO Canter has entered the local market with a flourish. With a rich 52-year heritage associated with reliability and performance, the new Canter LIFT continues to apply FUSO's long standing global branding to the future of transport technology in South Africa.

Godfrey Hani, Divisional Manager of FUSO is enthused by the success of the new Canter so far and explained the new model designation, LIFT, when he said, "The acronym, which stands for Light-Duty International Future Truck, is indicative of our pioneering spirit of always moving forward for our customers and society. As we continuously refine the Canter so that it remains at the forefront of the truck industry, we ensure that we do this with all our stakeholders."

The new Canter is a symbol of what the FUSO designers and engineers managed to achieve by going beyond their bounds to put everything they know about powertrain technology and efficiency into the new Canter LIFT which in essence represents a new approach to the technology of transporting goods by truck.

One of the most significant technical developments in the new Canter LIFT is the introduction of the Duonic dual-clutch transmission. It is the first truck in the world to feature this technology. In addition to lower fuel consumption, the direct-shift transmission, well known from its use in passenger cars, causes less wear to auxiliary equipment, reduces the burden on the driver, particularly on short trips, and combines the convenience benefits of an automatic transmission with the economy of a manual transmission.

The compact Duonic dual-clutch transmission is based on a mechanical six-gear

The new Fuso Canter sets its sights

ON A LIGHT TRUCK REVOLUTION IN THE LOCAL TRANSPORT INDUSTRY



- 110 kW (150 hp) at 3500 rpm, 370 Nm at 1320–2840 rpm

The increase in the payload and reduction of maintenance costs both help increase in a significant way the economic efficiency.

In conjunction with the new engines, the Fuso Canter raises standards of driving safety and convenience to a new level. The front axle of the 3.5 t variant now features independent suspension with coil springs – bringing tangible improvements in terms of handling and ride comfort.

All Canter models have disc brakes on both axles, and, as a new feature, an electronic brake system. The Canter is now available in the two higher weight categories with an EBD programme as standard.

The traditional strengths of the Canter have remained unchanged or have been consolidated: extreme manoeuvrability and the space-saving cab-over-engine design, good visibility with low windows and short front overhang, robust design, compact joystick shift lever in the cab, simple maintenance thanks to easy accessibility of the units with tilting cab, enhanced safety and lower wear as a result of the standard engine brake.

The highest priority is given to safety in the new Canter. The doors feature side impact protection as standard. Airbags are available as standard for the driver and front seat passenger. As before, the new Canter features the impressive FUSO RISE (Realised Impact Safety Evolution) cab safety technology and a brake override system.

As has been the case to date, all Canter models come with an engine brake as standard. This generates braking power of up to 50 kW, which is activated using the steering-column lever, and therefore improves the level of safety by protecting the service brake and reduces operating costs at the same time, thanks to the longer service life of the brake pads.

Being the best selling truck in the Daimler stable, the new Canter continues where its predecessors left off, offering unrivalled reliability and an unsurpassed track record. When the truck was designed it had the driver in mind and the results speak for themselves. So as the smoothest running, easiest-to-drive FUSO Canter ever offered, the Canter LIFT will certainly be the vehicle to beat in the light and medium truck category. 🌐

manual transmission, with two hydraulic wet clutches and electronic control. The two maintenance-free clutches are arranged concentrically and integrated into the gearbox housing. Clutch number one is used for forward gears one, three and five, while clutch two handles gears two, four and six. The great advantage of a dual-clutch transmission is that the next gear is already engaged while driving, allowing extremely fast and completely smooth gear shifting.

In comparison with a standard automatic transmission with torque converter, the Duonic dual-clutch transmission with wear-free clutch offers significant advantages: gear changing is more comfortable, since it is completely smooth and there is no interruption in the flow of power. The inevitable torque losses of an automatic transmission are also eliminated, since the Duonic dual-clutch transmission operates with the high level of efficiency of a mechanical transmission.

However, the Duonic dual-clutch transmission borrows the practical creep function from the automatic transmission. This allows manoeuvring at low speed, controlling the vehicle's movement with just the brake pedal. The transmission system also features a parking position.

As with a standard automatic transmission, or a modern automatic transmission with torque converter, it is possible to change gears manually at any time with the Duonic dual-clutch transmission by briefly pressing the joystick selector lever on the instrument panel.

Comparison measurements have demonstrated that the Duonic dual-clutch transmission operates more economically as the manual

Canter transmission. In fact, with inexperienced drivers, the Duonic dual-clutch transmission almost invariably results in a significant reduction in fuel consumption. The same is true for the standard Eco mode, which has shift points for optimum fuel consumption. This mode is engaged by pressing a button.

With ratios of 5.397 (first gear) to 0.701 (sixth gear), the underlying six-speed transmission is widely spread. In practice, this means a lot of power is available when driving off, and fuel-efficient manoeuvring is possible at low speed in the highest gear. Thanks to the system's tight gear ratios, the right gear is available for every driving situation.

The particular transmission is connected to the tried-and-tested 4P10 four-cylinder turbo diesel engine. The drive unit with a displacement of 3.0 l is now available in two power units: 96 kW (130 hp) and 110 kW (150 hp). The modern, long-stroke engine showcases the latest technology: two robust chain-driven overhead camshafts, four valves per cylinder, an exhaust gas turbocharger with variable turbine geometry, common rail injection system.

The top and bottom power units have remained unchanged in the new model. The middle engine variant has a nominal increase in output from 107 kW (145 hp). The maximum torque remains unchanged at 370 Nm, but is now available over an exceptionally wide engine speed range between 1320 and 2840 rpm. This makes the new Canter with this engine an outstanding example of pulling power and driveability.

The following are the output and torque figures for the new Canter:

- 96 kW (130 hp) at 3000–3500 rpm, 300 Nm at 1300–3050 rpm

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BMG – Bearing Man Group – part of Invicta Holdings Limited, has extended its operations in the fluid technology sector, with the recent acquisition of Klep Valves.

“This strategic acquisition follows an 18 month period where Klep Valves supported BMG in our expansion into the dynamic valves sector,” says Gavin Pelsler, managing director, BMG. “Klep Valves, which forms part of BMG’s Fluid Technology division, will retain its manufacturing facility in Krugersdorp under the BMG banner.

“This development augers well for both companies. BMG will broaden its product range and service offering and, with the combination of its positioning as a respected manufacturer and BMG’s extensive distribution reach, Klep Valves is set to significantly extend its market share.”

Klep Valves specialises in the manufacture of diaphragm, pinch and wedge gate valves, which are designed for enhanced operating efficiency and extended service life in diverse sectors. The company’s offering includes soft natural rubber lined diaphragm valves, which are widely used in mineral processing and mining and slurry applications. Other lining materials include butyl, nitrile, jumbo (NAX), halar and hard rubber.

BMG’s national branch network of over 130 branches supports this range with a technical advisory and support service, to ensure optimum efficiency and extended service life of every valve. The company also offers a total process and lubrication management service, to meet exact market demand. 🌐

Manitowoc delivers

400TH MANITOWOC 2250 CRAWLER CRANE



Manitowoc Cranes has reached another major milestone. The 400th Manitowoc 2250 crawler crane built at its factory in Manitowoc, Wis., has just been delivered to Fincantieri Marine Group's Bay Shipbuilding division, located in nearby Sturgeon Bay, Wis.

Matt Borchardt, a regional business manager with Manitowoc, said the handover of the 400th Manitowoc 2250 is a momentous occasion for the company. The fact that Bay Shipbuilding was formerly a unit of the Manitowoc Company adds another level of meaning.

"This is a very special milestone that reflects the long-term commitment and faith our customers have in Manitowoc Cranes," he said. "And it's very fitting that the 400th Manitowoc 2250 is going to our former sister company, right in our own backyard."

Thomas Martin, director of purchasing and facilities at Bay Shipbuilding, said the com-

pany will primarily use the 2250 for the ship-repair portion of its business. In all, Bay Shipbuilding has five Manitowoc crawlers in its fleet, one of which it will retire at the end of this year after more than 30 years in service.

"This is really exciting and for us. It doesn't matter if we're taking delivery of the 40th or 400th Manitowoc 2250, we are extremely pleased to add a quality-built asset like this crane to our business," he said. "We are big fans of Manitowoc cranes and the service that backs them. Even better is that we're purchasing the crane from our neighbors in Wisconsin."

One of the company's most popular crawler crane models, the Manitowoc 2250 has seen success in industries across the board, thanks to its mid-range capacity and 300 ft boom. The crane has also been used on multiple continents. A surge in energy projects in North America, for example, has driven Cleveland, Ohio-based ALL Erection

to employ a large fleet of 2250s on several projects.

The Manitowoc 2250 offers a 300 USt capacity as standard, which can be increased to 500 US t with the MAX-ER attachment, or increased all the way up to 1,433 USt with a RINGER® attachment. The crane's reach can be extended to over 400 ft with a luffing jib attachment, and FACT connectors and EPIC controls make for easy assembly and operation on the job site.

Bay Shipbuilding purchased the crane from Milwaukee, Wisc.-based American State Equipment, which also happens to be Grove's oldest distributor. It began selling Grove cranes in 1961 and added Manitowoc crawlers to its lineup in 2005. 🌐



KONECRANES UNVEILS THE POWERFUL new CLX chain hoist crane

“The ergonomic features of the CLX chain hoist crane support a safe and smooth workflow.”

The new CLX chain hoist crane performs as a strong link in any process chain, from 500 kg right up to 5000 kg. As a leading global provider of lifting solutions, Konecranes continuously develops its product range in order to offer its customers safe, top-quality, and high-performance lifting equipment for greater productivity. One of the latest enhancements to the industrial cranes portfolio is the new CLX chain hoist crane which is now available in Southern Africa

Available in safe working loads the CLX chain hoist is suitable for many different industries, like general manufacturing or maintenance applications, it has the flexibility to be configured into a diverse range of industrial environments, to fulfil customer lifting needs – from the most basic to the most demanding.

Reliability and performance you can count on

Durable components, compact headroom, and a high level of operating safety results in excellent performance, with 300 starts per hour. Standard temperature monitoring prevents the motor from overheating, while additional standard van ventilation leads to improved hoist performance.

Safety coupled with extensive product life

In lifting operations, the brake of the chain hoist is an essential part of the product safety. In the CLX chain hoist, the new self-adjusting brake has been designed for over a million operations, which translates practically into the entire lifespan of the hoist. For additional safety, the brake and the clutch have been installed on the same axle, which ensures that the load



will not drop or micro slip, even if the clutch should fail.

Another innovation is the patented chain sprocket, which reduces the bending stress on the chain links under load, leading to an up to four times higher chain life! True vertical lift improves work safety and traveling inverters increase the accuracy of load handling.

Two CLX Cranes used in MAN Nederland dealer set up

An example of where accuracy in load handling also plays a big role is in a truck repair shop in Nederland. The MAN Nederland Dealer lifts loads, mostly consisting of heavy and expensive parts, like motors, gears, or tires. This requires a smooth process. The two CLX chain hoist cranes greatly enhance the load positioning, which proves particularly useful during precision tasks, like removing and replacing engines.

CLX hoist used for manufacturing irrigation equipment in Dubai

Another case, in which the CLX product has proven its reliability, is in the production and

handling of pipes and irrigation equipment at Valmont in Dubai, United Arab Emirates. "Since installing the hoist, we have not had a single problem as of today," says Ganesh Pai, Procurement Manager at Valmont Middle East. He continues, "We are very satisfied with the hoist and have also ordered a second CLX hoist to further increase productivity".

Ergonomics and design

The ergonomic features of the CLX chain hoist crane support a safe and smooth workflow. An ergonomic pendant with simple and logical controls will make operation from February 2015 onwards, even easier and allows intuitive one-handed operations. The wide functionality of the hoist is further complimented by its modern looks for which it was awarded with the RedDot Award for excellent product design.

Easy maintenance and reduced down time

The CLX chain hoist provides swift maintenance access. All components that require maintenance are easily accessible and do not require the removal of any parts, which makes maintenance significantly

easier and faster. An uninterrupted operation is further guaranteed by the Konecranes global service network and spare part distribution centers. With over 600 service locations in almost 50 countries, the company has the largest service network in the industry and provides high-quality service 24/7. 🌐

"The new CLX chain hoist crane performs as a strong link in any process chain, from 500 kg right up to 5000 kg".

ABA ADDS 13TH GROVE

to its UK fleet



ABA Cranes Ltd, one of the UK's largest crane hire companies, has added a fourth Grove GMK4100L all-terrain crane to its fleet. The latest unit arrived in September, bringing the company's total fleet of Grove cranes to 13, which it provides to a wide variety of job sites across the midlands.

ABA's Grove cranes are always at work. The only time they spend at their base in Bloxwich is for routine maintenance, which company manager Dale England is delighted with.

"We keep buying Grove cranes because we know they earn their keep," he says. "They are very versatile units that are quick to set-up and easy to use. Hardly ever seeing them means they are doing a good job and I am sure we will buy more Grove cranes in the future."

ABA bought its first Grove crane in the year 2000. Since then, the company has regularly added to its fleet, which now includes

cranes with capacities from 35 t to 130 t. The company bought its first Grove GMK4100L in 2007.

The Grove cranes are deployed at a wide range of construction and individual lift projects. Recent jobs have seen the cranes install an industrial chimney stack at a processing plant, lift pre-fabricated structures and general materials at a residential development, and placing static caravans at a holiday park.

Grove's GMK4100L is a 100 t capacity, four-axle, all-terrain crane. It offers an impressive 60 m main boom, which can be extended to 77 m with a jib. The GMK4100L is built at Grove's manufacturing plant in Wilhelmshaven, Germany.

Established in 1980, ABA has more than 35 employees. The company's 28 operators tend to stick to the same crane, making that specific unit their specialised tool, and speeding up work at the job site. 🌟



Comansa Jie introduces

THE NEW 11CJ132-6T IN SHANGHAI



This new model is the first from Comansa Jie to include the PowerLift system, developed by her parent company in Spain, Linden Comansa. The PowerLift system improves the load diagram of the 11CJ132-6t up to 10 % with reduced speeds, allowing the crane to load, for example, 1,320 kg at the jib end (60 m) instead of a load of 1,200 kg without PowerLift. This system comes standard and is very easy to use. Comansa Jie expects to gradually include this system in all models.

Regarding the trade fair, the results have been superb. "Our booth was full all of the time; we met with all our major customers and distributors, and were able to meet very interesting new potential customers. Most importantly, we made agreements worth more than 10 million dollars, which will benefit both Comansa Jie in China and Linden Comansa in Spain. And there are still many operations to close, so we can ensure that the 2014 edition of Bauma China was the best of all times for us", says Andy Huang, Comansa Jie General Manger. 🌐

Most successful Bauma China trade show ever for the tower crane manufacturer. Comansa Jie launched at the Bauma China trade fair in Shanghai her new 11CJ132-6t flat-top tower crane, the first model from the CJ1100 series. With six tons of maximum load, it is the smallest model from Comansa Jie to date, with which the Chinese manufacturer expects to gain market share in countries such as China, India and the South East Asia.

The 11CJ132 can be erected with a jib length from 30 and 60 m, with configurations each 2.5 m, allowing to perfectly adapt the reach of the crane to the conditions of each jobsite. The fixed version of the 11CJ132-6t has a maximum freestanding height of 57.4 m, although it could exceed 108 m combining different types of tower sections.

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MOBI-HUB USES TEREX® CC 2800-1 LATTICE BOOM CRAWLER CRANE

to erect wind turbine near Koblenz

“From the factory to the work site – putting a crane to work can’t get any faster than that,” enthuses Frank Stempel, who is responsible for the large cranes operated by Berlin-based crane service provider Mobi-Hub. His comment refers to the company’s new Terex® CC 2800-1 crawler crane, which was taken directly from the manufacturer’s facilities in Zweibrücken to a work site near Koblenz, Germany in order to erect an ENERCON wind turbine.

While the crane was on its way from Zweibrücken to the Rhineland, 31 heavy haulage vehicles were also travelling from Berlin to the work site, carrying all the components that would be required for the project. A series of challenges awaited the team at the site: The space available there was extremely limited because the wind turbine was being erected right in the middle of a forest and the path that had been cleared for the vehicles was relatively narrow. In addition the crane’s boom, which had a total length of 150 m (492 feet), had to be assembled on sloping terrain. This also proved to be challenging for the assist crane required for the assembly operation, as it could not be placed just anywhere on the steep terrain. “On top of that, we had to use the suspended superlift tray with a weight of 325 tonnes (358 US tons) when erecting the boom,” says Frank Stempel when describing an additional challenge that the team faced at the tight work site. Despite all this, the team was able to set up the crane with six assembly technicians and have it ready to go in only two days. The crane’s ease of assembly made it possible to quickly set up the machine despite the series of adverse circumstances. Moreover, the Mobi-Hub team was assisted by Terex service technicians while setting up the crane, as it was the first time the company was using the crane model.

“It was a sheer stroke of luck that we were able to pick up the CC 2800-1 crane in Zweibrücken right when we needed it, as it definitely proved to be the perfect machine for the job,” says Frank Stempel. This was not only because the Terex crane had the required lifting capacity, but also because it is able to move while under load. In addition, its extraordinary maneuverability and precise controls also proved to be tremendously useful.

The CC 2800-1 crawler crane was set up



with a 138-m (452.7 feet) S7 boom, a 12-m (39.3 feet) fixed jib offset by 10°, and 180 tonnes (198 US tons) of counterweight, ensuring that it would be optimally configured for the task at hand. This configuration enabled it to safely handle the three main lifts required to erect the wind turbine, which had a hub height of 130 m (426.5 feet), while working with working radii of 20 to 22 m (56.6 to 72.2 feet). The team estimated a total of three days for the work: On the first day, The CC 2800-1 crawler crane lifted the 48-tonne (52.9 US ton) nacelle and the generator, which was the heaviest wind turbine component at a weight of 71 tonnes (78.3 US tons). On the second day, the rotor,



weighing about 68 tonnes (75 US tons), was assembled on the ground so that it could be lifted on time on the third. This required the crane to move towards the wind turbine, with the load already rigged, on an extra gravel path that had already been laid earlier. “The CC 2800-1 did an extraordinary job all throughout and proved that we could not have made a better decision. Not only because of the crane itself, but also because our experience with Terex has shown that we can always count on them for fast and reliable service,” Frank Stempel happily summarises. 🌞



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SCHEUERLE - SUCCESSFUL TRANSPORT OF 1480 T absorber for biggest LNG plant worldwide in Malaysia

1480 tons and a high centre of gravity made the transport of an absorber from the Malaysian Bintulu port to the Petronas LNG production site a challenging task. Due to the unprecedented tilting stability of the SCHEUERLE SPMT, the load was transported to the production site safely, despite difficult road conditions and turns. Limited ground resilience made the transport even trickier, a problem solved by side-by-side coupling of 2x24 axle lines of SPMT.



At an overall freight length of 55,6 m, turns become very narrow and precise steering is necessary. Therefore this transport clearly was a case for the SCHEUERLE SPMT, known worldwide for its precise and well-engineered steering modes. Air Marine used equipment other than SCHEUERLE in the past, but has decided to change back to vehicles of the TII Group (consisting of SCHEUERLE, NICOLAS, KAMAG and TII ENERGY), two years ago. Air Marine was able to carry out numerous transports since then, relying on the expertise of the TII Group.

“After companies other than SCHEUERLE started building what they call SPMT, they gathered some small market shares naturally. But customers turn back to us more and more often due to the reliability of our

vehicles and our vast experience. We have a total of 35.000 driven axle lines in the market today. Our customers move 70% of all transports over 3.000 and 90% of all transports over 5.000 tons worldwide on our SPMT. No other company can compete with that.” says Bernd Schwengsbier, President at TII Sales. “There is a huge customer benefit we offer – by being available worldwide at any time for cross hire rental and offering our customers the possibility to get their hands on any equipment around the globe exactly when they need it” adds Schwengsbier.

Planning and preparing the transport took Air Marine nearly a whole year. Obstacles were identified and resolved, which involved discussions and joint meetings with local authorities and associates prior to the start.

Various street and public furniture had to be dismantled and reinstalled after the transport including removal and widening of the port exit gate, removal of various lamp posts and sign boards, cutting of numerous trees, clearing and backfilling various areas, strengthening the drains and culverts or placing reinforcing steel plates.

About Air Marine: The Air Marine group of companies' headquarters are in Bintulu, Sarawak, Malaysia. The company was formed in 1981 by its present Managing Director Mr William Chiew and was originally setup as a freight forwarder and customs clearance agent. Over the last 20 years the company has grown into a successful and reliable logistics partner in East Malaysia and is now expanding its operations to West Malaysia and beyond. 🌐



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VOGELE SUPER 1900-3

five stars for versatility and flexibility



The region of Antalya is being spruced up for Expo Botanik 2016. Everything is being made brighter and more beautiful, newer and more luxurious – especially hotels and roads. This includes the Regnum Carya Golf & Spa Resort, a five-star oasis right on the seafront which has been opened officially in the summer of 2014. The 500 m approach road to the hotel was completed in April. The roadworks comprised a 15 cm crushed-stone base and a 10 cm asphalt base. The asphalt surfacing was paved a short time later. During this road building project in front of the luxury hotel, the VÖGELE SUPER 1900-3 proved that it also deserves a five-star rating – for versatility and flexibility.

The company Antmos Asphalt has three VÖGELE pavers. According to Site Manager Serdar Kocyigit, the SUPER 1900-3 is one of the best “workhorses in the stable” owned by the road construction specialist in Antalya. And for good reason: the bulk of the company’s contracts are for access roads, connecting roads and highways with varying requirements – encompassing everything from pure pavement rehabilitation jobs to the construction of new roads. It stands to reason, then, that a powerful and versatile paver with a laydown rate of up to 900 t/h like the SUPER 1900-3 is an absolute must-have machine. After all, it can be used for a wide range of jobs and was therefore also the best choice in this case.

For a consistent paving quality

The Antmos Asphalt paving crew started by laying a 15 cm crushed-stone base followed by a 10 cm asphalt base. The SUPER 1900-3 came with a VÖGELE AB 600 TV Extending Screed equipped with tamper and vibrators. This screed has a basic width of 3 m and extends hydraulically up to 6 m. As on this job site the total pave width ranged between 10 and 12 m, the SUPER 1900-3 laid two strips of 4.5 to 6 m each. As a result, the machine had to be repositioned several times.

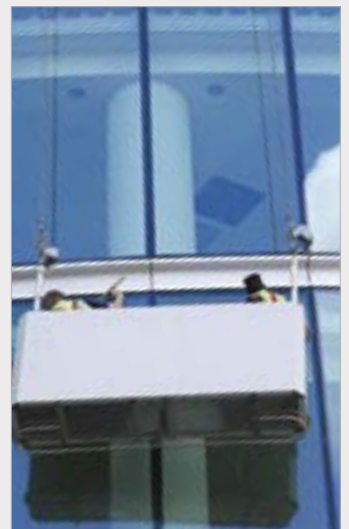
The new “AutoSet Plus” repositioning and transport function was a valuable aid on this job site and guaranteed a consistent paving quality. This useful function works as follows: the paver is put into transport mode automatically with a single push of a button before repositioning – the hopper front, auger, screed and deflectors in front of the crawler tracks are raised, conveyors are reversed, the screed is locked in position and all the settings are saved. After repositioning, another push of the button is all it takes to reset the systems to the previous working positions. The “AutoSet Plus” function is hence an invaluable asset on building projects like the one near Antalya, allowing a consistently high paving quality and saving a great deal of time.

As already mentioned, the pave width of each strip varied between 4.5 and 6 m. This is why

the contractor opted for the VÖGELE AB 600 TV Extending Screed, which allowed changes to be made in the pave width without a need for any conversion on the paver. The work was made easier still by another new “Dash 3” function. The ErgoPlus 3 screed operator’s console comes with the useful “SmartWheel” for infinitely variable screed width control. Screed Operator Hüseyin Arkoc was impressed: “With the ‘SmartWheel’ I can infinitely extend and retract the screed with one finger. And I can do this at two speeds: slow if I want to go along an edge or fast if I want to extend or retract the screed quickly”.

Communication problems between the feed lorry driver and the paver operator are now a thing of the past. The new “PaveDock Assistant” simplifies the process of transferring the mix from the lorry to the paver through the use of clear light signals, e.g. for reverse, stop, dumping the mix, etc.

The efficient, hitch-free completion of the whole project was down not least to the new ergonomics functions of the “Dash 3” paver, since everything which makes the work easier boosts the concentration of the team, enhancing the paving quality in the process. With its “Dash 3” generation, VÖGELE have once again set a singular milestone in user-friendliness and quality. 🌟



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WORLD NEWS

CLIMBING TO GREATER HEIGHTS

The increasing demand in India for the construction of high rise residential and commercial buildings, aluminium and glass cladding, external brickwork, external plastering and delicate materials handling and the erection of cooling towers and ships maintenance, has created an emerging demand for mast climbers.

According to industry estimates, the size of the mast climbing sector in India is around 200 units a year at present and is expected to grow in the Indian infrastructure in the coming years. The growing concern for safety, a lack of skilled labour required for construction in big metropolitan and smaller cities and easier erection compared to conventional scaffolding techniques are believed to be the major reasons for the growing demand among Indian contractors. Some mast climbing manufacturers have now emerged in India and are going all out to create an awareness of mast climbers as the safest way for construction and access.

Making space in working at height

Vertical masts have been a hallmark of more mature markets where compactness and reach have been the key factors. Having a compact base is the major factor for vertical mast products which are frequently used indoors and in finished spaces. Many manufacturers are working on exciting vertical mast innovations that will increase the productivity for users.

As more and more ladders are being removed in certain applications due to jobsite requirements, customers are looking for compact machines that can easily be transported and set up by one person. These lifts are used mainly for maintenance and light duty con-

From the desk of Brian Tanner

Besides its Professional Body which deals with all training matters, the IWH has another arm representing the "trade" side of the work at height industry

The Institute came about as a result of a merger of the SAEMA (Specialised Access Equipment Manufacturers Association) and RAFAA (Rope Access and Fall Arrest Association) in January 2009 as both Associations recognised the common factor was "working at height".

The typical work of the trade side of the Institute can be summarised as follows:

No Industry can afford to be without its own authoritative National Body, as a fragmented industry is of little or no consequence to Government, Industry stakeholders, or the end-user. Each and every member of the IWH therefore has a "voice" in the organised work at height Industry.

The Institute is represented on all relevant work at height Technical Committees at the South African Bureau of Standards (SABS). These committees research and develop South African National Standards (SANS).

Published standards are the end result reflecting the views and values of the people who serve on these committees involving SABS expert standard writers and facilitators, other government representatives, sector experts, industry bodies, NGO's consumer groups and other stakeholders.

The development and publishing of Good Practice Notes is an on-going activity of the Institute. These notes provide guidance in achieving best practice in a particular sector of the work at height industry, and by following this advice it makes it

easier to account to clients for your action/s.

The Institute is the only source for raising the level of professionalism and in turn the status of the work at height industry. As such, the Institute adopts a pro-active marketing approach in promoting its interests with regard to:

- Client awareness of the benefits of enlisting the services of an IWH member.
- Promoting the image of the work at height industry.
- Providing information relevant to the Institute's membership and the Industry at large.
- The Institute issues media releases from time to time which are sent to trade journals and the like for publication. These releases are also shown on our web-site.



Brian Tanner

2015 EVENTS

The beginning of a new year brings with it a host of good intentions. So for 2015 it means 'intentions of doing this better' The IWH Professional body intends to do just that – 'doing it better, promoting safe working at height'!

WHAT TO EXPECT IN 2015:

1. New Designations

The IWH Professional Body has big aspirations for 2015. We are on the brink of registering a few new designations, especially with Scaffolding being 'new' and long overdue. The following designations have been submitted to SAQA for registration:

SCAFFOLDING:

- Scaffolder
- Advanced Scaffolder
- Scaffold Supervisor

struction and need to be simple to use in a variety of applications. A comparatively low machine weight is important when using machines in areas that have floor loading limitations.

Ultimately the main driver for growth in the vertical mast sector continues to be the removal of ladders from jobsites. This is creating a dilemma for those who are unfamiliar with aerial equipment to evaluate how they will be getting to height, safely.

Even emerging markets are taking the concept of safety more seriously vertical masts appear to be the entry point to replace the 'heath robinson' methods currently being used. The growth potential is mainly in Asia and particularly China where labour costs are beginning to outweigh the investment in machines.

WORK @ HEIGHT: INDUSTRY NEWS



WORKING AT HEIGHT SAFELY

Death and serious injury are the outcomes from people falling from height and people being hit by falling objects dropped from height. In fact, these are among the leading reasons for death and serious injury whilst at work, in any industry, globally. That's why the IWH decided, at the AGM on 17th July 2014, to start work on a set of easy to understand guidelines aimed at Supervisory level but within the understanding of Labour and Management as well.

It was decided not to re-invent the wheel but rather look at what valuable things are happening in South Africa as well as researching International Good Practice codes and legislation. The process, to be successful and widely accepted by industry on its release,

must be through broad-based consultation. This has been achieved thus far by incorporating IWH members from all seven Chambers as well as in different Provinces in RSA. It was also agreed upon that this was not to focus on any one industry, such as mining or construction, but to cover all work at height across ALL industries within the country.

-The assistance was sought from several focused bodies and organisations. Initially the baton was accepted by the Prefabricated Access Suppliers' and Manufacturers' Association (PASMA based in UK), the Institute of Safety Management (IOSM), Master Builders Association (MBA North) and the South African Forum for Civil Engineering Contractors (SAFCEC). This has already started to grow

with the inclusion of the South African Institute of Steel Construction (SAISC). It is hoped that other invitations will be accepted to cover major industry, governing bodies and likeminded institutes.

The main aim is to first produce the Working at Height Safely Guidelines and it is anticipated that these will be able to form a solid base from which to launch a set of Working at Height Regulations for South Africa. The guidelines will be developed around existing legal requirements as well as South African National Standards (SANS) and wherever possible currently accepted and practiced good and best practice.

The first and second meetings were held in August and November of 2014. The next meeting is scheduled for 3rd February 2015. If you would like any further information or feel you could contribute to the aims then please contact info@ifwh.co.za.

Everyone involved is under no illusions and it has been openly aired that there will be much work ahead. The initial optimistic timescale is seeking to have a draft document for approval by the end of 2015. For that to be achieved hard work and dedication, from all avenues, is necessary but all in the name of improving safety, for anyone working at height, is as noble a cause as anyone would need to spur them on.

FALL ARREST

- Fall Arrest Supervisor

2. Marketing, Workshops and Exhibitions

- We will also embark in promoting the activities of the IWH as a whole on a much larger scale, to name a few:
- Exhibiting at OHS EXPO 12 – 14 May 2015
- Workshop for OHS Practitioners in the Western Cape
- Work at Height Workshops for practitioners (CPD points to be allocated)
- Workshops for W@H trainers, assessors and moderators

Establishing of regional branches Rope Access Championships

Partnering with national and international bodies with similar interests than the IWH. We invite you to visit our websites on a reg-



**Dr ALTI KREIL (PBM) Manager
SOLVING THE PROBLEM: "FALLS FROM HEIGHT"**

ular basis so you are up to date with the events and activities of the Institute and we hope that we can together contribute to greater awareness of safe working at height in 2015.

MOBILE ELEVATING WORK PLATFORMS (MEWPS)

Although all aerial lifts perform the same function – lifting manpower and materials to an above-the-ground worksite, there are several types to choose from. Finding the right lift for the job means knowing your application and doing some research.

Before you choose a lift, look carefully at how you will be using it. Look at the application itself, whether it's outside or inside, and what work has to be done, if it needs to be battery or engine-powered, the capacity required and the platform size. If it's a rental make sure you have discussed it with the rental company who will help you choose the right machine for the job.

How high does the lift need to go?

Maximum lift is a primary consideration when choosing a machine. Generally, the working height is about two metres higher than the platform height, meaning that if you purchase a scissor lift with a platform height of 20 metres, you can work up to a height of 22 metres. Boom lifts with platform heights in excess of 50 metres are available for construction industry applications which allow workers to reach the upper floors of some buildings.

What type of lift do I need?

Because of the larger platform space, scissor lifts are perfect for moving a number of personnel or equipment straight up or down and are available in a number of different platform heights. There are electric scissor lifts available from 3 metres to 10 metres and rough terrain lifts in excess of 10 metres. Even if the platform size is right, consider your options carefully as any additional obstacles in the way may change the dynamics.

A boom lift is useful for a variety of jobs. There are two types of boom lifts – telescopic and articulated. Telescopic boom lifts have a vertical "stick" arm. Articulated or knuckle booms have an arm that bends. Towable, trailer mounted boom lifts are an option for maintenance applications of all types and are easy to transport, set up and operate within a short space of time. Vertical telescopic lifts on the other hand are best suited maintenance applications that do not require to be moved frequently.



What type of power do I require?

Aerial lifts use a variety of power sources, depending on the application. The choice of electric, dual fuel or diesel depends on whether the job is located indoors or outside. On new construction sites, electric power may not be available so the choice is limited.

What type of operating surface will be encountered?

If the underfoot conditions are not even, you may need a boom lift with additional outreach or a rough terrain scissor lift with outriggers or levelling jacks. This is not an application for vertical lifts however.

The work surface will also dictate your choice of tyre. On rough surfaces the choice of pneumatic tyre, filled with air or foam will perform better than solid tyres by giving a smoother ride. When working indoors, a solid tyre with non-marking qualities would be more suitable.

In working outdoors, in particular where the terrain is sloped, a lift with more gradeability may be required. Other outdoor factors need to be considered especially if the site is strewn with debris so the choice would

be a unit with a higher ground clearance. If too muddy, four-wheel drive or a lift with crawler undercarriage will be the option.

The location

The size of the operation area is important when selecting a lift as issues like turning radius, and narrow restricted passages are critical in selecting the right lift. With obstacles and obstructions in the way an articulated boom lift is the obvious choice but in the end a machine with the right combination of height and horizontal outreach would be the right choice.

Operating accessories

Special tools may be required to perform certain tasks so the lift requires being equipped for the application of tools. A wide range of optional features are available to enhance productivity such as electrical outlets and air lines on the platform itself. Having a built-in generator in the base with a power cable and lines for air and even water running through the boom to platform will provide power for welders, plasma cutters, saws, pressure washing systems and lighting packages.

AVENG MOOLMANS

chooses Sandvik Mining



Sandvik Mining, a leading global supplier of equipment and tools, service and technical solutions for the mining industry, was chosen by Aveng Moolmans, one of Africa's largest surface mining contractors, to provide new rigs for its Nkomati mine site.

Aveng Moolmans will add five Sandvik D25KS drills to its fleet, bringing the total number of Sandvik drills on its various sites to 40. The agreement also includes a service contract, with Sandvik providing on-site training and spare parts.

The Sandvik D25KS is a diesel-powered, self-propelled crawler-mounted blasthole drill rig for mining and large-scale quarrying. Known for its compact size and powerful undercarriage, it is a stable and highly-maneuverable surface drill. The D25KS offers a high pressure air compressor for drilling with down-the-hole (DTH) hammers, a two-person cab for training and operator efficiency, rugged design for durability in continuous drilling operations and an optional external loader that adds flexibility to the hole depth, hole diameter and drilling method.

Aveng Moolmans selected Sandvik as its equipment provider based on a 15-year relationship. Additionally, the ease of operation, minimal downtime and ability to transport rigs to other sites attracted Aveng Moolmans to the Sandvik products.

"We look forward to expanding our Nkomati fleet with Sandvik's drills," said Dewald Hatting at Aveng Moolmans. "We have trusted Sandvik to provide us with reliable equipment for years, and have successfully used its rigs on our mine sites across Africa."

Sandvik has a wide reach across Africa. It provides drills to all of Aveng Moolmans' African mines currently in operation, including the Sishen iron ore mine, Tshipi Borwa manganese mine, Klipbankfontein Kolomela iron ore mine, Smaldel coal mine, Sadiola gold mine, Siguri gold mine, Iduapriem gold mine, Phoenix nickel mine and Langer Heinrich mine.

"We are really pleased to have this additional opportunity in South Africa," said Ken Stapylton, vice president for surface and exploration drilling, Sandvik Mining. "It's a major market with significant. 🌐"

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ZEST WEG GROUP WINS MAJOR CONTRACTS FROM ARCELORMITTAL

for infrastructure, mining project in Liberia

The Zest WEG Group is showcasing its full suite of products and manufacturing capabilities at a flagship infrastructure and iron ore mining project in Liberia. This follows Group company Enl Electrical clinching two major contracts for ArcelorMittal at Buchanan Port in Liberia as well as at the Tokadeh Iron Ore Mine near Yekepa in Nimba County.

“These projects will serve as a vehicle for the Zest WEG Group product portfolio to arrive on site,” says Trevor Naude, Managing Director, Enl Electrical. One of Africa’s largest electrical construction companies, Enl Electrical forms a significant part of the Zest WEG Group’s value addition and total service package for the African mining industry.

“While the Zest WEG Group is well known as an importer and distributor of WEG electric motors from Brazil, one of the largest ranges of its kind in the world, our full product line up includes transformers, switchgear, variable speed drives, motor control centres, gensets and renewable energy solutions. We also have three fully fledged manufacturing facilities in South Africa that we are in the process of expanding as we increase our footprint in Africa,” Louis Meiring, CEO, Zest WEG Group, says.

Steel and iron giant ArcelorMittal is currently mining and shipping five million tonnes of iron ore a year from its Phase 1 operations in Liberia. A Phase 2 expansion project will boost shipments to 15 million tonnes, with first production earmarked for end 2015. The first contract focuses on a ship loading facility at Buchanan Port, where Enl Electrical will construct 6.6 kV overhead power lines in addition to all medium voltage infrastructure, electrical infrastructure and instrumentation works.

The second contract relates to mine infrastructure at the Tokadeh Iron Ore Mine, which has a rail link to Buchanan Port. “We are responsible for all overhead line infrastructure from medium voltage to all the electrical work and instrumentation,” Naude explains. “This flagship project represents what Enl Electrical has been striving towards since its inception. “We



are positioning ourselves as the electrical infrastructure construction team within the Zest WEG Group.”

Enl Electrical has also clinched a contract for the full electrical instrumentation installation for a new production line at Coca Cola’s factory in Dar es Salaam in Tanzania, in addition to its ongoing work at Assmang’s underground manganese mining venture at Black Rock in Hotazel in the Northern Cape. “We have been involved there with a number of small Brownfield works for the past one and a half years. That is a good sign, because Assmag keeps on asking us to return to carry out additional work.

“The measure of success in construction is repeat business, which is why the Zest WEG Group strives to become involved with major clients like ArcelorMittal that have a long term vision and strategy in place for the development of the countries in which they operate. Too often construction por-

trays itself as a claims orientated fraternity that exploits scope change to generate margin and maintain profitability, which is a philosophy that we definitely do not ascribe to. The Zest WEG Group through group companies like Enl Electrical delivers on its promises and carries out projects successfully within all the required parameters,” Naude concludes.

Enl Electrical’s roster of successful flagship mining projects completed since 2012 include the Beira Coal Terminal in Mozambique, the Konkola North Copper Project in Zambia, Nantou Mining in Burkina Faso, the Samancor Meyerton furnace upgrade, the Gold Fields South Deep Expansion, Xstrata’s Tswelopele sinter and pelletising plant in Rustenburg, Petra Diamonds’ Cullinan DMS plant and two gold mine expansions for Barrick Gold in Tanzania. Enl Electrical has also completed projects in Uganda, Ghana, Zimbabwe, Mali, Namibia and the Democratic Republic of Congo. ☪

Lambson's Hire continues to make the latest products AVAILABLE TO ITS RENTAL CUSTOMERS

Lambson's Hire will continue to make the latest products available to its customers as it strives to remain ahead of the rapid technological development in the construction equipment industry. One area of focus will be the ongoing expansion of the company's Compact Plant Division. "Lambson's Hire has always been at the forefront of progress, and that is our ongoing strategy," Devin van Zyl, Chief Executive Officer, says.

"Our direction for the future is to be persistently diverse in our thinking and to continue to create speciality divisions. This will allow us to acquire expertise in specific fields, which we can pass on to our customers, as well as increase our service levels to the optimum. Our approach focuses on specialised equipment for niche sectors of the building and construction, maintenance and DIY sectors," van Zyl says.

"We are unique in the rental sector in targeting such specific applications. Our customers know they can rely on us," van Zyl says. Lambson's Hire remains at the top of its game by attending annual trade shows and exhibitions, which allows it to keep abreast of the latest innovations. The company's comprehensive fleet of rental equipment includes a full range of 'need to have' items to ensure its customers always have access to whatever equipment they need in order to get the job done.

Lambson's Hire has an industry-wide reputation for unparalleled customer service, with highly skilled personnel on hand to offer advice on the technical specifications of the equipment most suited for particular applications. The company familiarises itself with the specific requirements of contractors and related professionals and therefore stocks a comprehensive range of equipment to ensure that all customer needs are met effectively.

"Our philosophy has always been that if it can be transported on a one ton bakkie, then we will stock it. Over the years we have enhanced this offering to the point that if it can be towed, and or conveyed by truck, we will stock it. As a result we now also stock much larger equipment for hire, including trailer mounted boom lifts, light towers and a range of compact plant."



The Lambson's Hire Compact Plant range currently comprises 9 m single and double axle diesel-powered mine spec tower lights (4 x 1 000 W metal halide); 9 m diesel-powered Maxi-Lite tower lights (6 x 1 250 W metal halide); 7 m trailer-mounted diesel-powered tower lights (4 x 400 W metal halide); 1.6 t ride-on rollers, which can also be hired with a 1 600 kg load capacity trailer as a roller/trailer combo for easier manoeuvrability on site; 2.7 t ride-on rollers; 1.6 ton hydrostatic swivel-tip 2 x 4 dumpers; 3 ton hydrostatic swivel-tip 4 x 4 dumpers; 3.5 ton excavators; 12, 14 and 17m trailer-mounted boom lifts; 12m 4 x 4 diesel rough terrain lifts; skid steers; mini wheel loaders and road brooms .

"Since we aim to provide the most appropriate machine for every job, we cater for both small and large applications as well as individual DIY projects," van Zyl says. "Customers know they can depend on the quality and reliability due to our strict maintenance philosophy."

Lambson's Hire operates a centralised workshop staffed by fully trained mechanics in Benrose, Johannesburg. "Major repairs and servicing is carried out at our centralised facility or on site by equally

adept field service technicians, while the branch network essentially oversees and conducts trouble shooting and of the more basic maintenance work functions.

Fundamental to the rock solid reputation of Lambson's Hire in the marketplace is its approach to customer relationships. "This is one of our most important differentiators," van Zyl comments. "Our own people are highly trained on the equipment we hire out and are able to discuss the relative merits and technical aspects to ensure that our customers are provided with the most appropriate and effective solutions for their requirements."

Looking to the future, van Zyl concludes that Lambson's Hire has experienced a marked increase in the demand for compact plant, which has seen this range expanded significantly as a result. All equipment is fully compliant with the regulations of the Health and Safety Act. Lambson's Hire has a Level 4 BBBEE accreditation and has been operating in South Africa since 1980. 🌐

SCANIA HIGH-TORQUE ENGINES

that cover every need



Scania's multi-year investment in rapidly introducing new generations of engines within the Euro 6 framework has quickly borne fruit. The fact that Scania had a complete range ready early in the game – which in fact has already been renewed – has yielded increased market leverage. Customers have noted that Scania offers an engine range with breadth and class-leading performance regarding torque and fuel consumption.

We have 18 Euro 6 engines for trucks in our portfolio," says Joel Granath, Head of Product Management for Scania Trucks. "The latest addition, a 13-litre 6-cylinder with 450 horsepower and SCR-only, can be said to represent Scania's third generation of Euro 6 diesels. This is an indication of where Scania is heading when it brings together lowered fuel costs by about 1.5 percent with reduced complexity due to the SCR aftertreatment. Independent fuel consumption tests have

shown how well we command this technology.

Nine months have passed since the Euro 6 legislation took force. And among manufacturers as well as customers, there were doomsayers who predicted all kinds of problems, including fears of increased fuel consumption.

"The true picture is now emerging," says Granath. "The fears were not entirely unfounded, but not everyone has been hit. We managed the transition in such a way that our customers in practice have reduced operating costs with Euro 6 and the new legislation has been something of a game-changer in the industry. Scania was out there early and our customers have had several years to get used to the technology in peace and quiet, and have also had more engines to choose from than others have."

Being able to offer a broad range of engines

is decisive for customers' total economy. If choices are limited then this also limits the possibility of tailoring an optimal power train, regardless of the application or vehicle type. Scania's modular engine range in three sizes is unique by enabling Scania to offer potential customers a breadth that few other manufacturers, regardless of size, can manage.

"Scania's Euro 6 range is clear evidence for how our modular design principles benefit our customers," emphasises Granath. "Using only three basic engine types that share important components, we can cover a range of 250 to 730 horsepower. And regardless of which Scania you choose, you always get one of the industry's best relationships between power and torque, along with low fuel consumption. At the same time, these engines are easy for any Scania mechanic to service. This is customer value that is hard to overestimate." 🌟

A YEAR OF MILESTONES

for FUCHS Lubricants South Africa



Despite the impact of long-running strikes in the mining and metal working sectors, both of which are key markets for Fuchs Lubricants SA, there were a number of positive developments for the company.

Fuchs Lubricants is the largest independent lubricants manufacturer in South Africa, and in order to maintain that position, a number of significant pieces of their jigsaw fell into place very nicely.

Firstly, the competition authorities gave the go ahead for the acquisition of specialist mining lubricants and services company Lubritene, which added a whole new range of specialised products for the mining industry as a whole, and the open-cast mining sector in particular, which will benefit the global FUCHS PETROLUB group as well as FUCHS' mining business in Southern Africa.

Another significant acquisition was of the food-grade lubricant manufacturer Lubrasa, whose locally produced products will

add to FUCHS' existing Cassida range imported from Germany.

The timing of the acquisition was perfect, because Fuchs Lubricants has just completed the purchase of an additional property behind the existing production plant. This property will become FUCHS' new head office for the Southern African region, and is currently undergoing a major re-vamp. A state-of-the-art food-grade manufacturing plant and laboratory will also be located at this property.

As a result of the acquisitions, Fuchs is also in the process of increasing blending capacity of both its oil and grease plants.

It recently installed three new blending units, including a dedicated vessel for the manufacture of fully synthetic oils. This specific expansion will more than double the current blending capacity. The erection of a new factory building for the installation of six grease kettles acquired from Lubritene has already started, and the integration will proceed gradually over the

next 12 months, to ensure that there is no disruption of supply while equipment is being dismantled and relocated to the plant in Isando.

The tank farm is also being expanded considerably to ensure that sufficient stocks of base oil are on hand always to cope with the increased blending capacity.

Laboratory capacity is also being expanded and additional R&D facilities are created. It is significant that the German parent company has sufficient faith in the future of its South African team, that they are prepared to commit to the largest single investment ever made in the history of Fuchs. An investment of this magnitude is a huge vote of confidence in both the company and the country, at a time when other companies are scaling back their investments and expenditure, and reducing staffing levels.

Despite the current economic doom and gloom, FUCHS is looking to the future with confidence. As they say, "Tough times never last, tough companies do!" 🌱

DANA MEETS GLOBAL DEMAND

for single-reduction axles



Dana Introduces New Global Family of single-reduction axles to meet rising demand for Commercial Vehicles

Engineered on a flexible platform that supports production in North America, Western Europe, and emerging markets, this customizable family of axles will leverage Dana's industry-leading AdvanTEK® technology, a common head-assembly architecture, and other proven Spicer® axle technologies to reduce weight, improve efficiency, and enhance durability.

This series of global axles for vehicles with gross combination weight ratings of 32 to 41 tonnes (35 to 45 tons) will meet accelerating demand for the most popular axle segment in the world. The global axle family will be locally sourced and manufactured to meet market needs and decrease time to market.

"Worldwide demand for the single-reduction axle in this weight class that reduces the cost of ownership is expected to grow significantly through 2020 as the

commercial-vehicle market expands, especially in emerging markets," said Pat D'Eramo, president of Dana Commercial Vehicle Driveline Technologies. "Dana has collaborated with original-equipment manufacturers around the world to anticipate market requirements and engineer a new, more efficient, lighter weight axle customized to local expectations that will deliver superior performance."

The new global family of single-reduction drive axles will offer a wide selection of ratios from 2.05:1 to 6.50:1 across a full application range. Lighter weight than competing axles on the market today, these axles will enable engine downspeeding to support ongoing fuel economy initiatives in North America and Europe.

Reliable, durable, and easily maintained, these axles will be compatible with popular suspensions and specifications required in each region.

Dana will be exhibiting the new global axle family as part of a complete lineup of drivetrain innovations for the commercial-vehicle market in hall 17, stand A24 at IAA. For more information, visit www.dana.com/commercialvehicle. 🌐

HANKOOK BECOMES

OEM supplier to MAN

From 2015, premium tyre manufacturer Hankook will be an OEM supplier to MAN. The MAN Truck & Bus AG belongs to the Volkswagen Group, one of Hankook's largest OE customers worldwide. The OE business with Hankook truck tyres for MAN will initially concentrate on the European market and cover 25 tyre sizes in the 22.5 and 24-inch range.

The vehicles to be equipped include the award-winning MAN vehicle ranges TGX, TGM and TGS for national and international heavy-duty transport. e-cube MAX tyres which have been optimised in terms of rolling resistance are to be used for international long-haul traffic, the new SmartFlex all-season tyre range is foreseen for flexible use between long-haul and distribution traffic, as well as construction treads from the SmartWork range. Specially adapted for use on vehicles of the EURO 6 emission class, the treads – both as special steering and drive axle versions – score highly for

environmental friendliness and mileage, both of which are relevant to the TCO (Total Cost of Ownership) for Original Equipment.

"The radial tyre concept e-cube MAX for commercial vehicles stands for maximum economy, energy efficiency and environmental friendliness. The tyre range is equipped with many technical innovations and design features. Tread designs made to match the specific axle position help to reduce fuel consumption without having a negative effect on mileage or performance. The extremely homogeneous wear pattern allows mileage to be increased even further. Consistent further development of the tread compound in terms of optimised rolling resistance properties has achieved a further significant increase in efficiency in this area compared with conventional tyres. All tyre types in the e-cube MAX range generate even less heat during use, thus reducing rolling resistance even further.

Hankook's e-cube MAX tyres have rubber compounds which have been consistently developed for the respective area of application and specially designed for use in international long-haul traffic in Europe and thus high mileages. The high-molecular rubbers with particularly long molecule chains were used for the tread compounds; these also have less tendency to degenerate and therefore fewer free chain ends. The result is significantly cooler running coupled with a considerably higher mileage performance. The base compound for the e-cube treads has also been consistently oriented towards efficiency. The increase in the share of low-cushioning compounds make a significant contribution to the clear reduction in the visco-elastic dissipation loss in the tread. Less energy is lost which in turn improves the vehicle's fuel efficiency. 🌐

LONG-DISTANCE TRANSPORT OF THE FUTURE: MAN TGX HYBRID CONCEPT

Major potential for CO₂ savings in long-distance transport



Hybrid drives in commercial vehicles will be part of the drive concept of the future in all areas of application. However, different hybrid concepts are required in light of the very different drive requirements for buses and trucks in city and long-distance transport and in special vehicles: today the city bus uses a serial diesel-electric hybrid. In the form of the Metropolis research vehicle, MAN has built a fully electrically-operated heavy truck with a range extender for tasks in the city.

With the TGX hybrid, MAN is presenting a concept vehicle for a TCO-optimised hybrid drive in long-distance transport at the IAA. For heavy trucks in long-distance transport, a diesel-electric parallel hybrid is the right technology. Here the diesel engine is the main drive source – the hybrid drive opens up the opportunity of recuperating, storing and reusing braking energy. Most road miles are driven on long-distance routes, meaning that the overall potential to save CO₂ is greatest here among all commercial vehicle hybrid applications.

The TGX hybrid will be driven by a parallel hybrid, supplied by a diesel engine with 440 hp and an electric motor with 130 kW drive power. The electric motor acts as an alternator when coasting and braking. A

MAN TipMatic gearbox transfers power to the rear axle.

The recovered energy is stored in a battery with a capacity of around two kilowatt hours. The TGX hybrid uses this energy to increase torque for the diesel engine on gradients. The diesel engine can therefore be driven in the most economical engine speed range and the additional torque avoids downshifts on hills, thereby saving fuel.

Heinz-Jürgen Löw, Sales & Marketing Chair at MAN Truck & Bus, explains "MAN is presenting the TGX hybrid concept at the IAA to show the advantages of the hybrid drive in long-distance transport for operators and the environment. We are looking forward to discussions with our international customers."

The hybrid concept in the TGX is designed to optimise the TCO (total cost of ownership). The focus here is on fuel savings as a result of fewer gearshifts and recovering kinetic energy when braking and driving downhill. Tests show that this design has the potential to save around eight percent of fuel, corresponding to a CO₂ reduction at the same level. As the electric motor serves only to assist the diesel engine, the



system is lean and saves weight, with the hybrid components in the system weighing around 400 kg. For this reason, MAN has focused the range of functions on fuel savings alone, as a system that allows a heavy truck to travel short distances using electric power alone would by contrast be technologically more complex, and the battery would be significantly heavier, larger and more expensive. ⚙️

TEICHMANN PLANT HIRE SELECTS MARTIN TRAILER COMPANY for cross-border trailer requirements



Teichmann Plant Hire, a leading earth moving equipment provider for Southern and Central Africa, recently took delivery of a Martin Trailer Company custom-made, detachable RGN 55 and HD 50 trailer. Managing Director of Martin Trailers, Patrick Gore says that he's particularly proud to have been selected for the build as Teichmann had historically only used folding gooseneck trailers.

"With economic conditions as strained as they are in Southern Africa, it's always refreshing to see a large business innovating to keep abreast of their clients specific requirements. Teichmann listed precise specifications for their trailer including taking the unit cross-border and complying with the height and payload stipulations in Southern Africa as well as Central Africa where the trailer will be operated," says Gore.

The new detachable RGN 55 and HD 50 trailer boasts a higher payload and lower

tare than competitor units. Speaking of the new purchase, both Sean Devine – Logistics Manager and Brett Nicolay – Group Plant Manager say that they looked at various manufacturers in the market for the trailer. "Based on Martin Trailers' experience and design, we were comfortable to place our trust in them."

The new Martin Trailers detachable RGN 55 and HD 50 trailer will be used in Southern and Central Africa for abnormal machinery loads including excavators and bulldozers.

Martin Trailer Company is a leading global



Gary Teichman, Brett Nicolay, Shaun Devine

manufacturer of specialised trailers and related equipment servicing the heavy haulage industry. Established in 1984, the organisation is a leading supplier of heavy haulage trailers for various applications throughout Africa. 🌍



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METRIC AUTOMOTIVE ENGINEERING SAYS REMANUFACTURERS must be able to handle latest generation engines



When customers look for engine remanufacturing services, they should audit the status and suitability of the remanufacturer's equipment to determine if it is capable of machining these new generation engines. This is because new generation engine components require far tighter machining tolerances and advanced machining methods during the remanufacturing process, Andrew Yorke, Operations Director at Metric Automotive Engineering, says.

The benefit of quality engine parts and skilled engineering is seldom seen in the first thousand hours of a vehicle's operation. This only becomes evident later, when the engine starts to log extended machine hours. Coupled to this is the fact that modern engine designs are more complex than ever before, in the quest to achieve improved fuel efficiency and higher emission standards. "The engines currently being installed into new vehicles are highly sophisticated, not in their major elements, but in the minor components that are so critical to performance and emissions efficiencies," Yorke notes. "Although the primary elements have stayed the same, when it comes to engine rebuilding, machining tolerances and clearance tolerances have become a lot tighter.

"This necessitates far higher skill levels among remanufacturing engineers, even compared to the recent past, as well as more accurate equipment because there is a great deal less room for error." Yorke points out that some fleet owners, plant managers and foremen are unaware that the major engine OEMs share basic engine designs and simply adjust these to suit their own requirements.

"It cannot be assumed that because the engines look the same, the same parts can be used. Certain engine models are being shared by up to five different OEMs. The engine block is the same, but there are small size variations in the componentry, with subtle variations even within a single OEM's range of engines," Yorke says.

Engineering and artisan machining skill levels are also critical. When remanufacturers outsource certain elements of the process because they lack the necessary equipment or skills in-house, it can affect quality and turnaround time, as well as adding to the overall cost and even impact the warranty terms.

"Remanufacturers must have access to the correct engine parts," Yorke adds. This means that such companies must have

critical information such as the engine serial number, model number and VIN code on hand. Although differences in parts may not be obvious, fitting the incorrect parts will affect performance significantly," Yorke warns.

"An engine is not just an engine anymore. Remanufacturers can no longer supply a part simply because of its similarity to the original part. There are critical differences, and if you do not work within these parameters, the engine will never run as it is intended to. There are no more quick fixes in such a scenario because once the vehicle is back on the road, it will be extremely difficult to identify why it is not running optimally," Yorke says.

Metric Automotive Engineering provides world class IPD engine cover parts for its Caterpillar® customers in particular. "Our highly skilled in-house engineers understand the latest generation engines and have the knowledge to install correct parts that are of an appropriate standard. We are familiar with the subtle differences between engine variants, ensuring that the customer receives the correct parts first time round," Yorke concludes. 🌀

MICHELIN PUTS SAFETY FIRST

for cross-border trailer requirements

Every day of the week, thousands of trucks take to the roads – most of them on long-haul journeys of delivery. But how safe are those journeys? A recent study indicates that in excess of 60% of trucks in South Africa are not roadworthy – a figure that should provide a serious wake-up call to every truck owner in the country.

Not only are trucks poorly maintained, drivers are often incentivised to arrive at destinations earlier than scheduled. This results in them skipping the necessary rest breaks and driving faster to make up time. In fact, it is not uncommon for drivers to work a straight 24-hour shift – with predictable consequences.

In order to address these problems, new laws are being promulgated which hold the consignor, the consignee and the transporter liable for accidents. Michelin Tyre Company SA, well known for its promotion of safety in the transport industry, advises truck owners to ensure that:

- Every driver's licence is checked for validity.
- Drivers have regular eye tests, blood sugar and blood pressure tests as well as TB tests.
- RTMS accreditation is obtained and the COF (Certificate of Fitness) and PDP (Professional Driver's Permit) are renewed annually.
- Tyres and brakes are regularly checked and maintained.

As a leader in tyre technology, Michelin Tyre Company SA set up Truck Service Centres (MTSC) throughout South Africa to provide a convenient, high quality, safety-focused service to the truck and bus industry. The affordable services on offer include alignment and balancing, fleet inspections, stripping and fitting, tyre repairs, tyre re-grooving, pressure checks, surveys at the point of sale and on-site vehicle services.

Jaco Venter, partnership programme manager at Michelin Tyre Company SA, says, "We aim to assist truck and bus companies to make profits that are not at the expense of lives or vehicles." With the Festive Season



behind us and the prospect of ever increasing busy roads and high traffic volumes ahead of us in 2015, it's good to know that Michelin always puts safety first. 🌱



POLICIES, EDUCATION AND TRAINING ARE ESSENTIAL TO curbing substance abuse in the workplace

All organisations are required by law to comply with the Occupational Health and Safety Act (OHSA), which specifies a zero tolerance approach to intoxication in the workplace. This includes both alcohol and narcotic substances. Not only do intoxicated employees pose a danger to themselves and their co-workers, substance abuse can also result in decreased productivity, health problems, increased absenteeism and a host of other 'soft' issues.

Breath alcohol detectors and drug testing solutions are thus often included in the essential equipment of many organisations, particularly those in hazardous environments such as mining, construction and manufacturing. However, equipment alone is simply not sufficient, no matter how sophisticated. An effective substance

abuse program should always include the development of clear and fair policies, on-going education, and comprehensive product training.

South African courts have ruled that the prevention of substance abuse in the workplace is a management responsibility, which means the onus is on the employer to ensure that employees who are intoxicated do not commence with work. The right equipment is necessary to detect substance abuse and enforce zero tolerance. However, the process does not begin here.

Before any testing can take place, organisations need to develop a substance abuse policy that clearly outlines all of the procedures involved. This policy defines the parameters for the company

and employees to adhere to in order to create a safe and secure environment for everyone. The policy should describe the reasons for conducting testing, including OHSA compliance, safety reasons, health concerns, risk and so on. The policy also needs to fully outline the testing procedure, including where the test will be done, who will conduct the test and the nature of the screening, whether this is random testing or compulsory testing for every employee on entry. The policy also needs to include a full explanation of disciplinary procedures should employees test positive.

In addition to developing a comprehensive substance abuse policy, awareness is also critical. Employees need to be made aware of the policy, of the possibility that they may be tested and the consequences



should they be found to be intoxicated, and they need to agree to adhere to it as one of their conditions of employment. When developing policies, it may be advisable to consult with a subject matter expert, as well as have the relevant unions on board. This prevents all sorts of issues in future, including allegations of unfair practice as well as lengthy and costly CCMA cases.

In addition to developing policies for testing, education should form an essential building block of any organisation's efforts to curb substance abuse. One of the most common challenges organisations face is that their employees simply are not aware of the harmful consequences of alcohol and drug abuse, both on their health and in their personal lives, not to mention at the workplace. In addition, if education does not form part of the process, including why the testing is being done and how it will be conducted, a negative mind-set will be prevalent among employees, and they will be resistant to the process.

Simple things like explaining that a breathalyser test in the morning does not mean the employee cannot have a beer or two

the night before will go a long way towards improving attitudes towards the testing. In addition, emphasising that testing improves everyone's safety, and explaining that this is not just a way for the company to fire people, will be of enormous benefit. In addition, helping people to understand the financial consequences of alcohol abuse, as well as the propensity of alcohol to drive physical abuse and aggression, can assist employees to understand the benefits of abstaining or reducing alcohol consumption. Education as to the consequences of substance is vital so that employees can make informed decisions regarding to their alcohol consumption.

Education can take many forms, from educational talks to distribution of pamphlets and booklets. However, whichever format organisations choose, they should be aware that education is an on-going process. It is not sufficient to have a single session during the induction of new employees. In addition it may be advisable to get a SHEQ representative or other expert to show employees how the testing equipment works, to demystify the process, and let people ask questions to ease their

minds about the benefits of substance abuse testing.

In addition to policies and education, training the relevant staff members on how to properly use testing instruments is essential. All staff members who are required to conduct tests need to be competent on the equipment to ensure a fair process is followed. They also need to understand why it is important to conduct two tests with at least half an hour in between them in the case of a positive first reading, and how substances like breath freshener, mouth wash, cough mixture and so on can affect results. An expert service provider will be able to assist in this regard.

Substance abuse is a known problem in many industries, especially those that involve working with dangerous equipment. Ensuring a comprehensive process is in place from the start, which includes policy formation, on-going education and complete training, is essential in effectively ensuring safety, reducing risk, and enabling compliance with the OHSA. 🌐

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AIR PRODUCTS SOUTH AFRICA RECENTLY UNVEILED

its R300-million Eastern Cape ASU

Air Products first to Eastern Cape market with industrial gas, ensures regional security of supply

Air Products South Africa recently unveiled its R300-million Eastern Cape air separation unit (ASU) in the Coega Industrial

Development Zone (IDZ), declaring that it had delivered on its promise to be the first industrial gas company to supply the Eastern Cape from the newly constructed and commissioned ASU.

The state-of-the-art, energy-efficient facility

is the first of its kind to be commissioned in the Eastern Cape and is the sixteenth ASU to be commissioned countrywide by Air Products South Africa.

The Coega ASU is the second to be launched by Air Products in South Africa this year, and forms part of its long-term capital investment pipeline of R2 billion. The investment pipeline is aimed at establishing a solid national gas production and supply footprint.

“We committed to supply gas to our Eastern Cape customers by the fourth quarter of 2014. We are actually ahead, with the plant already commissioned in September. We are therefore successfully providing a stable and secure supply of industrial gases to the region,” Air Products General Manager: Central Services, Josua le Roux said. The newly-commissioned facility will produce 110 tonnes per day of liquid nitrogen and oxygen, with the capacity to scale up production in line with market demand. It supplies industrial gases for a wide range of applications – from welding to freezing – to diverse sectors in the region, including the automotive, manufacturing, pharmaceutical, agro-processing, food and beverage industries.

Air Products had made a strategic decision to invest in the Coega IDZ based on thorough market analysis, which showed increasing demand for gas across the industrial spectrum in the Eastern Cape, along with promising economic growth.

According to Le Roux, the availability of a secure supply of industrial gas, which no longer has to be trucked in over long distances from outside the province, strengthens the Eastern Cape’s industrial infrastructure and its attractiveness as an investment destination of choice.

“Security of industrial gas supply further supports business sustainability and competitiveness, by enhancing the region’s supply chain network - which in turn opens the door to further industrial growth, investment and job creation throughout the entire value chain,” he said.

As the largest supplier in the on-site and pipeline markets in Southern Africa, Air Products has been at the forefront of air separation technology innovation over the past 15 years.

The Coega ASU incorporates the latest advances in order to deliver optimal energy efficiency and maximum product output

capacity, at a reasonable cost of production.

Le Roux further commented that whilst the Coega facility formed part of a national strategy and footprint, the company had focused strongly on local skills in design, construction and installation.

“All construction work was performed by local contractors, and the bulk of the engineering and design work was awarded to local consultants. Going forward, we will use companies from this region as far as possible in the ongoing operation and maintenance of the plant,” he said.

Le Roux said the on-schedule completion and commissioning of the facility was the result of in-house project management expertise and a pool of professionals and contractors who worked hand-in-hand with us to ensure delivery on time, safely and without incident.

“With the ASU completed and commissioned, and gas now flowing, the real next step is to focus on building relationships with our customers through ‘service that delivers the difference’,” Le Roux added.

The Coega Development Corporation (CDC) has welcomed Air Products as the 29th operational investor in the IDZ.

“It has been a momentous occasion to witness gas flowing from the Air Products ASU in our IDZ. The CDC is always proud when investment in the Coega IDZ becomes tangible, as this has a direct impact on the socio-economic development of the city and Eastern Cape province. We can now look forward to many other positive spin-offs from the newly-launched Air Products ASU,” said Christopher Mashigo, CDC Business Development Executive Manager.

Mashigo further commented: “Security of gas supply to our investors and manufacturers in the Eastern Cape will enable uninterrupted production and manufacturing, which is critical for the growth of the local economy. Air Products’ investment will ensure ongoing and sustainable industrial development.”

Nelson Mandela Bay Business Chamber president Mandla Madwara welcomed the Air Products’ launch as a “clear indication of their confidence in the Eastern Cape market”.

“The Nelson Mandela Bay Business Chamber salutes companies which pursue

“It has been a momentous occasion to witness gas flowing from the Air Products ASU in our IDZ. The CDC is always proud when investment in the Coega IDZ becomes tangible, as this has a direct impact on the socio-economic development of the city and Eastern Cape province. We can now look forward to many other positive spin-offs from the newly-launched Air Products ASU.”

Christopher Mashigo, CDC Business Development Executive Manager

strategic investments not only to support their customers, but to support and develop Nelson Mandela Bay’s own potential for growth.”

“Air Products provides a key enabling service to industry through security of industrial gas supply. This investment can only have a positive impact on the economic growth of this region,” he added.

Madwara further commented: “Air Products is to be congratulated for reaching this significant milestone. We are pleased to welcome this pivotal national company to Nelson Mandela Bay as a valued Business Chamber member.”

Le Roux concluded by saying: “We believe that through this investment we have not only proven our commitment to our customers in the Eastern Cape, but have also established our gas as being pivotal to industrial processes and manufacturing.”

“In summary, the quality of our technology, coupled with our long-term security of supply – will make a positive contribution to the economic growth of the region for many years to come.” 🌐



New 21LC335 flat-top crane from Linden Comansa



Linden Comansa launches in January 2015 her new 21LC335 flat-top tower crane, which is part of the LC2100 series. This new tower crane is the result of the review of the 21LC290, a model that Linden Comansa produced with success since 2002, and which will be replaced by the 21LC335. Both cranes feature similar characteristics in terms of range (up to 74 m - 242.8 ft), maximum freestanding height (64.5 m - 212.9 ft) and versions depending on the maximum load capacity (12 and 18 t - 26,450 and 39,680 lb).

The changes made as a result of this review have led to an important increase of load capacity with maximum reaches under 70 m (229.7 ft). For example, the 21LC290 18t with a 50 m jib (164 ft) can load 5,300 kg (11,680 lb) at the end of the jib, while the new 21LC335 18t with same jib length loads up to 6,600 kg (14,550 lb), almost 25% more. With this same 50 m jib configuration,

Kubota BX25 TLB revving it up in Namibia



"Kubota business is pumping in Namibia," says Chris Liebenberg sales executive at Windhoek Kubota dealer Lubbe Motor Group (LMG).

He says that the Kubota BX25 TLB is doing particularly well. "They're compact, powerful, versatile and comfortable making them ideal for the smaller property owner to accomplish a wide range of tasks," Liebenberg says.

The most recent sale of a Kubota BX25 was to Gerhard Swart of Out of Nature Country Lodge which is situated 30km outside Windhoek on the Rehoboth road. "The BX25D is a well-built, quality product. The engine is extremely reliable and very fuel efficient making the total cost of ownership very low," says Swart.

He adds that the service he gets from LMG is exemplary. "Any machine no matter how good it is only as good as the support service one gets and, in this regard, I am totally satisfied. LMG always has spare parts available and are always prepared to go

the extra mile. Both LMG and Smith Power Equipment, the Kubota agents in Southern Africa, have lived up to their fine reputations," he says.

Swart says the Kubota BX25 is incredibly versatile. He uses the back actor for digging trenches for electrical cabling, water pipes, drainage system etc; the front end loader for loading and moving sand and rolling compost; the 3-point hitch with various implements for: top dressing, road scraping, fine-seed planting, turf cutting and basic renovation work.

The Kubota BX-Series has been a hit worldwide. While its compactness and reliability are hallmarks that have won the approval of users year in and year out, the BX's 3-cylinder diesel engine gives it more torque than typical petrol driven engines, providing the power for the multitude of jobs one may require like digging, hauling or ploughing. Also, its hydrostatic power steering gives one the control required for these tasks.

the 21LC290 moved the maximum load of 18 tons (39,680 lb) up to 16.3 m (53.5 ft), while the 21LC335 moves the maximum load up to 19.6 m (64.3 ft), 20% more.

The tower sections of the 21LC335 are the S25, the same as the 21LC290, and the jib and counterjib sections are also the same as its predecessor. There have been modifications only on the cat head and the upper turntable, allowing customers who would like to convert their 21LC290 into a 21LC335 to do it by replacing these two elements and modifying the configuration of the counterweights.

These changes have also allowed to simplify and shorten the assembly sequence of the 21LC335 in comparison to the 21LC290.

The 21LC335 crane comes standard with a Effi-Plus high speed hoist mechanism that reaches speeds of up to 150 m (492 ft) per minute, although there are other optional engines that can reach 228 m (748 ft) per minute. Like the rest of Linden Comansa's flat-top cranes, this new model includes the PowerLift system, that allows to improve the load diagram up to 10% with reduced speeds.

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