



## SCANIA'S **INSURANCE** SOLUTION

CUSTOMER SPECIFIC TO MINIMISE DOWNTIME

EAZI ACCESS  
INTRODUCES 58.5 M  
TELESCOPIC BOOM.  
PAGE 26

BAUMA AFRICA: Bell makes a bold statement

EARTHWORKS & CIVILS: CAT high production paver

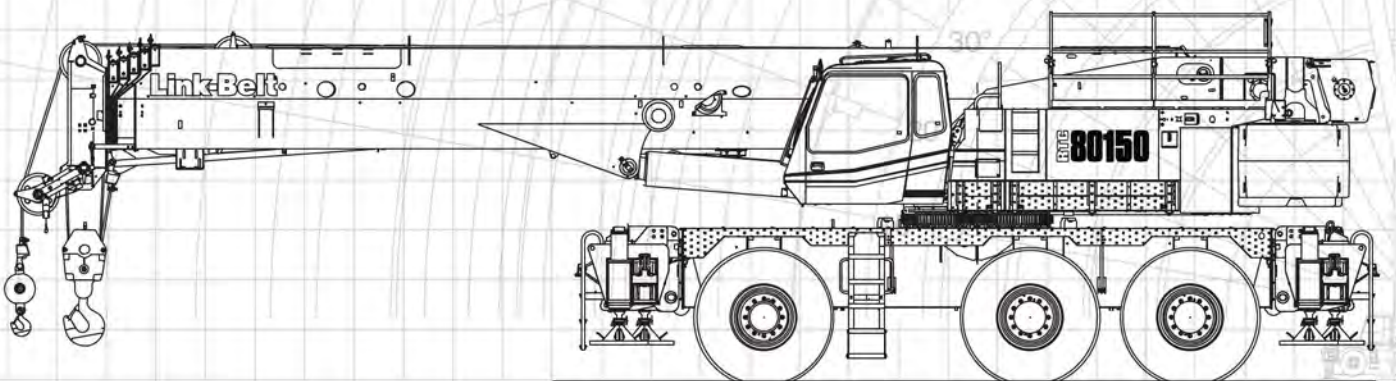
TRANSPORT: MAN Euro 5 flagship makes African debut



# Link-Belt is the **BEST** in its class



- Best accessibility with flat deck
- Best load capacities
- Best attachment lengths
- Best distributor and factory support







**COVER STORY:**  
Scania's insurance solution

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## BAUMA CONEXPO AFRICA 2015

providing a light at the end of the tunnel

**B**AUMA AFRICA CONEXPO 2015 is now done and dusted and it's time to reflect on some of the positives that hopefully many of the exhibitors derived from the investment. The long term benefits will certainly manifest themselves in the months to come.

This show was aimed primarily at the construction and mining industries and could be regarded as the largest event of its kind in Africa. It covered an area of 68 000 square metres of exhibition space with exhibitors from over 40 countries investing millions in their displays to create the right environment for their respective machinery and equipment.

Not only was the emphasis on the local market but the aim of Bauma Conexpo Africa 2015 was to offer exceptional perspectives and commentary on the regional development of both the mining and construction sectors.

Economic growth in any country cannot be achieved without suitable partners that subscribe to the same philosophies so Bauma Conexpo Africa 2015 achieved its underlying

objectives by bringing together decision makers in the Mining and Construction sectors and giving them the opportunity to network with industry players from across the continent.

Environmental impact is an ongoing concern facing the mining and construction industries so IFAT (Environmental Technology Forum Africa), which ran concurrently with Bauma Conexpo Africa 2015, with its more than 100 exhibitors, focused on new technologies and solutions for the mining and construction industries, with regard to water, sewerage, refuse and recycling.

Bauma Conexpo Africa 2015 has without doubt brought some positives to the economic squeeze that faces us today but in stark contrast, the truth is that the industry's troubles are numerous. First and foremost, the fall in commodity prices in the mining sector has curtailed the activities of the mining industry which is the cornerstone of our economy, providing a domino effect to construction contracts in particular.

When one looks at Africa as a whole, however, especially sub-Saharan Africa, there is still the potential for growth with domestic markets expanding to meet the income gains of the African middle class that will create opportunities for consumer markets and improved housing. Unfortunately poor infrastructure with power generation being the key, political instability and corruption, progress may be impeded in many countries. With the prospects of these expanding markets, income gains and regional integration, there is an opportunity to support economic growth and the construction activity required to ensure sustained progress.

One of the weakest outlooks at the moment is South Africa with its electricity supply and infrastructure shortcomings but a light on the horizon is the South African Government's ongoing National development plans, committed to public infrastructure investment over the next three years, giving us positive signs for future growth in the construction industry.

Pierre Sanson, Editor





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## WHO IS PROTECTING YOUR ASSET?

**When last did you consider who has your best interests at heart should your operation be halted or hampered as a result of an unforeseen event? Insurance is a grudge purchase to cover the cost of repair or replacement of an asset. But what about the costs associated with downtime – particularly when you are unaware of how long that could be? Unscheduled downtime not only results in no income but, in the worst case scenario, can result in penalties when deadlines are involved.**

**M**embers of the road freight or transportation industry can attest to these costs spiralling out of control quickly. Every hour that a truck is not operating equals a loss. In addition, insurance claims and procedures can sometimes be cumbersome. With all of these factors in mind Scania has launched its Insurance Solution.

“Our new solution is based on minimising customer downtime and negating as much as stress as possible for our clients,” says Scania insurance manager, Belinda Felix. “This is achieved through assisting our customers to get their vehicles repaired as quickly as possible and back in a position to continue their operations,” she explains.

Scania’s insurance partner has a nationwide footprint that matches its own. This means that assessments are more time efficient, ultimately enabling repair work to be carried out swiftly with genuine Scania parts and expertise,” she continues.

Scania South Africa maintains a 95 % parts availability in its wholesale network which significantly reduces repair time as there is no delay caused by a spare part not being available. Furthermore, the work carried out by Scania technicians has a warranty of 12 months, along with the parts, to give clients complete peace of mind. In addition, meticulous care and workmanship boost the residual value of the asset. When combined with a comprehensive needs analysis, which is

customer specific, the result makes for a tailor-made insurance offering.

This is achieved by Scania approaching insurance cover through understanding each client’s operation. Trucks are categorised in four market segments: long haul, distribution, construction/mining and special-purpose vehicles.

“We then take a deeper look at the application of the vehicle,” says Felix. “For example, construction vehicles are typically mixers, tippers, heavy haulers and service vehicles. However, each of these can be further differentiated”. She explains, as a figurative comparison, that two customers in the construction industry could each have a mixer truck that delivers concrete to construction sites. One customer uses a traditional mixer which travels short distances but has an engine that runs for long periods – the other uses a truck that travels longer distances but does not mix while the vehicle is in transit, only once it is on site. Even though their business types are the same, the ways in which they apply the vehicles are not as the engine hours involved are completely different. This naturally affects the risk profile.

“In this case, it makes no sense for them to have the identical insurance policy and premium,” says Felix.

In addition, a plethora of other variables





Scania South Africa maintains a 95 % parts availability in its wholesale network. Repair work and parts have a one year warranty.



Time is money when it comes to operational downtime.

needs to be taken into consideration. These include, but are not limited to, a customer's expected fuel consumption, route topography, engine hours and driver training.

"Once Scania has a complete understanding of customers' needs we can ensure that they are fully covered with the exact insurance solution. This is essential for customers as their cover is connected to their total operating cost, which we'd like to minimise as much as possible," states Felix.

Once everything is in place Scania can monitor customers' operations through its fleet management system and transport solution to ensure that as customers' operations grow their insurance cover evolves accordingly. It is recommended that vehicle and body are insured as it is common to have a body that costs several times the value of the vehicle. In addition, the insurance solution covers liability and goods in transit.

The insurance solution can be divided into three parts; protection of an asset, peace of mind for damage caused to property and protection of cash flow. There are various ways of underwriting a comprehensive motor insurance policy which will be taken into account when preparing the Scania Insurance Solution for the client. The comprehensive motor insurance option covers own damage, fire, theft, windscreen and third party cover.

The territorial limits included in Scania's offering are South Africa, Lesotho, Swaziland, Botswana, Namibia, Mozambique, Zimbabwe, Zambia, Malawi and the Democratic Republic of Congo (up to Lubumbashi). Scania offers the choice of several quote options which comprise a conventional quote, a burning costs quote, an aggregate quote and a low claims bonus option.

Scania's comprehensive insurance solutions cover more than what most customers are used to when it comes to casualty and collision insurance. The entire Scania organisation – from Scania Parts and Scania Assistance, to its workshops and insurance specialists – assists in getting customer vehicles repaired and back on the road as soon as possible.

Scania's Insurance Solution means that customers can have rapid claim, administration and sales processed at any of its dealerships across the country. Transporters already familiar with Scania customer service will enjoy a seamless crossover experience while clients new to the brand should have more than their expectations met. At the outset of securing a policy, clients can expect a full needs analysis to be completed. Following this, a transport related product can be suitably matched to their requirements and any additional policies tailor-made to optimise their cover and, more importantly, their total operating cost. All insurance solution policies



Scania insurance manager, Belinda Felix.

are based on the transport policy that is a standard industry minimum requirement.

The new insurance solution was introduced at the beginning of September following a national road show. Scania plans to expand the solution footprint into Africa and is finalising the processes and procedures that will allow for it to be implemented in sub-Saharan Africa commencing with launches in Botswana and Namibia in the near future. At the same time more niche and value-add products will be introduced to customers.

The insurance solution connects to other Scania products and services such as finance, fleet management services and driver training all of which enable customers to achieve their desired total operating economy. 🌐

## SDLG EQUIPMENT SHOWCASES LATEST RANGE

at BAUMA CONEXPO 2015



**B**abcock International Group, one of Africa's leading suppliers to the energy, process, mining and construction industries, is the exclusive distributor of Shandong Lingong Construction Machinery (SDLG) in southern Africa, a range that includes wheel loaders, graders, excavators and vibratory rollers. Introduced in 2012 and showcased at Bauma 2013, the range has had tremendous success in the market since then and was represented at Bauma Conexpo Africa 2015.

Babcock has ensured that these machines are well supported by the company's extensive geographic infrastructure of branches, dealers and service capability located across the country, from Cape Town to Zambia, with an inventory of parts sufficient to support new and existing SDLG products.

Established in 1972, SDLG manufactures between 40 000 and 50 000 units a year and has been one of the few companies to achieve numerous Chinese industry awards for its loader range. As early as 1998, SDLG obtained the ISO9001 International Quality Management System Certification, which has since made it a global supplier of earthmoving equipment, complete with all the technical innovations and quality levels to compete with the best equipment available in world markets.

As a leading supplier of earthmoving equipment in South Africa and a history spanning some 90 years of achievement and services, Babcock also represents Volvo Construction Equipment in South Africa, and can be associated with success in other international brands such as Winget, Tadano, Volvo Penta and DAF Trucks.

In 2006, SDLG signed a cooperation agreement with Volvo Construction Equipment whereby capital was raised to incorporate European style methods and management philosophies into its overall structure. This integration has had positive effects for the company as production levels have been raised and quality levels improved. This has meant maintaining its brand advantage and improving its market share in China and internationally.

The SDLG stand at Bauma Conexpo 2015 featured the latest range available for the local market, as well as the brand new B877 backhoe loader now available in Africa.

Already hugely popular in the Middle East since it was launched at the end of 2014, the SDLG B877 is an 8,4 tonne side-shift backhoe loader, designed for all-day operation. It is remarkably versatile, whether using the loader or the excavator, and has the power and manoeuvrability to handle most jobs in this weight class. The Weichai engine together with the efficient SDLG hydraulic system provides 60 kN breakout force.

Also featured on the SDLG stand was the latest range of wheel loaders, including:

**SDLG938L:** a 10 tonne wheel loader with a standard bucket capacity of 1.8 cu m, a dump height of 2950 mm, breakout force of 96 kN and powered by a Weichai Deutz 6-cylinder diesel engine with a rated horsepower of 97 kW @ 2200 rpm.

**SDLG958L:** a 16-17 tonne wheel loader with a standard bucket capacity of 3 cu m, a dump height of 3120 mm, breakout force of 180 kN and powered by a Dalian Deutz

6-cylinder diesel engine with a rated horsepower of 165 kW @ 2200 rpm.

**SDLG968L:** an 18-19 tonne wheel loader with a standard bucket capacity of 3.5 cu m, a dump height of 3250 mm, breakout force of 198 kN and powered by a Weichai 6-cylinder diesel engine with a rated horsepower of 175 kW @ 2200 rpm.

Other equipment featured included **SDLG9190**, a motor grader with a basic operating weight of 15 800 kg and powered by a Dalian Deutz 6-cylinder diesel engine with a rated horsepower of 146 kW @ 2200 rpm.

An **SDLG6300E** excavator, with an operating weight of 29 200 kg, fits into the most popular class of excavator in the market. The unit is fitted as standard with a 6.2 m boom and 3.05 m arm. With a standard bucket capacity of 1.4 cu m, it achieves a maximum breakout force of 172.5 kN. It is powered by a Dalian Deutz 6-cylinder diesel engine with a power output of 149 kW @ 2200 rpm.

The **SDLG RS8140** is a single drum compactor with an operating weight of 14 000 kg, a normal amplitude compaction force of 1.8/1.0 and a vibration frequency of 28/35 Hz.

The SDLG range of equipment is characterised by its simplicity and cost effectiveness, and is adaptable to any operating conditions. The machines are proving ideal for re-handling and the construction, quarrying, agricultural and aggregate industries, targeting light to medium applications. They offer extended trouble-free operation and, being devoid of sophisticated electronics, are extremely maintenance friendly. ☺



**Reliability in Action**

# The power you need The price you can afford

## SDLG Wheeled Loader LG968



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## BELL IS BULLISH

about the impact of BAUMA CONEXPO AFRICA



**S**outh Africa's premium homegrown manufacturer, Bell Equipment, capitalised on Bauma Conexpo Africa 2015 to showcase its extensive product offering available on the continent and reaffirm its commitment to the African market in the face of tough trading conditions.

In the weeks leading up to the show Bell Equipment released its mid-year results, which showed a modest improvement relative to 2014 with favourable exchange rates, efficiency improvements and a focus on the Northern Hemisphere construction equipment markets dulling the impact of the major difficulties in some of the company's major markets and industries.

While revenue was R2,9 billion, down 16% from R3,4 billion in the same period last year, the company's profit after tax increased 67% to R101 million and earnings per share increased 71% to 106 cents. "There has been no significant recovery in the mining activity so we are competing for

a slice of a much smaller global pie but as a company we are in much better shape," said Bell Group Chief Executive, Gary Bell.

He added: "Work in the domestic construction industry is at a low level but we are fortunate that the construction markets in the United States and United Kingdom are doing relatively well at this time.

"With a greater portion of sales revenue coming from the Northern Hemisphere, our German factory has produced at a higher rate than during the past 10 years and it is our intention to localise more product to the region to lower manufacturing costs and manufacture in closer proximity to our major markets."

While the Russian market is a fraction of its previous size due to sanctions and a reliance on mining, Bell has an alliance with Nefaz, a Russian company, where it will manufacture bins for Bell trucks to allow the company to get a foothold in the market when it recovers.

Commenting on the African region, Bell said: "The mining industry in Africa, like elsewhere in the world, is experiencing an unprecedented downturn but our broader range of products that we are able to offer today through our strategic alliances with John Deere, Liebherr, Bomag and Finlay means that we are not totally dependent on mining activity. We're continuing to introduce new partner products to provide customers with innovative solutions, like the Finlay Dual Power units, which are aimed at giving significant savings on energy costs."

Among the new partner products on show at BCA 2015 were the Bomag MPH 364 Recycler, which has been developed by Bomag for smaller projects and entry level contractors as well as the Bomag BMP 8500 multi-purpose compactor.

Bell continued: "Not only do we provide a full line of equipment to focus on other sectors, like construction and industry, but we have also continued to invest in our support net-





work in the region and have opened four new Customer Service Centres in recent months.”

Bell welcomed Bauma Conexpo Africa 2015 as an opportunity to meet and network with a large number of current and potential customers. “With the tough economic conditions we’ve seen a trend towards customers ‘buying down’ with a stronger demand for used than new machines. As a company we are focused on trading back, upgrading and putting our machines back to work as premium used machines because they offer good value compared to the low cost, less reliable new products coming from the East,” he said.

“Customers are also looking to extend the life of their products and as a result the support of our aftermarket, spare parts and service is receiving higher priority so that we can be competitive in terms of what we offer our customers in the way of parts pricing. We are continually monitoring availability levels to ensure we improve our service quality.”

The company, whose 60 year history has been characterised by being adaptable and innovative, has noticed a market trend towards smaller construction machines and has increased the company’s production rate of Tractor Loader Backhoes to cater for demand. Conversely, no improvement in the commodity demand is expected in the short term and production rates for Articulated Dump Trucks at the Bell factory in Richards Bay have been adjusted accordingly.

In spite of the subdued demand for mining machinery globally, progress continues on completing the line of Bell E-series trucks with the larger B35E to B50E range planned for release into Europe in mid-2016. A B50E pre-production machine generated a large amount of interest at Bauma Conexpo Africa and Bell said the company will continue to invest in its ADT research and development programme to drive down operating costs and improve ADT efficiencies while at the same time meeting more stringent global environmental requirements.

Commenting on the success of Bauma Conexpo Africa, Bell Marketing Director, Stephen Jones, said that the company was satisfied with the quality of visitors. “It was great to interface with so many customers, the majority of whom were decision-makers. While we noticed that most of our visitors were from South Africa we were pleased that several customers from other Africa countries, including Tanzania and Kenya, accepted our invitation to visit the Bell stand and we have been encouraged by the positive feedback we have received.”



## XCMG CONSTRUCTION MACHINERY

takes BAUMA CONEXPO AFRICA 2015 by storm

Established in March 1989, XCMG is firmly positioned at the forefront of the Chinese construction machinery industry. Currently ranked 5<sup>th</sup> in the world for construction machinery the company is driven by the need to be a leader. XCMG is the only enterprise in the Chinese machine-building industry to offer a large-scale comprehensive product range complemented by high levels of competitiveness and influence within the Chinese construction machinery industry.

In 2014, this leading Chinese manufacturer entered the South African market offering an extensive range of specialist machinery including truck loader cranes, cherry pickers, rollback, wheel loaders, excavators, backhoe loaders, skid steer loaders and truck mounted mobile cranes. XCMG also has the capabilities to provide road surface machines, mining dumper trucks and concrete machines as per the market needs and demands.

While the brand is still fairly young in the South African market sales have increased and the demand for this heavy-duty machinery is increasing at an encouraging rate. XCMG understands the need to constantly engage with consumers and the industry to ensure that the benefits and ongoing evolution of the machines are being conveyed, a factor which prompted its much anticipated participation in the Bauma Conexpo Africa 2015.

“Our participation at the expo was aimed at showcasing the latest developments and offerings in construction machinery, building material machines, mining machines and construction vehicles and proved to be an ideal platform for XCMG to showcase our latest machinery as well as network with current and potential customers. Bauma-Conexpo Africa 2015 visitors were able to see a range of XCMG products including wheel loaders, backhoe loaders, skid-steer loaders, excavators, mobile cranes, cherry pickers, roll-backs etc.”, explained XCMG SA General Manager, Mr David Dai.

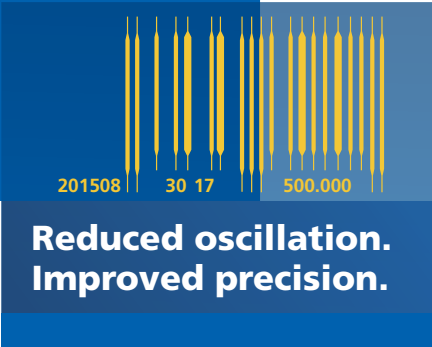
According to Dai the local market has embraced the range of products and there is a steady growth in sales and requests for XCMG machinery encouraging the company to constantly keep ahead of the game by applying the latest technology and innova-



tion to ensure the machinery is in line with market needs. Quality remains a pivotal component to the success of market penetration. XCMG product quality is backed by inclusive quality guarantees. In addition, XCMG utilises world-class production lines

with robot welding and painting facilities. Furthermore XCMG machinery is subject to stringent quality control testing for construction equipment to ensure all quality expectations are exceeded before the machinery is exported to South Africa. 🌐





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Improved precision.**

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The revolutionary architecture of the Demag V-type girder provides greater load handling efficiency. Thanks to tapered diaphragm joints, the oscillation characteristics are reduced by up to 30 %. That cuts cycle times, boosts load handling rates and ensures improved precision in handling operations – above all in the upper load capacity range. This means that heavy loads can also be positioned even faster and more precisely without the need for electronic control systems.



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**DEMAG**  
A TEREX BRAND



# LIUGONG 856H AND 890H WHEEL LOADERS

make their South African debut



Liugong, a global leader in the manufacture of a full line of extreme duty equipment, unveiled a new generation of H series wheel loaders at Bauma Conexpo Africa.

The H series is the latest generation of Liugong wheel loaders, combining half a century of Liugong technology and innovation, which is renowned for its high reliability and serviceability, but now even stronger power, easier control and more safety with a modern aesthetic appearance.

For more than 55 years, Liugong Machinery Corporation has been a leader in China's construction equipment manufacturing industry. From building the country's first modern wheel loader, Liugong has evolved to become one of the fastest growing, global, CE companies in the world offering a full line of extreme duty, intuitive machines for construction equipment owners constantly challenged to do more with less. Liugong delivers opportunity to its employees, quality products and services to its customers, financial success to its investors, and community support in the regions it serves. 🌐

## 856H Wheel Loader

- Cummins 6LTA A9.3 engine meet Tier 2/ Stage II emission regulation. It is reliable, has low fuel consumption, provides excellent torque, and a long service life.
- ZF modern technology applies in the driveline system. AP3000 dry axles and 4WG200 transmission perfect match with machine and achieve best power output.
- Semi-automatic shift transmission with kick down function, single pilot with FNR joystick makes operating more convenient and ensures less operator fatigue.
- New generation cab with spacious operating area, full visibility, comfortable adjustment including steering column and high back seat. Powerful air conditioning system maintains air temperature within the cab at a comfortable level for the operator.
- Pressurized cab provides a quiet working environment for the operator.
- Easy maintenance achieve by engine hood equipped with spring lifting device. Water and oil drain placed together to allow for easier, faster maintenance and service.
- FOPS/ROPS cab ensures your safety.
- Fault diagnosis system provides accurate and efficient maintenance and service support
- Z-Bar configuration comes standard. Boom structure designed for long durability and high reliability. Articulation joint with enhanced design for long durability and high reliability.

Machine	Model	Emission Regulation	Gross Power (hp)	Operating Weight (kg)
Wheel Loader	856H	Tier II / Stage II	217	17,100

## 890H Wheel Loader

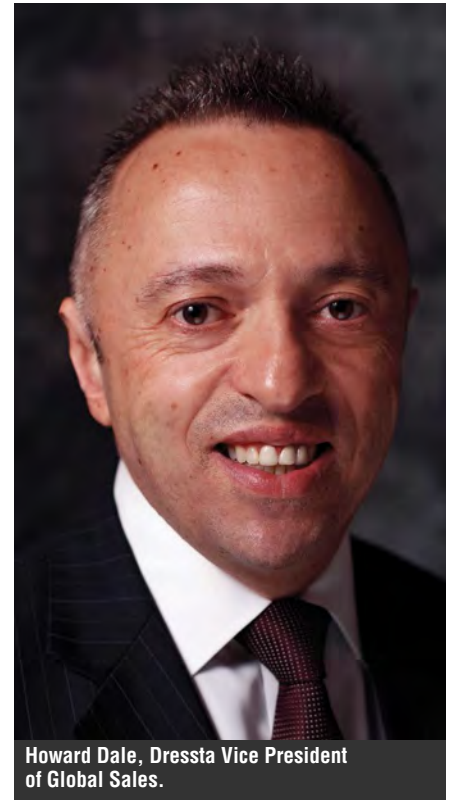
- Cummins QSM11 engine is quiet, reliable, has low fuel consumption, provides excellent torque, and a long service life.
- ZF modern technology applies in the driveline system. MTL3115/3125 wet axles and 4WG310 ERGOPOWER transmission perfect match with machine and achieve best power output.
- Automatic shift transmission with kick down function, electric proportional FNR joystick makes operating more convenient and ensures less operator fatigue.
- Load-sensing hydraulics with piston pumps.
- Ride control system reduces material loss and enhances driver comfort.
- Easily accessible engine compartment and convenient placement of key components make maintenance easier and faster, water and oil drain placed together to allow for easier, faster maintenance and service
- Temperature-controlled hydraulically driven fan can be reversed to clean out radiator and is energy-saving.
- Automatic fault monitoring system provides the driver with real time machine running conditions.
- Strong, flexible frame that will with stand load and torsion stresses in all manner of operating conditions, boom structure designed for long durability and high reliability.
- Articulation joint with enhanced design for long durability and high reliability.
- Safety in control with intelligent power cut-off (ICCO) in brake.
- 360° visibility. Large insulated cab with FOPS/ROPS sits on hydraulic shock absorbing mounts.
- Powerful air conditioning system maintains air temperature within the cab at a comfortable level for the operator. Pressurized cab provides a quiet working environment for the operator.

Machine	Model	Emission Regulation	Gross Power (hp)	Operating Weight (kg)
Wheel Loader	890H	Tier II / Stage II	350	30,400



## DRESSTA'S NEW FOCUS ON

user-optimised construction equipment



**Howard Dale, Dressta Vice President of Global Sales.**

Throughout the rest of 2015 and beyond, Dressta will look to demonstrate its commitment to providing bespoke heavy equipment for customers' specific needs.

A refined manufacturing process allows customers to request machine customisation according to their preferences. Machines are then tailored to the conditions in which they operate, with precise device configuration and an ease of maintenance that ensure optimal performance and service life.

Dressta Vice President of Global Sales, Howard Dale, outlined Dressta's dedication to providing genuine customer satisfaction: "We want to show customers that they can rely on Dressta to provide products that help them achieve great success in the most challenging environments. We enable end users to perform at maximum productivity thanks to our appreciation of exact application requirements. It's about understanding what is needed and actioning it, whether it is landfill application in extreme heat, or mining operations in subzero temperatures. High-performance, durable machines with a range of customisable options."

The historic Dressta brand has modernised

quickly thanks to its 'Dressta Force of the Future' campaign: a substantial investment in R&D and the continual development of a customer-centric approach to manufacturing. This ultimately results in an enhanced overall user experience – both throughout the specification and sales processes, to when the machines arrive on site and are put to use.

Unlike many manufacturers of construction machinery, Dressta actively seeks to equip its machines with features that improve performance and functionality for end users. This is achieved through its Special Features Requests (SFRs) – an initiative that encourages customers to speak with Dressta, outline their needs, receive advice from application experts, and have the necessary upgrades implemented in the manufacturing.

By avoiding the 'standard model suits all' approach often found in the industry, customers of Dressta will see genuine benefits when they put their machines to work. Because Dressta engineers have vast experience across numerous applications – be it extreme duty mining, landfill, forestry, extreme weather application, road and highway construction or hot slag handling – they

are best positioned to advise customers on the most suitable specifications, additional attachments and bespoke features that would improve end-user efficiency.

Crawler dozers, pipelayers, wheel loaders – whatever the machine and whatever its purpose, Dressta is a partner that understands the challenges and can be trusted to deliver the solutions to overcome them. Powerful, reliable, versatile machines that are engineered to tackle the harshest environments.

Dressta machines are known for their legendary power, performance, and productivity. Customer satisfaction has always been a top priority. Through a well-established worldwide distribution network, Dressta provides its customers not only with legendary machines but also with world-class customer care.

The Dressta parts network includes four main parts distribution centres: in Poland, Russia, Singapore and the U.S.A. Dressta has a streamlined, efficient and responsive technical service organisation structure that reacts expediently and professionally to technical and product support issues from their customers and distributors. 🌐



## KOBELCO EXCAVATOR RANGE

reinforces the company's excavator technology



**K**obelco Construction Machinery is an equipment manufacturer dedicated to producing a full range of crawler excavators in the 1500 to the 100 000 kg classes for rental, landscape, construction, aggregate, roadbuilding, material handling, site preparation, recycling and ancillary markets. The company's presence at Bauma Conexpo Africa reinforced its intention of bringing its excavator technology to the local market.

Looking back into Kobelco's 100 year history, we see a company steeped in tradition, having pioneered the excavator concept and introduced Japan's first electric mining shovel in 1930. Kobelco excavators are a brand of the Kobe Steel Group of companies which has an annual sales volume in excess of US\$ 20 billion. Kobelco excavators also gains in the area of research and development by making use of the Kobe Corporate Research Laboratories of the Kobe Steel Group's extensive world-class laboratory and test facilities.

Kobelco's conventional excavators, the AC-ERA GEOSPEC Super X range in the 20 to 85 ton class are engineered for maximum performance capacity, improved cost efficiency and with features that are environmentally compatible, meantime delivering dependable power, wide-range digging strength and reduced fuel consumption.

Kobelco's pioneering spirit is much in evidence in this class of excavators. They were the first and are still one of only a few manufacturers today to offer straight travel, which

allows the excavator to lift the rated load while walking. Independent travel is a Kobelco exclusive. This feature enhances both productivity and safety by allowing the machine to walk smoothly and lift with no travel speed change. The company was also the first to introduce automatic swing priority, where one pump automatically assists the arm and the swing during combined side wall trenching.

The three operating modes that allow the operator to custom set the machine for maximum fuel economy, job efficiency and maximum production can be controlled from the driver's seat. Power boost for heavy duty digging conditions and the ability to set both flow and pressure for up to 18 different attachments is also controlled from the operator's seat.

One of the greatest benefits of Kobelco's superior technology is the 20% saving in fuel consumption compared with the earlier Kobelco models. The engine features next-generation electronic control with a Common-Rail Fuel Injection system and a new hydraulic system that cuts energy loss to a bare minimum, for a boost in fuel economy. In this area, Kobelco has conducted verification tests on all hydraulic components to determine the amount of energy being lost and has redesigned the piping shape, the valves and pump control method to reduce pressure loss. This thorough redesign of the hydraulic piping combined with Kobelco's Intelligent Total Control System (ITCS), enables the onboard computer to calculate the most fuel-efficient hydraulic flow for each kind of operation. The net result is excellent productivity with a cor-

responding reduction of 11% in fuel consumption merely by the prevention of pressure loss.

All Kobelco excavators have been designed with a focus on operator comfort. A wide entry, spacious cab with excellent visibility, rear view camera, swing flashers and rear working lights are standard on most models. Combined with a powerful automatic air-conditioner, standard tropical cooling system, double slide reclining suspension seat, adjustable armrest and AM/FM radio, the cab makes for an ideal working environment.

Safety has always been a high design priority for Kobelco and the new range of products is no exception. Daily maintenance points are easily accessible, with most models offering them at ground level. A rear-view camera, low rear hood design for enhanced visibility, travel alarm, swing flashers, retractable seat belt and ROPS cabs all combine to reduce the potential of job site accidents.

The heavy duty construction of Kobelco construction machinery gives the company confidence to back its products in any application and to provide its customers the backing to enhance the quality of the product. Its range of excavators can be considered to be the next generation of performance machines that demonstrate Kobelco's commitment to Technology and Environment, all captured in the contents of its Mission Statements:

**Management Philosophy:** Focusing on the needs of users in the field, we dedicate ourselves to satisfying our customers by supplying them with products, services and information that have true value, while contributing to the creation of a prosperous society.

**Business Vision:** In order to create a recycling-based society that is friendly to people and the environment; we intend to provide our customers around the world with innovative solutions that incorporate our creative wisdom and know-how.

Through activities that maximise customer value, we aim to achieve lasting growth and become a leading global brand. 🌍



# KOBELCO

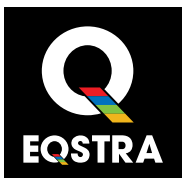
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## EQSTRA AND LINK-BELT:

### partnerships for life

“The appointment of Eqstra Industrial Equipment (‘EIE’) as Link-Belt Construction Equipment’s distributor in South Africa and 17 other countries across Africa is indicative of Link-Belt’s commitment to strengthening its presence in the local market,” said Link-Belt Cranes Near East District Manager, Elias Saliba, on a visit to EIE in South Africa to coincide with Bauma Conexpo Africa 2015.

Link-Belt Construction Equipment sees considerable long term growth potential in demand for its products, which provide features ideal for conditions typical of Southern Africa’s mining and construction sites. The value added includes simplicity of operation, maintenance, and advanced engineering and design features that make these cranes the high performance and exceptionally rugged machines they are, even in the most challenging of terrains.

Link-Belt is headquartered in Lexington, Kentucky, USA and is a wholly-owned subsidiary of Sumitomo Heavy Industries (SHI) of Tokyo,

Japan. With a rich heritage dating back nearly 150 years, Link-Belt Construction Equipment owes its success to its continuing commitment to innovation.

“Strong distributors and their sales and support staff are a key component, enabling our clients to maximise the return on their capital investment,” says Saliba.

“This approach – partnerships for life and investing in its people – is a perfect fit with EIE’s values,” says Eqstra Heavy Equipment Managing Director, Ronald Erasmus.

“From our side, in adding Link-Belt to our best-in-class brands, EIE provides Link-Belt with its extensive experience in the heavy lift business and knowledge of the local market.”

EIE is marketing Link-Belt’s range of cranes, which include: rough terrain cranes (from 30 to 135 mt), telescopic truck cranes (from 36.29 to 120 mt), truck terrain cranes (70 and 85 mt), all terrain cranes (185 and 250 mt), lattice truck cranes (136.08 and



272.16 mt) and telescopic crawler cranes (from 40.8 to 100 mt). The diversity in Link-Belt’s crane line-up crosses the industry with models suited specifically to different sectors. EIE anticipates a strong demand in the mining industry for Link-Belt’s all-terrain and rough terrain cranes.

EIE displayed Link-Belt products (the 30 and 60 mt rough terrain cranes) at Bauma Conexpo Africa 2015. 🌐

## ALE ANNOUNCES PLANS FOR LATEST INNOVATION

The wheels have been set in motion for another ALE innovation as a new concept has been announced: the All Terrain Transporters.

These new generation trailers will allow fast transportation of large and heavy loads on minimally prepared roads to deep, inland locations.

As an addition to the Innovation Series, the transporters will be a first for the industry and will join the other feats of engineering: the award-winning AL.SK crane fleet, the revolutionary Mega Jack and Mega Jack 800 systems, and the inventive Hydro Deck.

ALE’s R&D Department is working with a manufacturer to jointly develop the new trailers. Ronald Hoefmans, ALE’s Group Technical Director, explained why and how this new idea was conceived: “Currently, a lot of road preparations have to be done to bring big loads to newly developed areas in deep inland locations with conventional trucks and trailers. We started to research a solution that would solve the problem more effectively and came up with the All Terrain Transporters which can perform the task at higher levels

of safety and save clients a substantial amount of money on road preparations.

“The self-propelled transporters almost move with the speed of conventional trucks and have the flexibility of an SPMT. In addition, their large wheels and the number of drive axles enable cross country operations.

“This concept has a more advanced technical specification which will be able to travel longer distances, climb steep slopes and transverse minimally prepared roads, whilst having more horsepower. We envisage the transporters will revolutionise the way we transport loads, offering a more time and cost effective solutions for clients in many global locations.”

Far East, Africa, America, South America, the Middle East and Australia: it is fully compli-



ant with international standards of safety and excellence, including Quality standard ISO 9001:2008, Environmental standard ISO 14001:2004, and Health and Safety Standard OHSAS 18001:2007. ALE is also registered and qualified in the Achilles Norway and Link-up systems, and is a member of the British Safety Council and the British Standards Institution. 🌐



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## CASE EQUIPMENT

### to increase focus on southern African markets

by Pierre Sanson

Case is a distributor of construction and earthmoving equipment and has been well established in the local market for the past 50 years. Distributed by CSE, the company has an extensive distribution network of branches and dealers which cover the major centres of South Africa.

Case confirmed its intention and commitment to the brand with its display at Bauma Conexpo Africa 2015, where the products on display represented its broad range, which offered customers a complete solution for their specific needs. With this range and dedication to the comprehensive support parameters, Case aims to provide the perfect platform to assist its customers to run their business efficiently.

“Case has a definite strategy to further develop its business in South and southern Africa, which means strengthening the dealer network, creating more awareness for the brand and developing products that are correctly specified for operation in the region,” said Franco Invernizzi, CNH, Senior Director for Africa and Middle East, during an exclusive interview with Capital Equipment News in Johannesburg.

“South Africa is now partnered with the Middle East in the company’s new management restructure programme, with headquarters in Dubai. With the two geographic areas becoming more important to CNH Industrial, the Dubai office houses the sales, service and parts teams that service the region. As these three areas are similar in climatic conditions and terrain, it will give us the incentive to develop machines and refresh the range specifically for those markets,” continued Invernizzi.

“Every market has a specific need and it is therefore time to shift our focus from the North American and European markets and concentrate more on the markets where local needs are satisfied. This means providing units where different engine regulations, and also being less electronic, will ensure a greater reliability and make servicing much simpler. This strategy will enhance our penetration into markets like Africa, Middle East and Asia,” said Invernizzi.



Brenton Kemp, Div MD CSE, Franco Invernizzi, Snr Director Africa and Middle East

A typical example is the new Case 570T backhoe loader, which has been designed and engineered specifically to meet the requirements of customers in the more remote areas. This unit represents the continuity of the Case DNA, built on the company’s long history of industry firsts which includes the first factory-built tractor loader introduced in 1957. Powered by the FTP Industrial S8000 Series engine, the 570T offers superior performance, high torque and best-in-class fuel economy. The S8000 engine is well-known in the African and Middle Eastern markets and is well suited to a diverse range of applications, including new sectors such as agriculture and plant hire.

The Case 570T backhoe has a reach of 5.58 m with the Extendhoe dipper version, giving it a deeper reach than any other loader in the segment. The heavy duty front axle handles heavy duty applications even in extreme terrain and when combined with a 4WD option and 100% locking differential fitted to the rear axle, performance is further increased. The largest

cab in the industry is fitted as standard to the 570T, making it ideal for some markets where a driver’s assistant needs to be transported to the work site.

“Our main concentration in the short term is to ensure our distributors have all the facilities necessary to make them successful. Consequently, this gives us the impetus to achieve our goals of increasing our market penetration in the region. Case Construction Equipment is providing extended warranty options and maintenance packages, CNH Capital, the financial packages to assist the distributors. Also high on the priority list is an intensive training programme for dealer sales personnel which will ensure that before a machine is sold a thorough evaluation of the application has been conducted and the correct machine offered to the customer. With all our strategies in place we are confident that we will be rated amongst the top three brands in South Africa.” concluded Franco Invernizzi. 🌐



# HYDRAFORM INNOVATIVE BUILDING SOLUTIONS HIGHLIGHTED

at BAUMA CONEXPO AFRICA 2015



An international trade fair specifically geared to showcase construction machinery, building material machines, mining machines and construction vehicles, Bauma Conexpo Africa is a niche event for the construction and mining sectors to exhibit their offerings and connect with their respective markets.

Hydraform exhibited a comprehensive range of its products, including the V4, the latest addition to its conventional range of brick, block and paving production machinery, the M7Mi Super Interlocking Block-making Machines as well as complementary accessory products. The Hydraform Interlocking Building System completed the exhibit.

Hydraform has dedicated more than 27 years of experience in alternative building technologies to developing the Hydraform interlocking building system. Through continuous research and development with leading institutions, the company has developed a dry stack interlocking building block, eliminating the use of mortar in 70% of the building structure without the need for concrete or steel columns – saving money and delivering exceptional quality.

“Our presence at this exhibition was all about educating the market on the Hydraform interlocking building system, meeting existing and prospective clients, and also networking with key decision-makers and role players in the affordable housing market,” noted Tucker, Sales Manager for Hydraform. He added further, “Hydraform is in a unique position to provide a fresh and exciting look at housing, not only with its technical expertise on the workings of the machinery, but also with its knowledge of, and available training for, the use of an economically viable, durable construction method that uses locally available material.”

The construction sector is one that is constantly changing and developing, and in South Africa and Africa at large, it is fast-modernising. “Modernising too quickly can cause complexities and often does not work successfully in the rural context. Hydraform has a firm grasp of this contextual conundrum and is able to answer to it with its highly adaptable machinery and systems,” says Tucker.

Demand for Hydraform’s products has shown measurable growth over the past few

years and the company has remained steadfast in its offering despite the economic challenges that have faced the construction industry. “Despite these challenges, Hydraform has seen an uptake in its offering for the affordable housing market. A prominent highlight for us was winning a contract to supply and build a turnkey housing project for a municipality in the Eastern Cape. We are in the process of completing the project in good time, providing homes for 27 families, a remarkable showcase of what the Hydraform system is capable,” noted Tucker

“Bauma Conexpo is known worldwide as the building expo to attend and it couldn’t be better located. Bauma has a solid, global reputation for connecting exhibitors with their target market, which aligns with our mandate to grow our presence both in South Africa and internationally. We were able to show leaders in the local and broader African construction and infrastructure fields just what Hydraform can do and how it represents a firm solution for the global challenge of housing delivery,” concluded Tucker. 🌐



# SDLG INTRODUCES BACKHOE LOADER

to African market

**S**handong Lingong Construction Machinery Co (Lingong) exhibited its range of SDLG machines at Bauma Conexpo Africa 2015. Exhibiting alongside the brand's South African dealer, Babcock International Group, the star of the show was the excellent-value and highly efficient SDLG B877 backhoe loader, which is making its debut in Africa.

Following a successful partnership with Babcock at the previous Bauma Africa show, the companies once again joined forces to present a selection of the latest and best SDLG machines available to the African market.

## Introducing the SDLG B877 backhoe loader

Useful for working across multiple job sites, the SDLG B877 backhoe loader is hugely popular in the Middle East since it was launched at the end of 2014. Now available in Africa, SDLG expects the backhoe loader to appeal to many businesses throughout the region.

"With reliability and performance at its core, the versatile B877 is packed with features to give owners a fully loaded machine at great value, with capabilities needed for a wide variety of projects," said Stefan Bach, SDLG business manager for Africa. "Backhoe loaders appeal to many businesses, particularly smaller companies making their first equipment purchase, and the African market for backhoe loaders is one of the largest outside of America and Europe".

The B877 is designed for all-day operation. Its robust frame and components ensure it can withstand the rigors of demanding job sites, while the operator's cab provides excellent visibility to ensure job site safety. Featuring a suspension seat, air conditioning as standard, and opening rear windows, the operator cab is designed to maintain operator comfort all day long.

The machine's powerful turbo-charged 70 kW engine is low on emissions and high on fuel economy and provides a torque reserve of 40 %. With its hydraulic torque converter and synchronised four-speed transmission, the B877 can reach speeds of up to 40 km/h.

It comes with a special front-steering drive axle, which can be disengaged with a switch



for greater efficiency at high speeds, and a rigid drive axle with closed wet brake and an electronic differential lock, for better traction in dangerous conditions. The machine's 55 degree turning radius also ensures excellent maneuverability at congested and tight job sites.

A three-pump, four-valve hydraulic loop is designed to ensure that lifting and steering operations can occur seamlessly and simultaneously. In addition, the machine's hy-

draulic elements are centrally arranged for easy maintenance and service, while auxiliary hydraulics can be added easily.

To offer even greater versatility, the B877 can be equipped with a variety of attachments and tools to handle an even more diverse range of tasks, including a multi-purpose front bucket as standard. ⚙️



## NEW VERSATILE

### Bobcat Rotary telescopic handler

With the launch of its new versatile and efficient range of Rotary Telescopic Handlers, Bobcat has answered industry's call for a 3-in-1 machine that will boost productivity by doing more work in less time.

Bobcat Equipment (Pty) Ltd unveiled the flagship new four-model Roto Tele Handler range, the T50210, at Bauma Conexpo 2015.

"What makes the Bobcat Roto Tele Handler unique is the fact that it offers a 3-in-1 solution," explains Bobcat Equipment's National Sales Manager, Andre Steenkamp. "When used with a Bobcat pallet fork or bucket, it's a telescopic handler but by attaching one of our man platforms, the machine transforms into an aerial work platform; add a winch or jib attachment and it can be used as a crane." According to Steenkamp, the array of Bobcat attachments can be fitted easily in a matter of minutes. "All four rotary models are equipped standard with man platform settings," he says.

These versatile, flexible and efficient Roto Tele Handlers deliver unrivalled value-add by offering virtually endless possibilities. Efficiency has been incorporated throughout the design of the machines; improved height and reach, excellent manoeuvrability, ergonomics and easy, low maintenance give new meaning to productivity as the end-user can do much more on site and perform a greater variety of work in less time using only one machine.

The TR50210 Roto Tele Handler has four-section booms, offering maximum lifting heights of 20.5 m on stabilisers and 20.3 m on tyres. Its 360° rotating capability improves reach and accessibility, enabling the machine to serve the needs of an entire site from just one position without having to move between areas. The machine offers exceptional stability for lifting heavy materials either vertically up to a roof or horizontally onto the edge of an excavated site and provides access to applications above 17 m reach. Load sensing control ensures simple and safe stability management. The four independently controlled stabilisers allow full stability even on irregular terrain.

Travel time is downtime for construction equipment but when the Bobcat tele rotors,



driven by a 106 kW liquid-cooled diesel power pack, have to travel they can move quickly from one job site to another so that it's 'back to work' in no time. Compared to a rigid frame telehandler, the Bobcat Roto Tele can cut the time to complete repetitive jobs to less than half, even without moving the machine from the stabilisers. The machine's excellent manoeuvrability provides access to even the most confined spaces. Front-wheel steering is ideal for road travel while all-wheel steering ensures better on-site handling and a smaller turning radius for negotiating sharp turns in small and narrow spaces. The crab steering function ensures positioning of loads to the side with perfect precision in cramped areas. In addition, the easy-to-use, heavy-duty hydrostatic transmission allows accurate positioning for greater safety and precision, as well as continuous speed control. All the models in the range can be equipped with radio remote control.

Operator safety and comfort are fundamental to productivity and here too the new Bobcat Roto Tele delivers. The oversized ROPS/FOPS cab provides generous space with air-conditioning, road lights, a boom light and a radio/CD standard features in the

T50210. The instrument panel is designed to allow an easy overview of the machine's operating status for increased safety. Low noise levels (104 dB(A)) and low body and hand-arm vibration levels further contribute to operator comfort and reduced fatigue

All the components and service points are located in the same, easy-to-access place on every machine, thanks to a common platform and consistent design; feature that greatly facilitate maintenance and maximise uptime.

"Because it is our responsibility to keep our customers' equipment operating at maximum capacity and efficiency, our service and parts department delivers a uniquely wide offering that includes genuine Bobcat parts, tyres and specialised lubricants, service contracts, short term rentals, repairs, service, maintenance, operator training and free technical advice," notes Steenkamp. Bobcat recently boosted its service fleet and, in a move to get closer to customers, Bobcat recently expanded its footprint with the establishment of three new dealerships which complement its eight countrywide branches and four cross-border dealerships. 🌐



## GOSCOR CLEANING EQUIPMENT

reveals South Africa's first Jetting/Vacuum



FAT Environmental Technology Forum Africa presented the ideal platform for Goscor Cleaning Equipment to launch two vacuum trucks and a Mobile Vacuum Trailer built by local specialist vacuum manufacturer, Highpoint Vacuum.

First in the impressive line-up was the new HPVR-1000 Jetting/Vacuum combination truck with a unique water recycling capability that presents a ground-breaking first for South Africa. Purpose-built for cleaning sewerage and storm water drains, the HPVR-1000 recycler's impressive jetting and vacuum capacities of up to 500 litres per minute at 200 bar and 3 200 cubic metres per hour respectively, make light work of unclogging sand, silt and foreign materials from storm water drains.

"We designed and manufactured this highly specialised vehicle locally with the exception of the recycling system which we sourced from Dietmar Kaiser, a market leader in this field and based in Lichtenstein," said High-

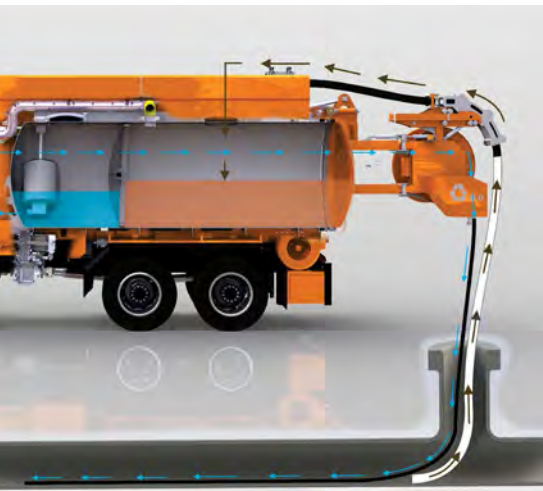
point Vacuum CEO David Gade. Explaining how the recycling process works, Gade said that once the vacuumed (dirty) water settles in the vacuum tank, it is filtered and foreign matter is removed by the recycling system. Water loss is minimal during this continuous process and close to 100% of the water is recaptured for re-use in the jetting process.

Gregory Venter, General Manager at Goscor Cleaning Equipment was excited about introducing the new recycler into the local market. "Recycling jetting water can save up to 20 million litres of clean water per annum, presenting the ideal environmental solution for water-poor countries like South Africa. In addition, the machine's capacity to hold 6000 litres of clean water saves fuel and time and substantially improves productivity as work is no longer interrupted by water collection. This innovation is a tremendous scoop for South Africa and it opens up great opportunities for emerging contractors." He added that the recycling system carries a 12 month warranty.

The versatile truck can also be used for normal vacuuming or jetting thanks to a partition between the recycling section and the vacuum tank. The HPVR-1000 recycler can be built on most local truck chassis and Gade explained that they worked closely with truck manufacturers "to ensure an integrated product so that there is a union between the recycler system and the truck, ensuring that the electronic interface works as one". According to Gade, the truck is extremely easy to operate and requires a team of only two or three people. "We provide OEM training to Goscor Cleaning Equipment which the company then passes on to customers."

"Our three-year partnership with Sasolburg-based Highpoint Vacuum to manufacture and supply a quality range of vacuum truck, air movers, jetting and combination jetting machines has been a win-win for both companies," continued Venter. Established in 2006, Highpoint Vacuum specialises in building its locally designed industrial





vacuum and jetting systems on standard truck chassis homologated for on-road use in Southern Africa. "The new Mobile Vacuum Trailer is a direct result of our close cooperation and team work with Highpoint Vacuum. This machine meets the need that we identified in the market for an easy to set up and manoeuvre machine for plant clean-ups."

The unit is powered by a turbo-diesel engine which drives Highpoint's own vacuum pump via a reduction gearbox. The elimination of belts and pulleys increases reliability and reduces maintenance costs for the end-user. Fitted on a heavy duty frame with tandem braked axles and 16 inch wheels, the compact machine can be conveniently towed behind an LDV to access difficult to reach industrial and mine sites. The HPVR-1000 Combi Vacuum truck for high pressure jetting applications is another innovation from Goscor Cleaning Equipment and Highpoint Vacuum which, completed the product offering on the IFAT stand.

Goscor Cleaning Equipment's stand at Bauma Conexpo Africa exhibited a Positive Displacement Blower (PDB) wet and dry vacuum truck. Featuring a 12 500 tank capacity, the HPVR-1000 PDB is ideally suited for the efficient handling of a wide variety of materials, from slurries to cement and fly ash.

The mining and industrial trade fair was also the launch platform of one of Goscor Cleaning Equipment's most advanced heavy-duty mechanical-suction sweepers currently available on the market. The M60's 6 m<sup>3</sup> hopper and 6000 kg net payload ensure unmatched performance in extremely heavy-duty urban and industrial conditions. The machine works dust-free in the dustiest of conditions thanks to the PM10 large surface filters. The advanced CanBus (Controller Area Network Bus) control system connects all the modules working throughout the machine for maximum effectiveness and efficiency. In addition to the load sensing hydraulic system which reduces fuel consumption, the M60 also features a powerful, quiet suction turbine, 4-wheel power steering and 180° right/left hand side front adjustable brush. Comfortable front and rear suspension, a tilting cab and a central drive position ensure optimum operator comfort.

Rounding off Goscor Cleaning Equipment's display of cleaning technology at this year's Bauma was the Tennant Sentinel power sweeper. The unit's self-adjusting centre-point-suspended main brush efficiently picks up sand, dirt, rocks, broken glass and light bulk debris. The state-of-the-art Sentinel dry dust control system with its twin vacuum design, traps particles as fine as three microns, meeting the most stringent PM-10 environmental requirements of less than 10 microns in size with ease.

Goscor Cleaning Equipment is responsible for all maintenance, service and repair of its vacuum and cleaning machines and equipment. "Our fully qualified after-sales field service team located in various regions around the country is well stocked with parts and spares and offers a rapid 24/7 response to ensure maximum uptime for customers," concluded Venter. 🌐



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# HIGH PRODUCTION PAVING,

perfect mat finishes



**D**ue for release to the southern African market from the fourth quarter of 2015, Caterpillar's latest generation Cat AP600F wheeled paver, and its track derivative, the Cat AP655F, lead the way with a host of new technologies designed to deliver world class mat finishes, with a maximum paving depth of 30 cm.

The AP600F and AP655F are medium to high production pavers, excelling in demanding applications such as national roads, highways, and other large-scale projects. For the local market, power is delivered by a Cat C7.1 ACERT™ engine, which meets EU Stage IIIA emission requirements. Eco-mode and Automatic Engine Speed Control reduce fuel consumption and sound levels. In addition, new automated material delivery features simplify set-up, greatly contributing to more efficient operations.

As on the D-Series, the AP600F and AP655F retain the dual left and right side swing-out operating stations. This feature enables effective communication for smooth truck exchanges, as well as providing good views into the hopper and auger chamber.

Caterpillar's AP600F is a wheeled unit, whilst the AP655F is a rubber track paver equipped with the exclusive Mobil-Trac™ undercarriage. As an option, the AP655F can also be configured with a steel track undercarriage, which is well-suited to applications like runway construction.

The Mobil-Trac System (MTS) features oscillating bogies and a rubber belt. The oscillat-

ing bogies minimise deviations and tow-point movement, leading to smoother mats.

"MTS essentially combines the traction of track pavers with the speed and mobility of wheeled pavers," explains Barloworld Equipment paving industry manager, Johan Hartman. "Enhanced manoeuvrability is another key benefit." (Barloworld Equipment is the Cat dealer for southern Africa.)

Six-wheel drive is available as an option on the AP600F. Six-wheel drive utilises enhanced hydraulics to optimise traction and provide 200 percent more front pull-force over previous models. A front-wheel assist or four-wheel drive option can also be specified, which increases front-wheel pull-force by 50 percent over previous models.

On the AP600F and AP655F units, an integrated 70 kW generator brings the screed heating system up to its optimum temperature within around 15 minutes. This is now the best screed plate heat-up time in the industry for this product class. Reduced heat-up times also translate into lower diesel burn, estimated at around 50% less than the previous D-Series.

During paving production, there is a temperature sensor for each zone. Bolt on screed extensions also have a dedicated sensor. If a sensor fails, it automatically defaults to using the symmetric sensor. The screed can work with one sensor working, which means that paving operations can continue uninterrupted. Machines sold into the southern African market are fitted with either SE50 VT or

SE60 VT XW vibratory and tamper screeds, depending on the application requirements. Caterpillar's exclusive tow-point design optimises screed flotation.

The maximum paving range for the SE50 VT and SE60 VT XW is 8 and 10 m respectively.

Screed plate life is extended with the utilisation of abrasion-resistant steel, which is proprietary to Caterpillar. Screed extensions are equipped with exclusive two-speed proportional control for enhanced responsiveness near obstacles and more precise control on highway applications. A pendant control adjusts the height of the optional hydraulic end-gates, as well as extender width and tow-point height.

Ratio control for the conveyors can now be controlled from the screed: previously, only the operator could perform this function. Likewise, the tractor operator can now adjust mix height for increased flexibility.

Exclusive propel and feeder system settings transfer between stations with the touch of a single switch; and speed, as well as operation and travel modes, are automatically adjusted at both stations. On the control panel there are one touch buttons for 'auto material feed', and 'auto material fill'.

"The auto-fill feeder system alternates between running the augers and conveyors, helping operators build a proper head of material from the start," adds Hartman. 🌟



## MarMAC PLANT HIRE AND KOMATSU:

a dynamic duo



The Martin Fourie Group's MarMac Plant Hire business has achieved enormous growth in little more than a decade and Komatsu is proud to have assisted in the development of this young and dynamic company.

It all began in 2003, when newly matriculated Martin Fourie joined his father in the family's property development business in the small farming town of Balfour, Mpumalanga. A few years down the track the company bought a TLB backhoe loader for a specific project and, upon completion, this valuable piece of equipment stood idle.

So what to do next?

This was the moment Martin's inventive mind kicked into gear, beginning with the leasing of this single unit, the first stage in the creation of MarMac, his flagship plant hire business that has created jobs for more than 70 permanent employees.

Komatsu came onto the scene in 2007, when MarMac invested in four Komatsu WB93R-5 backhoe loaders and a PC350-7 excavator followed, in 2008, with the acquisition of two more Komatsu products, a D65E-12 dozer and a WA150-5 loader.

The greater part of MarMac's business involves the hire and support of equipment to

contractors engaged in building infrastructure for mining operations in the Witbank coalfields, Gauteng and North West provinces.

Service is the cornerstone upon which MarMac has been founded and this relies on key suppliers like Komatsu.

"Our reputation depends on being able to supply our customers with reliable products built by leading brands like Komatsu, which we see as a partner in our business. Our relationship has developed as a result of excellent product support and parts availability," he says.

"Komatsu provides excellent service, and not only keeps in close contact with MarMac but with our hire customers to ensure that their equipment is working at peak performance. This standard of communication and service fosters smooth running and efficient operations and encouraged us to grow our Komatsu fleet with the purchase of a WA320-6 wheel loader and a GD675-5 motor grader."

He adds that the latter purchase was expedited using funding through Rentworks which provided an efficient and speedy service to ensure that the product was available and up and running well in time to meet his customer's deadline.

Martin predicts an optimistic scenario for the remainder of 2015 and stretching into 2016.

"We see some good opportunities coming forward in the near future as our customers are anticipating new and important contracts from various players in the mining industry. This will no doubt, see us expanding our Komatsu fleet still further."

### Unique features of the Komatsu GD675-5 Mobile Grader:

- New 163 kW Tier 3 emissions rated engine
- High pressure common rail fuel injection system delivering outstanding fuel efficiency
- Equipped with an 8-speed fully automatic transmission with a standard torque converter and lockup clutch
- A hydraulic driven cooling fan with reverse function for ease of cleaning of the all new aluminium coolers
- An updated and refined hydraulic system offering exceptional load sensing hydraulics ensuring accuracy and precision while grading
- Fitted with Komtrax, which is Komatsu's remote equipment and fleet monitoring system. 📶



# CITY SURGE IS THE TRUE RENAISSANCE

of the work-at-height industry



According to the United Nations, by 2030, almost five billion people, or 60 percent of the world's population will live in cities. This accelerated urbanisation trend is the key indicator for significant growth in urban and industrial development.

In the context of mega-cities, expansion is no longer outward, it's upward.

Brett Fleming, CEO of Eazi Group, Africa's market leader in work-at-height solutions comments, "This industrial growth underpins the need for a shift in the trend of work-at-height solutions, where safety, efficiency and cost are key."

Recently, Eazi Access Rental landed southern Africa's first JLG 1850 telescopic boom lift that reaches 58.5 m in height, in layman's terms that equates to 17 stories. This colossus is the shape of things to come and reflects the rising volume of projects and tasks being performed at height.

With cities booming across Africa, construction and infrastructure opportunities continue to thrive and legacy equipment like

traditional mobile or tower cranes will be seen for many years. But with technological advancements, Eazi Access Rental has seen the need for smaller nimbler cranes, like the Maeda Mini Crane. With expansion trend being upwards, space becomes increasingly constricted, and this is where this mini crane has no equal. Its specialist lifting capability is unsurpassed, and sports a cost and time performance that's the envy of the industry.

The drive for flexibility and efficiency on site increases demand for mechanical hybrids that would not be out of place in a Transformer movie. Machines like the 3-in-1 Magni telehandler operate as three different solutions: as a rotating telehandler for on-site offloads, as a crane and as an access platform at height.

Another major trend is the demand for increasingly environmentally friendly machines that reduce the risk of hydraulic spills and run on electric supply or low-emission diesel engines.

According to Marcus Green, National Asset Manager for Eazi Access Rental, powering



Brett Fleming - CEO Eazi Group

machines with Lithium ion batteries has now become standard, owing to their efficiency and environmental performance. For these reasons, Green also opts for ac rather than dc drive motors.

The urbanisation push allied with the continued pressure to drive down cost and drive up productivity, has made flexible, mobile elevated work solutions the next generation in construction development, leapfrogging the yester year of scaffolding.

"While traditional work-at-height solutions still remain relevant in many industries, powered access machines and mobile elevated work platforms should be considered as the modern alternative – being more than just a trend, they offer the latest technology with safety, flexibility and efficiency in mind," says Fleming. 🌱



## LONGSTANDING PARTNERSHIP

produces new business



Owing to its regular heavy loading and unloading requirements, laser and plasma cutting specialist Fast Flame has used heavy-duty overhead cranes manufactured by Demag for over 20 years. This working relationship has been further consolidated by a reciprocal business partnership now in its fifth year.

Demag has supplied Fast Flame with all of its 16 overhead cranes, ranging from six-and-a-half to 32-ton cranes. In the past five years, Fast Flame has included crane cutting to its services, thereby prompting further growth for both companies, says Demag regional sales manager Karl Kornberger.

"As part of the ongoing partnership, Demag supplies the material for the cranes, and Fast Flame completes the cutting and delivers the final products back to Demag. This not only saves on costs, but also generates new business and additional earnings," he says.

Fast Flame MD Mike van Zyl explains that heavy-duty overhead cranes are more efficient than forklifts. "Cranes are easier to work with and make the work space more manageable. Demag has supplied us with cranes for over two decades and because of the good service and quality we have received, we are proud to have formed this steady partnership with the company."

Demag services customers in Gauteng, North West, Free State, Eastern Cape and the Western Cape. The company not only supplies the cranes, but also maintains them on behalf of its customers. For those unable to afford the maintenance plan, maintenance training is provided to employees.

"We provide quality service, consultations and offer the right product to our customer. That is what keeps them coming back time and again," Kornberger concludes. 🌟

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## METRIC OFFERS MLS CYLINDER HEAD GASKET SETS

for Cat<sup>®</sup> C13 engine rebuilds

**M**etric Automotive Engineering has made the latest Multilayer Steel (MLS) cylinder head gasket sets for Caterpillar<sup>®</sup> C13 engines from IPD available to the local rebuild market. "The MLS construction features a graphite mating surface treatment," Andrew Yorke, operations director, says. It comprises a heavy-duty, high-temperature steel graphite head gasket bonded mechanically to a perforated steel core.

The Cat<sup>®</sup> C13 is a common industrial engine typically found in stationary engine applications such as drill rigs, compressors and power generation, which all feature a high constant load. The MLS cylinder head gasket set from IPD is designed specifically for Cat<sup>®</sup> C13 engine overhauls.

"What IPD has done is provide additional thickness on the head gasket. This compensates for the fact that when an engine's major components are overhauled, they are skimmed and height is lost on the block, which a critical dimension," Yorke says.

The fact that it has a graphite layering makes it far more tolerant of extreme heat conditions and therefore prolongs engine life. This is important in African operating conditions, where engines tend to run at higher temperatures.

Metric Automotive Engineering represents IPD in the local market, a leading after-market provider of engine components for heavy-duty diesel and natural gas powered engines based in the United States. IPD has been synonymous with quality, innovation and service since 1955. Its Caterpillar replacement parts are manufactured in a Lloyds accredited ISO 9001:2000 quality controlled environment.

Metric Automotive Engineering is South Africa's most comprehensively equipped heavy diesel engine and component re-manufacturer. Established as a family business in 1969, the company has a strong ethos of investing in quality equipment and expert personnel. This attitude towards customer service and constant product innovation has



sustained the company since its inception. Metric Automotive Engineering can refurbish large diesel engine components and offers services such as cylinder head remanufacture, cylinder block line boring, milling, honing and boring, camshaft grinding, crankshaft grinding, engine assembly and dynamometer test.

Subsidiary, Reef Fuel Injection Services offers Bosch, Delphi and Denso approved fuel injection services and is acknowledged as the specialist in CAT fuel systems. ♻️

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## HEAVY HAULERS IN NORTH AMERICA

go for the Faymonville HighwayMAX



Just a few weeks after the market launch of the new HighwayMAX in North America, the first conclusion is impressive: some of the leading companies in the North American transport sector acquired this brand-new product from the Belgian manufacturer and it lives up to their expectations.

Specific requirements need specific solutions, which is why Faymonville proposes a trailer that has been designed for special commodity transport on the roads and highways of North America. It complies with national regulations with regard to axle group dimensions, thereby allowing maximum payload. The trailer has been called HighwayMAX and it is an extendable on-road heavy haul trailer with nine hydraulically steered pendular axles and a technical payload of 260 000 lbs.

And the list of new customers that has ordered a HighwayMAX from Faymonville gets longer and longer: Sarens, Berard Transportation HO, Global Specialized, Penney, Steve Sharp or Capital City HO – big transport companies were convinced by the quality and the technical know-how behind this new product.

"With its pendular axles with a stroke of 23.6" and a turning angle of +/-60 degrees, the HighwayMAX is unique in North America" says Paul Hönen, while emphasising the pioneering role of Faymonville with this trailer. "The fully metalised frame ensures the best corrosion protection available on the market. The extremely high demand for this new commodity in the USA and Canada highlights its innovative character".

The sophisticated technology and user-oriented developments are the manufacturer's trademark. "Customers appreciate the unparalleled quality of workmanship. Our products also have improved characteristics with regard to handling and technology. The trailer can be easily retracted to attain a truck/trailer total length not exceeding 90', which eliminates the need for escorts", which is the positive feedback about the 'newcomer' from Belgium that Paul Hönen receives on a daily basis.



The technical features ensure maximum transport efficiency and contributes to transport safety. All axles allow for a narrow turning radius for maximum maneuverability. The hydraulic and mechanical 5<sup>th</sup> wheel load adjustment allows for maximum operational flexibility, as well as hydraulic gooseneck compensation with the first axle group. 🌀

# ISUZU TRUCK SOUTH AFRICA

raises the bar with recent acquisitions



Isuzu Truck South Africa can be justifiably proud of its progress in the market since its inception in 2007. The steady growth in its market share is a result of the planned introduction of new models with innovations that have created niche markets for themselves in certain sectors of the industry. This strategy has proved positive for the company as it has weathered the roller coaster conditions of the past few years to stand today as one of the leading truck brands in the country.

A milestone in the short history of Isuzu Truck SA that further enhances the company's progress is the production facility in Port Elizabeth, which was upgraded last year and which will, during the third quarter of 2015, reach a total of 30 000 units produced, since the inception of Isuzu Truck South Africa just over seven years ago.

With this solid background, Isuzu Truck South Africa, with the full support of the Isuzu Leadership in Japan, has developed new

strategies and set new business plans in place to take the company to the next level. This will consolidate its position and enable it to provide completely integrated solutions for current and future customers for the lives of their trucks.

The strategic move is to consolidate the business model by evolving from a commercial Original Equipment Manufacturer (OEM) to an enterprise-type business. This evolution requires certain acquisitions to provide customers with a one-stop shop order capability.

The first of the positive plans to expand the current scope of business in South Africa includes the acquisition of Port Elizabeth-based KANU Commercial Body Construction (Pty) Ltd and Automotive Chassis Technologies (Pty) Ltd (ACT) in a 100% buyout of each entity, effective from August 2015, making KANU and ACT fully fledged subsidiaries of Isuzu Truck South Africa. KANU focuses on rear end truck bodies and

new product development, while ACT is an extension of the Isuzu Truck production line, focusing on chassis customisation. KANU is not a traditional body builder, but more of a project facilitator or manager for the Isuzu Truck broader dealer and customer environment.

The relationship dates back to the early '80s when GM needed chassis modified on Isuzu TLD products and the 'Can Do' approach, which is instilled in both KANU Body Construction and ACT, made them the ideal partners for Isuzu Truck SA in the body building, chassis modification and refurbishment markets. In the past years ITSA has utilised at least 80% of the body building capacity of these facilities.

The origins of KANU go back to 1982, when it was established as Southern Star Engineering and grew to be a noteworthy manufacturing company in its 29-year history. In 2012 the name was changed to KANU Commercial Body Construction, as the share-





**Sipho Sandla (General manager KANU/ACT) and Craig Uren (COO Isuzu Truck SA)**



**The economic pressures currently faced by the country require bold moves by industries in general.**

holders had ambitions of keeping pace with changing times by entering a programme of diversification. This they did, embarking on new business ventures that allowed them to enter other sectors where synergies permitted them to realise these ambitions. KANU's core strengths are its expertise and confidence in its products, not forgetting the innovative capabilities that make it a market leader.

The strategic objective of both KANU Body Construction and Automotive Chassis Technologies is to grow as a force in the manufacturing industry by expanding their customer bases in order to better utilise available infrastructures, thereby maximising efficiencies to the mutual benefit of themselves and Isuzu Truck South Africa.

The manufacturing facility at KANU/ACT consists of various departments, each specialising in a different aspect of manufacturing. The design office is the pulse of the company, which extends to Quality Control, Press Shop, Paint Shop, Fabrication Shop, ACT Truck Conversion and Customising Shop, Assembly Shop and Final Buy-off.

KANU and ACT have both been ISO9001 accredited for a number of years. However, this current industry standard will be enhanced with the implementation of the Japanese philosophy of the Kaizen principles; the greatest impact is led by senior management as transformational projects, or by cross-functional teams. One of the most notable features of Kaizen is that big results come from many small changes accumulated over time. These changes will be developed into the current Standard Operating Procedures (SOP), with further efficiencies and productivity improvements to be made. This is not an event, but a continuous process.

The current workforce at KANU/ACT numbers 75 personnel of which approximately half are employed on a contract basis. Sipho Sandla, until recently the production plant manager, has been appointed General Manager, with overall responsibility for the KANU/ACT operation in Port Elizabeth. Sipho is no stranger to the automotive industry and comes with vast experience, spanning 23 years, in all aspects of automotive

engineering and assembly line operations. Having graduated with a Higher Diploma in Mechanical Engineering (B.Tech) in 1991, Sipho Sandla has been instrumental in ensuring that the high standards of assembly as required by Isuzu Trucks, Japan, have been maintained in the local product.

The economic pressures which the country currently faces require bold moves by industries in general.

Isuzu Truck South Africa remains a dominant player and will continue to progressively gain market by being innovative in its approach to customer centricity. 🌟

## MERCEDES-BENZ SOUTH AFRICA

supports Aspen Logistics in the quest for employee wellness



Preferred specialist provider to the Fast Moving Consumer Goods (FMCG) market, Aspen Logistics demonstrated its unrelenting commitment to its drivers by launching its Fleet Owner Workplace Programme, designed by Mercedes-Benz South Africa (MBSA) and its partner organisations – Corridor Empowerment Project (CEP) and Trucking Wellness.

Aspen Logistics operates a large Freightliner fleet and transports temperature-controlled and dry products on behalf of clients that supply to major retailers. With years of exceptional service under its belt, as well as values that revolve around transparency and a team-based approach and integrity in all dealings, it was only a matter of time before the company formalised its wellness programme.

“We are incredibly excited to be one of the companies selected by MBSA to pioneer such a valued initiative. Our strategic partnership with MBSA and Trucking Wellness on this project will assist Aspen to leverage off the platform created through the Fleet Owners Workplace Programme to drive our own internal wellness initiatives and programmes,” says Sujen Padayachi, Managing Director of Aspen Logistics.

“Aspen is passionate about our people, who are really our most precious assets. We operate within an extremely demanding and fast-

paced industry and the challenge for us as an organisation is how we navigate meeting the demands of our industry whilst ensuring the well-being of our people. It is in how we align our policies and procedures to ensure that we create an environment where our employees are cared for in the best possible way so that they can flourish in every way. The Fleet Owners Workplace Programme is one such platform that we will passionately drive within our business,” he says.

MBSA is a global leader in employee wellness, with a string of local and international awards, most notably the International Business Association Stevie Award in 2004 and 2010. Collaboration remains an important catchphrase for MBSA as the company strives for the sustainability of the transport sector in South Africa, with employee wellbeing as a key contributor.

Key outcomes of the Fleet Owner Workplace Programme are:

- Increase understanding around, and reduce the impact of, HIV and AIDS and other lifestyle diseases.
- Increase capacity to prevent and manage disease.
- Benefit employee health, life expectancy and job retention.
- Information, education and screening around health issues Assist fleet owners to develop, implement, monitor and

evaluate a sustainable Workplace Wellness Programme (including the development of policies, systems and processes).

The MBSA Fleet Owner Workplace Programme assists fleet owners such as Aspen Logistics to take a holistic approach to employee health and wellness, based on proven models.

“Collaborations such as this one between MBSA and Aspen Logistics are crucial as we strive for the sustainability of the transport sector in South Africa, with employee wellness being our priority,” says Kobus van Zyl, Executive Director: Daimler Trucks & Buses.

“This initiative is truly tremendous in that it places truck driver health and safety firmly on the centre stage. Our drive for excellence translates into benchmark achievements in the field of occupational health and safety. However, pockets of excellence can never be sustainable so, for more than two decades now, we have made it our mission to share the lessons we have learned around employee health management with businesses and communities around us. This is based on our own first-hand experience of the benefits of a healthy workforce to the sustainability of all businesses involved. This is an initiative that we are backing fully, as we realise that healthy truck drivers mean a healthy road transport industry,” says Van Zyl. 🌱



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## MAN'S NEW EURO 5

flagship makes its African debut



**H**aving notched up a string of fuel efficiency benchmarks since its release in Europe in 2008, the Euro 5 MAN TGX 26.540 6x4 BLS (XLX) Efficient-Line truck-tractor has now made its official debut in southern Africa at a recent launch held at MAN Truck & Bus SA's Pinetown assembly plant.

"Equipped with leading-edge driveline and cab technologies, the MAN TGX 26.540 Efficient-Line will bring proven economy, productivity and safety enhancements to the long-haul truck transport industry operating across sub-equatorial Africa," says Geoff du Plessis, Managing Director, MAN Truck & Bus (S.A.).

"Powered by the legendary MAN D26 common-rail diesel engine, the 540 hp/2500Nm TGX 26.540 gives long-haul operators an additional 60 hp over MAN's SA long-haul stalwart, the TGS 26.480 6x4 BLS (LX). With an extra 200 Nm of torque and a Euro 5 emissions rating, the TGX 26.540 BLS uses selective catalytic reduction (SCR) technology and AdBlue<sup>®</sup> to lower carbon and other toxic

emissions, making it a bona fide next-generation long-haul truck-tractor, designed to meet the ever-more stringent demands of the local market," explains du Plessis.

"Initial testing of the TGX 26.540 BLS in South Africa by MAN ProfiDrive has shown comparable fuel efficiency to current TGS long-haul truck-tractors. An encouraging two-litre per 100 km diesel saving compared to other local truck models was achieved and, thanks to the TGX's extra power and torque, shorter trip times and therefore, greater productivity were achieved," adds du Plessis.

Considering southern Africa's mountainous topography, the ability for a long-haul truck-tractor to safely ascend and descend steep gradients at optimum speeds is a primary purchasing criterion for long-haul operators and the TGX 26.540 boasts a host of driveline technologies that enable benchmark average speeds.

Coupled to the D26 powerplant is a 12-speed MAN TipMatic automated manual transmis-

sion that effectively keeps engine speed at optimum rpm (in the 'green band') without the driver having to manually change gears.

The aerodynamic design of the TGX Efficient-Line cab (fitted with drag-reducing aerokits), plus a low power-consumption electronically managed compressor (APM) and an energy-efficient EcoLife alternator, bring additional automated fuel savings to the vehicle.

"The TGX braking system is the latest incarnation of MAN's BrakeMatic technology, which includes a hydrodynamic PriTarder that combines an electronically controlled engine valve brake (EVBeC) with a Voith Aquatarder. This combination of braking technologies produces an extra 110 kW of braking power over the TGS 26.480 and, by blending and re-blending the EVBeC with the service brakes, delivers more braking capacity and better engine cooling across a wider speed range. The MAN PriTarder<sup>®</sup> is particularly effective at slower speeds, making hill descents safe at 60 km/h under a full load," adds du Plessis.





Geoff du Plessis, Managing Director



Riaan Manser



Additional standard safety features include a Lane Guard system (LGS), Adaptive Cruise Control (ACC) and an emergency stopping signal (ESS), along with EBS, ASR and ESP.

Despite the many technology-enabled efficiency tools in the new MAN flagship, the TGX pays equal attention to the comfort, efficiency and safety of the driver.

"The TGX is equipped with the roomiest cab ever released in southern Africa, the XLX, which boasts an extra 200 mm of width and full standing height. It is a true long-haul home-from-home, with extra-wide double bunks and all the latest comfort features, from air-conditioning to a hi-tech media system with Bluetooth functionality," adds Dave van Graan, Head of Truck Sales at MAN Truck & Bus (S.A.).

The TGX in-cab tech array also includes an axle-load display (aka on-board weighing system) for both truck and trailer and features MAN TeleMatics (a fully-fledged Fleet Management system) with touchscreen navigation capability. Driver training is undertaken by MAN's proprietary ProfiDrive programme

that includes modules from 'basics' to advanced and specialised applications.

"The long-haul truck transport industry in southern Africa is the primary logistics service provider in the region and a central player in its economic development. Keeping truck transport sustainable and cost competitive is therefore of primary importance to the region's development.

"Euro 5 SCR technology lowers fuel consumption and thus, limits carbon emissions. Advanced driveline technologies powered by the 540hp/2500 Nm engine enable better average speeds with fewer gear changes and service brake applications, all leading to lower maintenance costs and vehicle downtime.

"The TGX definitely 'checks all the boxes' on the long-haul operator's wish list and we at MAN Truck & Bus SA are confident it will set the new benchmark in this sector of the trucking industry," concludes van Graan.

To prove the outstanding long-haul capability of the MAN TGX 26.540 EfficientLine, MAN

will undertake a 14 500 km road trip across 10 southern African countries over 52 days, commencing at the Pinetown launch.

Piloting the TGX in the One MAN Kann odyssey will be celebrity adventurer and explorer, Riaan Manser (trained by ProfiDrive), and a professional MAN long-haul driver, Nduna Chari, one of MANLINE's best long-haul drivers.

The journey will take the TGX to MAN's dealerships and partner fuel suppliers across the region and, using MAN TeleMatics, will be constantly monitored for benchmarking purposes.

The truck will be used as a link across sub-Saharan Africa to transport necessary malaria preventative equipment such as mosquito nets and other malaria prophylactics. This initiative is in partnership with Roll Back Malaria.

An experienced television production crew will film the journey in its entirety, documenting on-road experiences and the many events scheduled on the itinerary. 🌍



## VERSATILITY MADE TO ORDER

in the new Mercedes-Benz Vito



Offering tangible external strengths, maximum benefit and low costs, the Mercedes-Benz Vito is a versatile and real professional among mid-size vans with a permissible gross vehicle weight of between 2.8 and 3.05 tonnes. Although it offers a high payload, the purchase price and maintenance costs are exceptionally low.

From skilled crafts and trades to retail, service providers and shuttle services - the new Vito is truly one vehicle for all. The Vito panel van is available with two different drive systems and with up to 1344 kg of cargo capacity, it has the highest payload in its class.

Meanwhile, the Mixto combines the advantages of a panel van with those of a people mover, referred to as the Tourer. The Tourer sees Mercedes-Benz opening an entirely

new chapter in passenger transport. There are two versions available: the versatile Vito Tourer PRO and the premium Vito Tourer SELECT. By virtue of this complete model family, the Tourer can be tailored to accommodate all types of passenger transport.

The new Vito creates an assertive and unmistakable impression but its design is not an end in itself. Even at first glance the new Vito's bodywork exudes high quality and both drivers and occupants get the impression the vehicle can handle any task thrown at it.

Design is also critical when it comes to the Vito's shape, and with a Cd value of 0.32, wind resistance is low, reducing fuel consumption and improving performance.

Now completely redesigned, the new Vito's

cockpit is exemplary in terms of its functionality and ergonomics. Symmetrical in its fundamental form, the structure is clear and uncluttered for maximum operational safety. The cockpit has a high-quality look for this vehicle class. Both the driver and passenger are comfortably seated in the new Vito and benefit from more space than before.

During development the stowage concept received plenty of attention. After all, for many drivers the new Vito is their office as well as a living space too.

'One for all' is something that applies to the new Vito's drive system in particular. The Vito is the brand of choice when it comes to rear and front-wheel drive.

The correlation is clear: the new front-wheel drive system in the range is very light. When





unladen or carrying only a light load, front-wheel drive offers better traction. The front-wheel drive is made for operations with maximum payload at low to medium gross vehicle weights. This is crucial for keeping the running costs as low as possible.

The front-wheel drive Vito has a transverse-mounted, compact four-cylinder engine with a displacement of 1.6 litres and is available in the Vito 111 CDI with 84 kW.

In cases where demands on performance are higher, use will be intensive, gross vehicle weights are high or trailer towing will be demanding, the right choice is the new Vito with rear-wheel drive and four-cylinder engine with a 2.2-litre displacement. It is available at three power output levels: the Vito 114 CDI with 100 kW; the Vito 116 CDI with 120 kW, and the Vito 119 BlueTEC, rated at 140 kW.

The six-speed manual handles power transmission as standard but the 7G-TRONIC PLUS automatic transmission with torque converter is optional for the Vito 114 CDI and Vito 116 CDI and standard equipment on the Vito 119 CDI. For vans, it is the world's only automatic transmission with torque converter and seven gears.

From the transmission and low-friction rear axle to the electromechanical steering and auxiliary units - the engineers designed the new Vito for maximum fuel efficiency.

The Vito BlueEFFICIENCY is economical when it comes to fuel use. This package is available for the new Vito with rear-wheel drive and is standard on the 116 and 119 Vito Tourers with automatic transmission. The certified figure of 5.7 litres per 100 kilometres for the Vito 116 CDI BlueEFFICIENCY is unmatched in this vehicle category.

Whatever the engine variant, every new Vito benefits from long service intervals of up to 40 000 km or two years.

Mercedes-Benz Vans continues to escalate the Vito's value and decrease its total cost of ownership by increasing the Tourer and Mixto service plans from the previous 5-year/90 000 km to an unprecedented 5-year /120 000 km service plan for all derivatives of the new Vito. It is also available on Mercedes-Benz Financial Services' industry-leading leasing agreement Agility, and is offered with CharterWay, the manufacturer's range of maintenance plans. ☼





## FASD – A PROBLEM that employers can help to address in the workplace

By Rhys Evans, Director of ALCO-Safe



**G**lobal health organisations warn of the dangers of alcohol abuse during pregnancy, as drinking can cause a wide range of health problems that may continue well into adulthood. Despite doctor recommendations to abstain from alcohol during pregnancy, however, in South Africa drinking during pregnancy remains a problem. Employers can help to curb FASD by implementing comprehensive and holistic alcohol abuse programmes within their organisations, with a combination of effective education and strict policies, backed up by periodic testing for alcohol consumption.

In fact, statistics estimate that nearly one million adults and children suffer the on-going effects of maternal alcohol consumption during pregnancy. The most well known of

these is Foetal Alcohol Spectrum Disorder (FASD), a term that covers a range of issues, all of which are characterised by numerous behavioural and developmental problems. FASD is a lifelong illness, but is one that is entirely preventable by limiting or eliminating alcohol consumption during pregnancy. Many women in South Africa are unaware of the ill effects that their drinking has on their baby as a result of lack of education.

FASD is most frequently the result of heavy drinking or binge drinking every day throughout pregnancy, which is sadly a reality for many of those addicted to alcohol. The condition often produces infants with mental deficiencies as well as physical deformities, in particular of the head, face, limbs, heart and central nervous system. Even if a





**Rhys Evans**

In South Africa, the Foundation for Alcohol Related Research (FARR) has reported a steady increase in the occurrence of FASD in school-entry children. The 2001 prevalence rates indicated an alarming frequency of FAS at 8.8 % in the Western Cape. Other studies in Gauteng have reported a commonness of 2.2 % in Soweto, 1.2 % in Lenasia and 3.7 % in Westbury. Recent research also completed by the FARR in the Northern Cape revealed an increase of 10.2 % in this area. FASD is clearly a significant problem, caused entirely by the abuse of alcohol, which affects on average one in every 50 South Africans.

Although alcohol abuse is often regarded as a social issue, the problem goes much further than this, having an on-going negative economic impact. It also affects employers of alcoholics, resulting in lack of productivity, potential health and safety violations, increased number of sick days and more. When adding pregnancy to the mix, and considering the dire consequences of drinking throughout a pregnancy, companies need to increase their efforts to assist to reduce these incidents.

This requires first and foremost for employers to implement comprehensive education programmes around the dangers of alcohol abuse, particularly while pregnant. In addi-

tion, policies should be implemented to ensure that employees are sober during working hours, and come to work sober. This not only helps to curb excessive consumption, it also makes the workplace safer for all employees, including pregnant women. These policies should be backed and enforced by regular testing for alcohol consumption using breathalyser equipment.

The effects of FASD are permanent and affect sufferers their entire lives, while also having a negative impact on the economy and communities. This entirely preventable condition can only be curbed by reducing maternal alcohol consumption during pregnancy, and employees can play a significant role in this. Through education and comprehensive policies backed by regular testing, alcohol abuse in the workplace and at home can be significantly reduced. There are a variety of solutions available to suit a variety of needs that can curb alcohol use in the workplace and deliver significant benefits where the health of female employees is a crucial consideration. 🌱

physical deformity is not evident, babies with FASD are likely to have problems in later life including vision, learning, behavioural and social issues.

In addition, it has been observed that sufferers of FASD generally lack the ability to make sound judgements, and they are more likely to suffer from mental disorders, including attention deficit hyperactivity disorder (ADHD), depression and anxiety. Further to this, FASD sufferers are more likely to develop a drinking problem of their own, perpetuating the cycle.

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## MEMORANDUM OF UNDERSTANDING BETWEEN THE INSTITUTE FOR IWH PB AND ISPON

The IWH had the opportunity to visit ISPON Nigeria in May this year to start discussions and share common interests with regard to introducing safety measures for persons working at height in both countries. ISPON indicated that it was interested in the standards South Africa is using with regards to the training and registration of W@H practitioners.

Dr Nnambi Iloduba (National President, Institute of Safety Professionals of Nigeria) and Eng Timothy Chimezie Iwuagwu (Chairman, Lagos State Branch, ISPON) visited SA in July 2015 to sign a Memorandum of Understanding (MoU) with the IWH.

The Institute of Safety Professionals of Nigeria (ISPON) is Nigeria's largest Safety Professional body for individuals involved in Occupational Health and Safety practices, individuals involved in maintaining standards, providing impartial and authoritative guidance and HSE trainings.

The purpose of the MoU is to create a framework for reciprocity that will enable each organisation to benefit from the common activities in relation to the training and registration of Working at Height practitioners in Nigeria.

As Nigeria has no current standards with regards to the training of people working at height, it is specifically interested in adopting the current NQF standards for Rope Access and Fall Arrest practitioners. The IWH indicated its eagerness to assist ISPON in this venture as part of its objective of transferring skills and experience to colleagues in the rest of Africa.

The IWH PB sees its role as assisting ISPON to set up and implement functions similar to those of the IWH PB to all its work at height practitioners in Nigeria.

## KUBOTA MINI EXCAVATORS FOR MINI LOADERS PLANT HIRE

David Shelley, managing director of leading plant hire company Mini Loaders Plant Hire, says he is pleased with the performance of the Kubota mini excavators that he acquired from Smith Power Equipment (SPE).

David has been in the excavation rental business since 1994 and concentrates on compact excavators of five different sizes and telescopic handlers from compact to high-reach.

"I originally met with SPE and its Kubota representatives from Japan to discuss the specs we required and they were cooperative in this regard. The main issue was we were not interested in glass cabs as these tended to break in the harsh conditions we work in. We got our Kubota excavators supplied ROPS approved and they are working safely on our site and the operators work in a comfortable environment with better all-round visibility," says David.

He adds that that these machines are being used by major South African contractors on several JRA road and bridge upgrades and also on the development of the Rea Vaya bus rapid transit (BRT) infrastructure.

David says that one of the advantages of the Kubota excavators was that he was able to do some modifications, specifically attaching his own quick-hitch system which allows him to quickly interchange buckets of various sizes with demolition hammers. "We do a lot of demolition work and the ability to change from bucket to hammer quickly is a major advantage for us in terms of productivity," he says.

He also praised the Kubota's boom-



swing, which allows the mini excavator to operate without having to move while the zero tail-swing radius always keeps the mini excavator within track-width when swivelling. "These features enable operation in tight and confined spaces," he says.

The integration of the boom and zero tail swing radius was a game-changing technology for Kubota.

In terms of these two crucial features, Tom Bloom, SPE General Manager, construction equipment division, says they, in addition to Kubota's dominant position globally in the field of compact industrial diesel engines below 100 HP, have made its successes in the mini-excavator market unparalleled. "By the end of 2008, Kubota had sold more than 340 000 mini excavators and since then it has enjoyed the No.1 market share worldwide.



**Eng Timothy Chimezie Iwuagwu (Chairman, Lagos State Branch, ISPON) on the left, Mr Brian Randall (president of the IWH), and Dr Nnambi Iloduba (National President, Institute of Safety Professionals of Nigeria) and**

It is envisaged that cooperation in this respect will help both organisations to pursue their respective goals and will assist in avoiding any unnecessary duplication or inconsistency of work and publications.

The collaboration of both organisations should enable each organisation to better achieve its objectives. As a consequence, the IWH PB and ISPON agree to have a pro-

gramme of cooperation, which will include agreed actions and initiatives in terms of sharing and exchanging information to enhance their respective impact on issues and topics where both organisations have a common interest.

Mr Brian Randall (president of the IWH) signed the MoU on behalf of the IWH.



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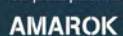
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