

# CAPITAL EQUIPMENT NEWS

Everything on mining and construction equipment  
FEBRUARY 2016



## MAN CLA A TRUCK FOR ALL REASONS

MERCEDES-BENZ  
ECONIC TIPPERS  
OFFERS SAFETY.  
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**MATERIALS HANDLING:** Goscor supplies Boxer Super Stores

**CONSTRUCTION:** Babcock opens Middelburg facility

**TRANSPORT:** Volvo Trucks press day

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**COVER STORY: MAN CLA – a truck for all reasons**

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#### Editor:

Pierre Sanson  
capnews@crowns.co.za

#### Advertising manager:

Claudia Bertschy  
claudiab@crowns.co.za

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Anoonashe Shumba

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Tel: (011) 622-4770

Fax: (011) 615-6108

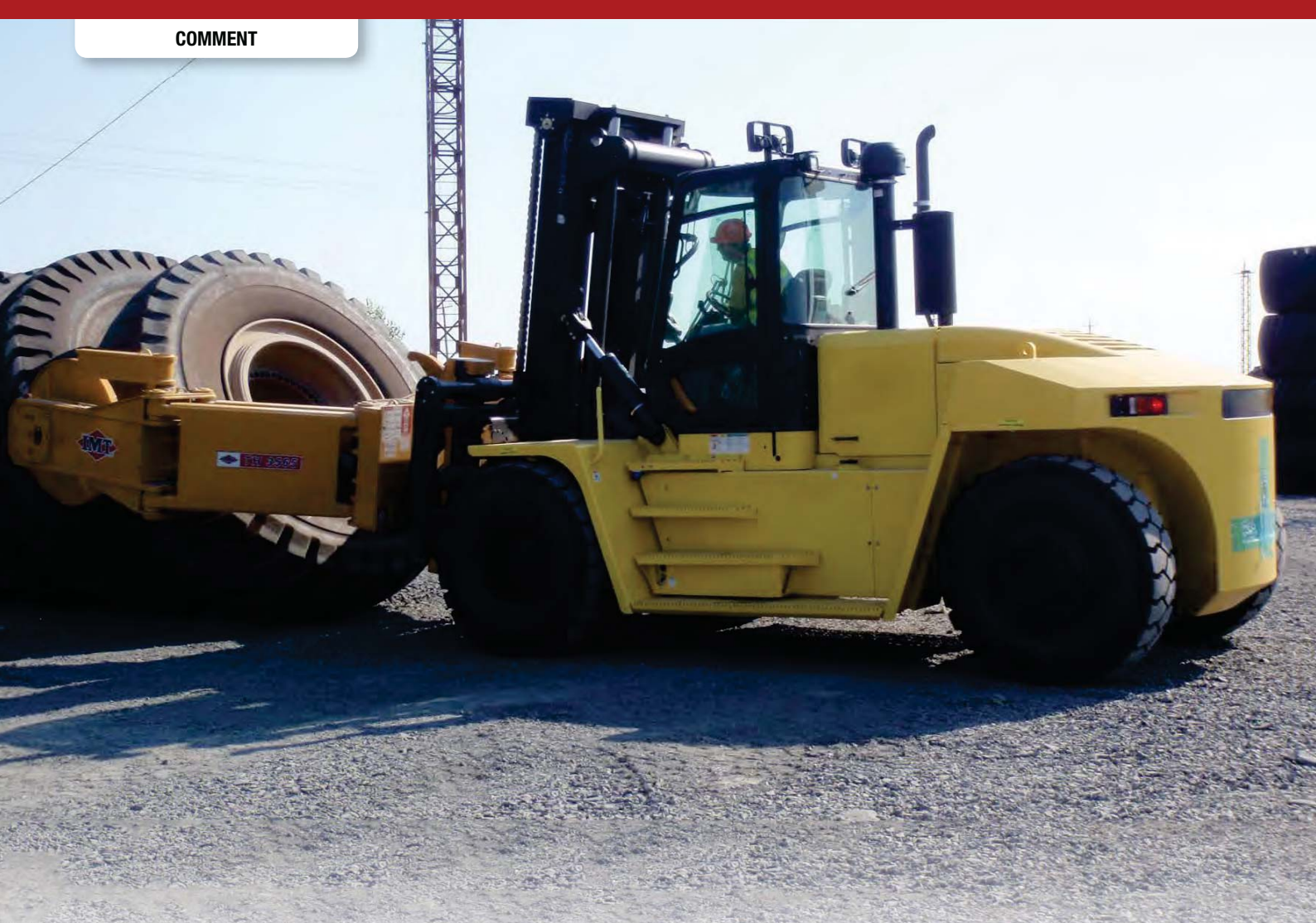
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## MATERIALS HANDLING

### SOLUTIONS THAT MAKE SENSE

Technology has improved over time to ensure that forklift trucks, winches, cranes and all manner of materials handling equipment operates safely. However, advanced technology of equipment isn't the only solution. The most critical area of materials handling still requires know-how when it comes to accurate selection, operating and maintenance.

During economic hard times fleet managers have several options when it comes to equipment maintenance. One is to be extra diligent in making sure preventative maintenance gets done so they don't have to pay extra for unexpected downtime. Another is to save the time and cost required for periodic maintenance and deal with issues as they occur, possibly rely on underutilised equipment as back up for replacement.

Cost saving exercises is the most popular avenues that companies adopt when times are tough and one of the ways used by many companies is to partner with their equipment

supplier, especially if they can provide a full service from financing to maintenance. The fundamental business changes customers experience through expansion, consolidation, mergers and acquisitions, provide opportunities for equipment suppliers to be creative and innovative to remain linked to their clients. The goal is for materials handling companies to help their clients to become more productive using their equipment, their parts and their services, specifically by suggesting savings opportunities as they discover them within their operation. These suggestions can stretch from maintenance and operational improvements to facility changes, material flow and operator education as well.

Financing flexibility is another key area, considering the economic insecurity many business people still feel. Customers are looking for more flexible options in acquiring equipment other than straight purchases or the traditional leasing options.

Rather than straight rental it may be an op-

portunity for materials handling companies to offer usage programmes with flexibility to change or return equipment during the contract period. Customers are looking more towards access to materials handling versus ownership, which is a means towards a healthier balance sheet and operational flexibility.

Service is expanding beyond mere equipment upkeep to ensuring the right equipment is used for the application which is a major factor in ensuring that the equipment is not operated beyond its safety design criteria, thus reducing unnecessary failures to the equipment as a result and also extending its economic life.

With the spectrum of service requirements broadening, purchasing decisions are moving further up the line to the CFO levels that are no doubt looking at the short term benefits at the right price.

Pierre Sanson, Editor

# MASSIVE SPECIALS



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**RB816**

## **RB816 WHEEL LOADER: R365 000.00**

RATED LOAD	:	1 600 Kg
BUCKET CAPACITY	:	0,95 m <sup>3</sup>
BREAKOUT FORCE(STD BUCKET)	:	52 kN
OPERATING WEIGHT	:	5 500 Kg
FUEL TANK CAPACITY	:	80 L
ENGINE & MODEL	:	Yto YT4A2-24
RATED POWER (kw(hp)/rpm)	:	55.(75)/2400



**LG250T**

## **LG250T FORKLIFT: R165 000.00**

RATED CAPACITY	:	2 500 Kg
RATED POWER	:	36.8 kW
STANDARD MAX LIFTING HEIGHT	:	3 000 mm
MIN. TURNING RADIUS	:	2 300 mm
MAX TRAVELING SPEED Km/h (F/R)	:	20/18.5



**LG350T**

## **LG350T FORKLIFT: R179 500.00**

RATED CAPACITY	:	3 500 Kg
RATED POWER	:	36.8 kW
STANDARD MAX LIFTING HEIGHT	:	3 000 mm
MIN. TURNING RADIUS	:	2 530 mm
MAX TRAVELING SPEED Km/h (F/R)	:	20/18.5



**RB936**

## **RB936 HYDRAULIC EXCAVATOR: R2 300 000.00**

OPERATING WEIGHT	:	34 000 Kg
BUCKET CAPACITY	:	1.6 m <sup>3</sup>
FUEL TANK CAPACITY	:	580L
ENGINE & MODEL	:	Cummins 6C8.3
RATED POWER(kw(hp)/rpm)	:	197(265)/1 950



**RB312**

## **RB312 SKIDSTEER: R450 000.00**

RATED LOAD	:	1 230 Kg
ENGINE & MODEL	:	Kubota V3600-T-E3B
ENGINE POWER	:	63kW / 2600rpm
BREAKOUT FORCE	:	25.9 kN
TRAVEL SPEED F&R	:	11,8 km/h
OPERATING WEIGHT	:	3 700 Kg
FUEL TANK CAPACITY	:	91L
BUCKET CAPACITY	:	0,54 m <sup>3</sup>
TYRE SIZE	:	12 X 16,5

Head Office • 2 Tungsten Street, Ekandustria, Bronkhorstspuit. South Africa  
 T +27 (0) 13 933 3643 / +27 (0) 13 933 3833 • F +27 (0) 13 933 3644  
 email: sales@rondebult.co.za • web: [www.rondebult.co.za](http://www.rondebult.co.za)



## MAN CLA

# A TRUCK FOR ALL REASONS

By Pierre Sanson

**T**he MAN CLA is specially adapted to geographical requirements and the type of work for which it will be used. Whether as a distribution vehicle, a construction tipper or a transit mixer – the MAN CLA meets the various demands of building sites and distribution traffic, as well as surface mining, waste management and other heavy duty applications.

Built in India by MAN Truck India (MTI), the CLA incorporates advanced German technology that has spent decades being developed and improved. Based on the proven MAN F and M2000 series, the components used in the CLA are respected for their long service life and ease of servicing. The CLA range was extensively tested under Southern Africa conditions in 2007 prior to its official market launch locally in 2008 and since then has undergone numerous technical innovations to ensure optimisation of performance in construction and distribution sectors, the target markets.

The combination of reliable and easy-to-service technology built into the MAN CLA qualifies it for markets that require a 'no frills' workhorse that offers European type technology and performance with a lower cost of ownership.

The MAN CLA range consists of three basic types, Freight Carriers, Mixers and Tippers with different configurations to meet the demands of the different applications. The choice of engines is limited to two derivatives of the MAN D0836, six-cylinder, 6.9 litre turbocharged and intercooled versions. The 280 hp @ 2400 rpm and 1100 Nm torque @ 1300 – 1700 rpm, common rail electronically controlled fuel injection system complying to Euro III emission norm suitable for the mixer, tipper and 6x4 freight carrier applications and the 220 hp @ 2400 rpm and 800 Nm torque @ 1200 – 1600 rpm mechanical direct injection fuel system, Euro II fuel emission levels deployed for the 4x2 freight carrier range.

The gearbox options also vary according to the application. The 6x4 (280 hp) freight carrier, mixer and tipper chassis share the ZF 9S-1110, manual 9-speed synchromesh transmission incorporating overdrive and a crawler gear whilst the 4x2 (220 hp) freight carrier is equipped with a ZF 6S-850 on the earlier models and a recently introduced Eaton ESO 9306, manual 6-speed synchromesh transmission which incorporates an overdrive. The use of an overdrive transmission instead of a direct drive has proven benefits in fuel consumption for the target market segments as the optimised driveline configuration of the CLA gives the unit a wider green band.

Both the mixer and tipper stand out by virtue of their heavy duty and robust construction and share a common technology to ensure they are well adapted to the country's working conditions. The deeper rear axle ratio of 6.73:1 used in both tipper and mixer derivatives allow for better transfer of torque at the driving wheels in challenging operating terrains.

The front axles are heavy-duty MAN FM-8 dropped- forged (mixer chassis) – and straight (tipper chassis) forged I-beams with drum brakes and utilise maintenance-free unitised hub bearings. The rear axles are MAN H9 -13120 planetary, incorporating



hub reduction and offering higher ground clearance. An inter-axle differential lock plus a stabilizer on the rear axle ensures superior traction in soft underfoot conditions.

Braking on the CLA is by means of S-Cam, dual circuit compressed air actuated drum brakes. With a drum diameter of 410 mm, assisted by the anti-lock braking system (ABS), the CLA is able to come to a stand-still safely under most braking situations. As an added precaution, all CLA's have a MAN patented Exhaust Valve Brake (EVB) for auxiliary braking assistance.

The chassis of the CLA mixer and tipper has design parameters that are specific to heavy duty on/ off-road applications. Extra strong ladder construction and special high-strength steel provide high torsional and bending strength capabilities. Further the chassis is specially treated for corrosion, complemented by cast iron brackets for cross members.

The MAN CLA 4X2 Freight Carrier, although of lesser horsepower, is built with the same design construction as the mixer and tipper but by virtue of its distribution and occasionally long haul applications, is equipped with the Meritor MS-14 single reduction hypoid rear axle. Other changes to the specification are the mechan-

ical fuel injection pump in lieu of the common rail system used in 280 hp derivatives.

The cabs, common to all vehicles in the range, afford major benefits to the driver when it comes to interior comfort and styling. Cabs are secured to a heavy duty coil suspension and have an air-sprung high-comfort driver's seat included as standard equipment.

The combination of, manufactured in India and assembled at the MAN Plant in Pinetown, gives customers the advantage of European technology, reliability, quality and performance with a lower cost of ownership.

MAN Truck and Bus (SA) (Pty) Ltd, a wholly owned subsidiary of Man Truck and Bus AG Germany, is a leading manufacturer of medium, heavy and extra-heavy trucks as well as commuter buses and luxury coaches. The product has been represented in South Africa since the early 1960's - initially



through agents Meyer and Hillier. The South African operation has its headquarters in Isando as well as an assembly plant (Pinetown), a bus and coach manufacturing facility (Olifantsfontein), a central parts depot (Isando), a used commercial vehicle operation in Centurion and widespread national sales, service and parts dealer network. A network of 14 full dealerships and 13 service and parts dealerships is strategically situated throughout Southern Africa, in order to provide complete support to MAN's widespread customer base.

# INTRODUCTION TO MATERIALS HANDLING

By Pierre Sanson

The term, materials handling is used with reference to industrial activity in the field of engineering and technology. Materials have to be handled as intermediate or finished goods and raw materials, from the point of receipt and storage through production processes and up to finished goods and despatch points. Materials handling, as such is not a production process, hence does not add value to the product but on the other hand helps in the production flow.

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

Methods to be adopted and choice of equipment for a materials handling system primarily depends on the type of material/s to be handled. It is therefore, very important to know about the different types of materials and their characteristics which are related to methods and equipment used for their handling.

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

Logistics in South Africa is no doubt on a growth path and as such requires a distribution infrastructure that will provide the highest level of service, be it in or out of the manufacturing source. The diversity of products means that there has to be more emphasis on the equipment used and its suitability to the task it has to perform, without losing sight of the safety requirements.

The country has an abundant supply of labour but global standards of warehousing, transport and distribution dictate that mechanisation cannot be ruled out as stor-



age heights have increased and loading speed has been a key factor in vehicle turn around time.

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

Material Handling equipment distributors abound in South Africa but very few are geared to offer full solutions that will fall in line with clients' requirements. Many are the representatives of international companies and are well geared to offering international standards of quality and service to the industry.

Safety is expanding beyond mere equipment upkeep to ensuring the right equipment is used for the application, which is a major factor in ensuring that the right equipment is not operated beyond its safety design cri-

teria, thus reducing unnecessary failures to equipment as a result and also extending its economic life.

The foremost importance of materials handling is that it helps productivity and thereby increases profitability of an industry. Many enterprises go out of business because of inefficient materials handling practices but a well designed system can give a company an advantage over their competitors by ensuring adherence to some basic business principles such as:

- The right quantity of material is delivered at the right place and at the right time
- Reduction in indirect labour cost
- Reduce damage to materials during storage and movement
- Maximise space utilization of material and goods
- Minimise accidents during material handling
- Ensure finished goods are well packaged and secure for handling
- Ensure equipment is compatible with the type of product being handled. 🌀



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## GOSCOR

### and Boxer 'box on'

**A**fter 10 years of working together, it's no surprise that Pick n Pay-owned Boxer Superstores has chosen Goscor Lift Truck Company (GLTC) to provide the new warehouse equipment for its new, state-of-the-art, distribution centre (DC) in Cato Ridge, KZN.

"Even though we have worked together with Goscor for so long, our decisions are never automatic," says Boxer's logistics and distribution manager, Clinton van Rooyen. "Boxer is famous for giving its customers the best quality and prices and, to be able to do this, we have to control costs on an ongoing basis. That's why we constantly look at the lifetime costs of our capital equipment like forklifts and other warehouse equipment and Goscor has consistently, over the years, come out tops in this regard."

He adds that "lifetime costs" is a holistic concept which takes into account a number of factors. "It includes the durability, productivity and efficiency of the machines, the inventiveness of the suppliers' services and systems and the quality of the backup and maintenance service when there are difficulties. In all these aspects Goscor's performance has been outstanding," van Rooyen says.

For the new Boxer DC, Goscor supplied 4 x Crown SC5340-1.8 Electric 3 wheel forklifts, 4 x Crown GPC3040-2.0 low lever order pickers with platform lift, 5 x Crown ESR5260-2.0 11435mm lift height reach trucks all with the world class Sunlight batteries and battery roll-out systems.

The Crown SCs will be used for loading and offloading trucks, containers and general material handling around the warehouse, the GPC's will be used for stock picking while the ESR's will be used for pallet storage in the racking.

One of those innovative solutions that Goscor provides the Boxer DC is a full battery service, which includes an on-site battery bay and technician to ensure the most efficient on-going battery utilisation.

"The battery bay is state-of the art," says Goscor director Mike Keats. "It includes extraction systems, emergency showers and eye-wash systems in case of battery acid accidents and roll-out stands, which, in con-



Dale Rosewall (Goscor Sales Manager), Warren Newell (Boxer Logistics Distribution Manager), Clinton van Rooyen (Boxer Logistics Distribution Manager), Bryan Butterworth (Boxer Development Director), Mike Keats (Goscor Regional Director)

junction with the battery roll-out mechanism on each truck, facilitates a battery change in no more than two minutes," he says.

He adds that, the old adage that 'time is

money' is absolutely relevant in the warehouse environment. "The battery handling system - which substantially increases the productivity of each machine, which, in turn, increases the productivity of the warehouse



as a whole – is crucial in ensuring the lowest possible lifetime cost of each machine.”

The new Boxer DC is in line in line with the Pick n Pay Group’s overall strategy of centralising distribution. It started operation during October 2015 and, according to van Rooyen, it will ensure that products reach Boxer stores with considerably shortened lead times.

The Cato Ridge DC is not Boxer’s first attempt at warehousing. For the past four years the division has been running a smaller warehouse out of Prospecton, south of Durban, with outstanding results. “We saw what we could do with that 4,500 m<sup>2</sup> and knowing where the industry is going, and where we need to be, is what sparked this project”, van Rooyen says.

The 20,000 m<sup>2</sup> Cato Ridge premises was completely designed and spec’d by Boxer

according to the chain’s needs. The warehouse itself covers an area of 10,000 m<sup>2</sup>, with a roof height of 17.5m, making it possible to rack product up to 13 metres, fitting 14,000 pallet slots under one roof.

Goscor Lift Truck Company has been providing best practice industrial warehousing equipment solutions to the market for over 30 years. Goscor distributes a range of world renowned brands like Crown, Doosan, Bendi, Hubtex, Taylor-Dunn and more, and has become one of the leading industrial warehousing equipment suppliers in the materials handling industry in South Africa. 🌐



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# HYSTER - TOUGH TRUCKS

for the construction and mining sectors



Handling operations in the mining and construction sectors are open to harsh conditions including extreme temperatures, dust, dirt and uneven terrain. Hyster® trucks have the range for demanding applications, in particular from the 8-16 Tonne series. As well as being rugged and robust, Hyster® trucks are designed to deliver outstanding dependability and low cost of ownership. This is achieved by intelligent design and development, verified by testing products under extreme conditions. Key features of Hyster products, particularly appreciated by users in the construction industry, include rugged chassis and mast designs, excellent cooling, excellent stability and good control, particularly on ramps. Many configurations are available to meet specific application requirements in every type of operation, with trucks able to be used with a range of specialist attachments.

The extensive range of Hyster® trucks has been developed to suit various types of operations and applications.

Although Hyster has built its reputation on meeting the needs of the most challenging applications, different IC trucks are needed

to suit different levels of intensity by matching the right product to the application, giving Hyster customers the benefit of superior reliability, dependability and a low cost of ownership.

The Hyster® Fortens® series of IC trucks for example was designed to meet the demands of intensive applications including 24/7 operations, whilst it remains class leading in terms of stamina and endurance in heavy duty applications.

However, not everyone needs such a high specification and, as an alternative for standard use, the Hyster® CT series offers excellent value for less demanding operations, with all the benefits of tough Hyster design, high quality build and outstanding back-up and support.

The right truck choice can help reduce fuel usage, optimise fleet size or reduce maintenance and day to day operating costs.

As a further means to optimise truck usage and reduce operating costs, the new Hyster® Tracker telemetry device, a new fleet management offering from Hyster which is available across the model range.

As well as high capacity forklift trucks for demanding applications within the construction and mining sectors, Hyster offers a comprehensive range of materials handling equipment, from the big trucks including empty container handlers, Hyster® Reach-Stackers and high capacity forklift trucks, to the lower capacity diesel, LPG and electric powered forklift trucks and various warehouse equipment.

Intelligently designed trucks from Hyster, combined with extensive services and support capability from a global network of distribution partners offers end-users across the world a powerful package of services and tools to enhance their handling operations..

Hyster is one of the leading global brands of materials handling equipment offering over 140 models of counterbalance trucks, warehouse and container handling equipment. The company invests heavily in research and development to ensure Hyster® products are at the forefront of the materials handling industry providing maximum dependability and low costs of ownership for demanding operations everywhere. 🌐

## MOFFETT ELECTRIC FORKLIFT FOR NIGHT TIME DELIVERIES

Hiab, part of Cargotec, has sold three MOFFETT E4 20.1 truck mounted forklifts to FPS in the UK. FPS has been in distribution and warehousing for over 80 years, with a portfolio that spans the automotive, Leisure and Maintenance and Accessories sectors. Operating from 22 sites across the UK, the company is able to meet customers' needs on a same-day or next-day basis, something that no-one else in the market can offer.

In order to achieve optimum service levels, FPS delivers palletised items from the National Distribution Centre in Sheffield to 19 regional hubs throughout the night. The company is always looking at different ways to be more environmentally friendly and reduce noise pollution and therefore asked Moffett for a solution to help with night-time deliveries.

FPS Transport Manager, Mark Wilson says, "FPS received the first prototype built E4 for an in-depth trial in 2011. Over a three year period, we produced detailed feedback to

help develop this new electric MOFFETT, and we felt that our needs had really been taken into consideration. Hiab showed commitment, communication and support throughout the development to ensure no stone was left unturned. The end result was a forklift that is capable of helping our business to evolve and adapt in line with the increasing environmental and safety-led legislation that we operate within today. We were so pleased with the outcome that we decided to purchase three units".

The MOFFETT M4 electric truck-mounted is super-quiet, with noise levels of less than 60dba. It has been designed for applications such as urban distribution in locations where access is restricted and low noise is paramount. It uses the latest lithium-ion battery technology to power the electric drive motors, hydraulics and steering systems, meaning that when operational, it is totally emissions-free. As more companies are interested in their environmental footprint, Hiab has seen an increased demand for electric MOFFETTs.



## WAREHOUSES OF THE FUTURE: APC Storage Solutions

Aiming to introduce an enhanced management and handling efficiency of their inventory prior to national distribution, WCF Wholesale Cabinet Fittings contracted APC Storage Solutions SA to provide an automated, total turnkey solution for the palletised storage of decorative hardware, fittings, accessories and legs for furniture and kitchen cabinets.

The resulting warehouse – a self-supporting Rack Clad, 1 826 m<sup>2</sup> facility in Whitfields, Boksburg – utilises a double-mast stacker crane to achieve a fully-automated storage and retrieval operation for the 6 696 Euro-pallets of 1 200 mm x 800 mm that comprise WCF Wholesale Cabinet Fittings' central distribution operation.

The scale of this automation, besides introducing massive improvements to the rate of pallet handling, has streamlined the facility's labour requirements to a staff of just five.

The racking solution consists of six rows of 69.11 m each, presenting three aisles for the operation of the stacker crane. The rows are arranged in back-to-back formation – for which the double mast stacker crane, which can access the double deep bays through its telescopic fork, was required. Each row consists of seven levels, producing a height



of 13.5 m. Each pallet load weighs approximately one tonne.

The pallets will be automatically picked from the warehouse during the evening, to be ready for loading onto trucks during the day for transportation to WCF Wholesale Cabinet Fittings' retail stores. About 80 loaded pallets are transported from the warehouse each day.

Because the storage and retrieval operation is fully-automated via the programmed stacker crane, the lighting requirements of manual stowing and picking are eliminated, necessitating only maintenance lighting, drastically reducing energy requirements to

further lower the per-pallet cost of storage.

APC Storage Solutions SA will carry out monthly inspections of motors, cabling, PLCs, etc., and bi-annual preventative maintenance and critical parts replacements to ensure the storage system continually operates at its specified performance ratings.

In addition, the system integrity is monitored remotely by APC Storage Solutions SA, enabling a rapid response time in the event of system abnormalities. APC Storage Solutions SA offers a critical response dispatch within four hours, with non-critical issues being serviced within 24 hours. 🌐

# A SQUARE FORKLIFT

introduces new innovations

By Pierre Sanson

Handling activities once distributed among many different types of equipment are now combined in the modern forklift truck, but it has taken years of development and research.

From the early 30's to the present, the history of the forklift truck has been one of not so much of developing new principles as of discovering wider and wider applications for those existing. The extensive uses to which the US armed forces have put this equipment during the war are outstanding evidence of its industrial importance. Nevertheless, the designing of materials handling machinery may still be considered a young science with great things in store for it.

Warehouses have expanded upwards instead of out so forklifts were designed to lift loads up to 15 m which was higher than ever before. This brought about the enhancements of safety measures previously limited such as drivers overhead guards to prevent materials from falling on heads and load back rests to stop loads falling off forks when tilting back, some safety elements now include height selectors and fork cameras. Also economics has played its hand in the application of forklift trucks so companies have looked at more versatile pieces of equipment even to the extent that a single forklift can off-load a truck and with the same load, stack to 15 metres within the warehouse, thereby eliminating double handling.

Aisle-Master, a name synonymous with innovative design and advanced technology has offered a key range of benefits with their engine or electric powered articulated forklifts that do the work of a conventional forklift and a narrow aisle truck. The Aisle-Master can operate both indoors and out, able to do the work of both indoor electric reach trucks and engine powered outdoor counterbalanced forklifts. In some situations storage space can be increased by up to 50 %, using the Aisle-Master, which by virtue of its articulated design allows it to operate in aisles as narrow as 1.60 m. This not only lowers storage costs but also reduces the number of lift trucks and associated labour required.

The introduction of Aisle-Master enables warehousing companies to make maximum use of space to get many more products



Craig Bradford, Managing Director, A Square Forklift

in-store thereby supporting the sales effort with due efficiency.

The Aisle-Master product range consists of two basic models powered by either battery or L P Gas with lifting capacities from 1500 kg to 2500 kg. There is a choice of lifting height ranging from 4.3 m to 15.0 m.

Locally, Aisle-Master is represented by A Square Forklift, a dynamic materials handling company with special emphasis in battery powered equipment, which has been built over the last 18 years on exceptional service to the industry. Having commenced as a rental company in 1998. A Square boasts a fleet of some 400 units serving more than 600 clients.

The company's exceptional environmental awareness has prompted its efforts towards electric powered equipment and as a result it has acquired the distributorship of the Japanese Nichiyu Forklift range. Nichiyu has been manufacturing electric forklifts

and warehousing equipment since 1937 and represented in South Africa since 1979 through various dealers prior to A Square.

With environmental issues gaining momentum, electric forklifts are proving to be outstanding alternatives to diesel or gas units as fuel savings have proved to be phenomenal in many cases. The Nichiyu range of counterbalanced electric forklift trucks have proved themselves to be unique in the market as they are specifically designed to work in adverse weather conditions, including rain and as such are in a commanding position to replace the more conventional internal combustion units.

"Our innovative approach to the materials handling business has kept us in the forefront of the industry and by continuously introducing the latest in globally advanced technology, we can offer our customers the cost effective solutions so vital to their organisations", commented Craig Bradford, Managing Director, A Square Forklift. 🌟

## MANITOU SUPPLIES 17 MACHINES

to West End Clay Bricks



Manitou recently supplied 17 machines to long-standing client West End Clay Bricks in Westonaria. The range, including rough terrain forklifts and rough terrain telehandlers, is fully supported with a dedicated Manitou technician who will remain on site for the duration of the 5-year rental contract to ensure maximum uptime for West End Clay Bricks.

West End Clay Bricks, which produces an enormous 350 000 bricks each day, has relied on Manitou machinery for the past 14 years for lifting and transporting raw and saleable materials in its manual operation. These applications include moving bricks from extrusion lines right through to loading palletised loads onto trucks.

“We had to pair the lifting requirements of West End Clay Bricks (which vary from one to six tons) with machines that would also be suitable to safely handle loads at an extended reach of up to five metres,” says Eric de Wet, Area Sales Manager, Manitou Southern Africa. “Not only can our machines handle both the various lift and reach requirements, they are also equipped with hydraulic load balancing systems and load sensing charts to ensure maximum levels of safety.” In addition, three of the machines are equipped with double-pallet forks to increase the load capacity of each trip.

“These machines work flat-out throughout both day and night shifts in very dusty and muddy conditions to achieve our high output targets,” says Francois Aveling, Operations Director, West End Clay Bricks. To address these rough terrain conditions, Manitou has equipped the entire fleet with double filters

and double fuel filtration systems.

West End Clay Bricks benefit from having a Manitou technician, Kobus Esterhuizen, dedicated solely to its site. In addition to regular service and maintenance, the technician, together with operators, conduct a 36-point check every morning to ensure the machines are working to spec before operation commences. These checklists cover everything from brake lights to torque converters and not only reduce downtime but also add to operator’s accountability.

In line with this, Manitou equipped each machine with the AMS 2000 engine management and driver identification software. This software enables both Manitou and West End Clay Bricks to manage and monitor driver and machine performance with real-time analytical reporting.

With the AMS 2000, each operator is assigned an identification tag that is paired to certain machines. On the operator side, the system adds accountability enabling managers to track the way each operator drives the machine, how long they were idling each day as well as the routes they took. From an engine performance perspective, the system monitors critical performance elements. If the machine is low on oil, for example, the system will automatically shut it down and no one but the site foreman can reset it after re-filling the oil. This innovative software and driver identification system is drastically reducing downtime for West End Clay Bricks.



Field service technician, Kobus Esterhuizen

Manitou also provided a three-day training course with SABS certification for all 23 operators. This training ensures that the operators are confident when driving the machines in the real-field conditions at West End Clay Bricks. This not only reduces machine damage and downtime, but it also familiarises the drivers with the machines’ capabilities with a full-load of bricks.

“As we are a manual operations plant, everything gets handled by forklifts, telehandlers or loaders. Without them, our production comes to a standstill,” concludes Aveling. “The quality of Manitou machines and the exceptional service and support we receive are the reasons why we have relied on them for over 14 years.”

West End Clay Bricks employs 250 people at their site in Westonaria, South Africa. The new Manitou fleet includes: three MHT-X 780 and four MT-X 625 rough terrain telehandlers, five MX 50-2 and six MX 30-2 rough terrain forklifts as well as four MI-35 conventional forklifts in their existing fleet. ⚙️

## TELLAP PALLET

### free bulk handling bags

A critical issue facing manufacturers of powders and bulk solid materials globally is the need for a safe, reliable and efficient packaging and transport system.

"It's important in the handling of powders and bulk solids that waste is minimised and the highest level of product safety of goods being transported is maintained," says Ken Mouritzen, director, TELLAP. "Packaging must protect product purity.

"There are many issues associated with heavy wooden pallets - including packaging damage and contamination from splinters, nails and mould - that are forcing industry to look at packaging alternatives.

"Wooden pallets are a problem: purchase, storage, exchange and disposal of wooden pallets are obvious costs, but other issues, like ISPM 15 compliance, damage and product contamination, also increase expenses. These costs, along with transportation charges and frenetic global competition, have impacted significantly on companies' profit margins."

TELLAP, a patented lightweight recyclable pallet-free bulk bag has been developed in response to demand for a replacement to the conventional heavy wooden pallet and its inherent problems. The cost-effective, safe, efficient and recyclable TELLAP, comprises a customisable polypropylene bulk bag with two lightweight robust plastic sleeves. These high strength sleeves are integrated into the base of the bag to become the pallet, allowing a forklift to raise the bag from the base. No external pallet is needed.

The TELLAP system maximises product weight and volume transported, minimises product damage and reduces transport and shipping costs. Removing pallets from operations and logistics increases efficiency, providing many savings, including faster load and unload and the transport of more product at no additional cost.

Safety has been an important focus in the development of TELLAP. The integrated sleeves, which act like outriggers on a canoe, increase stability during storage and transport, making the workplace safer for workers. Safe stable stacking three high, where legislation allows, utilises limited space and reduces warehouse costs.

The TELLAP bag design is tailored to meet the needs of each customer, the product, filling, conveying and discharge equipment, as well as the mode of transport.

Carefully selected global manufacturers are rigorously tested and comply with mandatory industry regulations to ensure every bag supplied meets stringent international standards.

Independent certification by TEN-E Packaging Services, global specialists in packaging component testing, ensures every customer receives a consistent high quality product, optimised for their specific packaging needs.

The environmentally sustainable TELLAP pallet free bag is manufactured from 100% recyclable polypropylene, requiring no timber, no heat treatment and has no disposal problems. Sustainability, cost reduction and safety are key reasons organisations now use this packaging system.

TELLAP, which recently won a prestigious product award in the Green Supply Chain Awards, is suitable for packing and transporting dry, loose and bulk products that include food commodities and ingredients (including cereals and nuts), as well as chemicals and petrochemicals, pharmaceuticals and minerals. ♻️





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# FIRETRACE

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**Fully Automated System**

## THE PROBLEM

Protecting surface and underground mining equipment against fires can be challenging. Virtually all of the mobile equipment used in mining operations contains large quantities of highly flammable diesel fuel, lubricating oils, and hydraulic fluids. The energised electrical equipment used in mining operations also presents an elevated fire risk.

Any fire results in expensive repairs and unscheduled downtime but most importantly, an unchecked and uncontrolled equipment fire can pose a serious threat of death or injury.

## THE FIRETRACE SOLUTION

Firetrace offers a unique solution for protecting all types of mining equipment against the risk of fires. The heart of the Firetrace system is the company's unique, pressurised tubing, which can be routed in and around the hazard areas of the mobile and electrical mining equipment. The heat-sensitive tubing is designed to burst when exposed to a fire's radiant heat, which **automatically** triggers the release of the fire extinguishing agent. The detection tubing is immune to gas, oil, dirt, vibration and temperature extremes that can cause other fire systems to fail, yet is reliable enough to avoid false discharges. The detection tubing is located in the hazard area where fires begin, it can react many times faster than conventional fire detection systems.



### FIRETRACE DIRECT SYSTEM

The Direct System utilises the red detection tubing and the extinguishment delivery system. The tubing is installed in and around the fire risk areas. When a fire occurs, the tubing will burst at the point of highest heat, forming an effective discharge "nozzle". The agent is then delivered through the fire quickly and thoroughly - right at the point of inception.

### FIRETRACE INDIRECT SYSTEM

The Indirect System utilises the tubing as a detection only device! When the tubing ruptures, the extinguishing agent is delivered through a network of braided hose or stainless steel tubing to strategically placed nozzles within the protected enclosure. Indirect systems are available with a manual release option to activate the system at the first sign of trouble.



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## NEW SAFETY LOCKING MECHANISM

ensures warehouse racking stability and longevity



**A**PC Storage Solutions SA, the South African specialist in warehouse storage solutions and warehouse automation, has introduced the Mecalux integrated safety pin, or locking mechanism, for connector systems on racking beams. The recently developed mechanism is attached permanently to racking beams and cannot be removed accidentally or by malicious intent, ensuring enhanced lasting stability and safety in all APC Storage Solutions SA racking installations.

The safety locking mechanism forms part of the rack end plate. As a permanent fixture it cannot be lost like its predecessor could, cannot be accidentally knocked out, and once the installation is assembled it cannot be extracted without completely dismantling the beam.

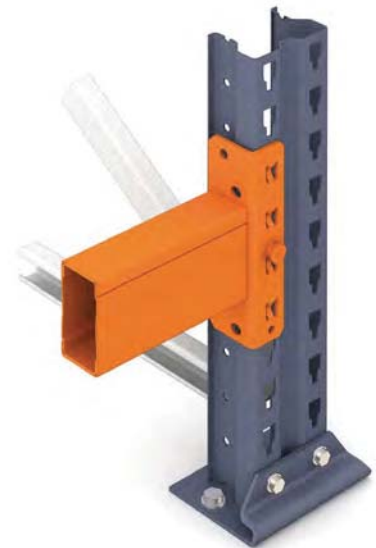
Some advantages of these improved locking mechanisms include a marginal time-saving with regards to installation and significant time saving when inspections are carried out; permanently increases racking stability; and enhancing overall warehouse safety.

"Its operation is simplistic, yet effective," explains Ettienné Meyburgh, General Manager KZN Region and Automation, APC Storage

Solutions SA. "The new safety pin is welded on to the beam where the previous safety clip was attached, so that on installation the beam slides easily in to place. The safety pin has a spring within its barrel which slides against the upright and is pushed back. Once the beam is in place the pin shoots back into place, safely securing the now connected beam. Removing the beam is just as easy as the safety pin is released by pulling back on it enabling easy beam dismantling while the safety pin remains in place."

The Mecalux integrated safety pin was introduced to the South African market in August 2015 via APC Storage Solutions SA, and each of the company's new installations since have the refined locking mechanism as a standard feature. "This is at no extra cost to our customers," Meyburgh emphasises. He adds that the older pins are still in use in the company's existing installations, so customers retain the same system throughout the warehouse. "However," he adds, "as soon as any of those existing facilities require upgrades or expansions, the new integrated safety pins will be used across the structures."

The locking mechanisms, as standard beam parts, undergo the electrostatic painting



process applied to all Mecalux racking, providing protection against corrosion and ensuring durability. "Mecalux conducts approximately 8 000 tests to each product it develops before it is introduced to market," Meyburgh concludes, "so the robustness and longevity of this product is unquestionable."

APC Storage Solutions SA is the sole supplier of Mecalux storage solutions and accessories to southern Africa. 🌐

## NAMIBIA BREWERIES LIMITED (NBL) opts for Kipor

Namibia Breweries, brewers of the famous Windhoek beer, take no chances in their impeccable, clockwork-like operation. So their decision to use specially designed Kipor forklifts is a feather in the cap for this fast-growing brand of warehouse materials handling equipment, which is distributed in Southern Africa by Smith Power Equipment.

In the latest order Namibia Breweries took delivery of three Kipor KDF25 - 2.5 Ton Diesel - and three KD35 - 3.5 Ton Diesel - forklifts, which are being used to load trucks with product from the warehouse. Sister company, Namibia Dairies (also owned by the Olthaver & List group) received three Kipor KDF25s.

The Breweries' Kipor KD35s were custom designed with double fork attachments for extra productivity and also double front wheels for greater stability at height. These double front rims were designed and very precisely machined using an ingenious and innovative technique by J&H Refurbishing. "The extended "dish" had to be machined to fit exactly into the existing rim to help carry the extra weight and stress on the studs," says J&H Refurbishing's Joe Liebenberg.

"We are pleased with the machines," says Namibia Breweries operations manager Ger-

hard Tredoux. "They are efficient and have thus far proved to be reliable. I am also very pleased with the service of the Lubbe group who has left no stone unturned to sort out any teething problems that we have had," he says. The Lubbe Group is the highly successful Smith Power Equipment dealer in Namibia.

Etienne Lubbe, says that one of the teething problems was that the machines tended to overheat at peak production in the warmer parts of the country - like in Oshakati. "In our experience all forklifts overheat in these conditions and we know for a fact that our main competing forklift overheated all the time and the problem was not resolved for years. The big difference is that we sorted the problem out in one month by replacing the standard engine fan with a much larger fan with fins of a much more aggressive gradient than the original fan," he says.

He adds that another major difference between the Kipor forklifts and the opposition product that has been operating at the breweries is that the Kipors have 4-cylinder engines (as opposed to their 3-cylinders). This provides more power making our unit more efficient for faster loading because with the extra power you can lift the forks on-route to the truck where the 3-cylinder trucks must

drive right up to the truck, stop and only then lift the forks." Lubbe says they have an excellent relationship with Namibia Breweries. "It's easy for them to work with us. We have an exceptional company footprint in Namibia - six branches and 14 service centres throughout the country - through which we offer them excellent after-sales service, a fully stocked parts warehouse, workshops on demand with on-the-road service vehicles," he says.

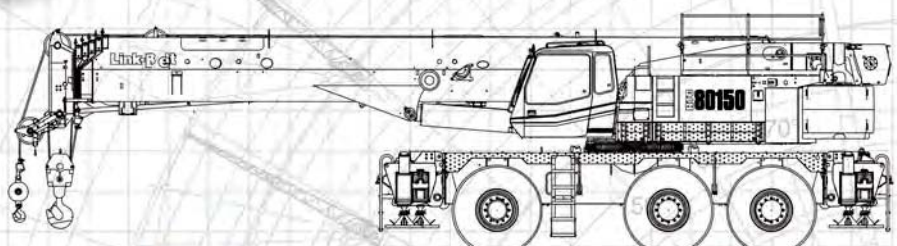
He adds that Namibia Breweries is a very efficient operation. "They always take the bottom line into account without affecting their high standard of operation. With the Lubbe group in Namibia they found that, together with a well-priced and quality product, they could up their production and lower their capital outlay as well as their running costs."

The Kipor Diesel series has an advanced, streamlined design, with solid sturdy frame, an all-new suspended and movable seat providing comfort for the operator. A hoist cylinder at the rear of mast makes the operation view wider, while the rear lamps are installed on the top cover, which ensures safety and, for even greater productivity, the tilt angle of the steering column can be adjusted freely. 🔄



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## SABRE 9 TERMINAL TRACTORS

for efficient handling



New to BLT SA's range of materials handling equipment are Capacity Sabre 9 terminal tractors which are coupled with trailers to safely move heavy weight trailered cargo throughout container terminals, across docks and over airport runways.

These modular terminal tractors, which can be customised for every specific handling task they need to perform, are ideally suited for demanding operations in distribution and logistics centres, warehouses, container and intermodal facilities, as well as for light industrial handling.

"Critical challenges facing the logistics sector include efficient cargo handling solutions that reduce operating costs, improve productivity and enhance safety of operations," says Charity Gumede, marketing director, BLT SA. "Capacity terminal tractors ensure faster handling times, reduce on-site congestion and minimise demurrage costs for trucks waiting to be loaded and unloaded. By positioning trailers at discharge ramps, the road truck is able to transport additional loads, instead of having to wait for a trailer or container to be discharged.

"In port operations, terminal tractors move

trailers to and from vessels and storage areas to speed up operations, thus increasing operational efficiency.

Capacity Sabre 9 terminal tractors have a robust frame construction and precise manufacturing tolerances, ideally suited to handle rigorous operations. This series has been designed with a 30% faster actuation of the boom than previous models. The advantage of this is reduced coupling times which enables quicker drive-aways. A lower, tapered skid ramp minimises trips out of the cab and for increased operator safety, there is a lower step height and new sight line designs for improved visibility.

Other features include torque ratings of 990 Nm @ 1 500 r/min and reduced emissions for enhanced environmental protection. The latest technology in fuel savings significantly decreases operational and maintenance costs. Components are easily accessible for efficient ground level serviceability.

Built-in onboard diagnostics enable operators to easily monitor the machine's service status. Numerous service checks can be performed at ground level, which ensures more uptime for each machine.

The synchronised seat and cab suspension tuning for smooth operation, an efficient HVAC airflow and a newly designed dashboard with elevated instrumentation, reduce driver fatigue and optimise productivity, particularly in hot, harsh local conditions.

Capacity tractors enhance BLT SA's extensive range of equipment that includes Taylor container handlers and reach stackers, Meclift variable reach trucks and Mobicon mobile container handling systems. The company is also the exclusive distributor in Africa for the Samson range of bulk handling equipment, which encompasses material and boom feeders for loading and high capacity stockpiling, link conveyors and grab hoppers, as well as mobile shiploaders.

BLT SA works closely with every customer to ensure all equipment meets exact performance and safety requirements. The company's support service encompasses a technical advisory and original spare parts facility. 🌐

**MB PLANT SA** is appointed as the Dynapac Road Construction Equipment dealer



**M**B Plant SA proudly announces that the organization has been appointed as the equipment and aftermarket dealer in the following provinces;

Gauteng, Free State, Mpumalanga, Limpopo, and North West Province for Soil Drum Rollers and Small Double Drum Rollers, and in Kwa-Zulu Natal for the full Road Construction Equipment product range.

MB Plant SA's responsibilities will be to increase and develop current channels to market, improve the product footprint, and provide support and presence for products and parts to be easily accessible to you, our valuable customer.

The objectives of Road Construction Equipment and MB Plant SA are:

- Improve our product footprint for shortest route accessibility for parts and service support to local customers, not only at their branches, but also close to their awarded work projects.
- Improve our customer presence for product availability to be closer to our customers.
- Grow the Road Construction Equipment customer base and develop stronger customer relationships to achieve brand supplier of choice.
- Improve channels to market and total package equipment offers due to the synergy of Dynapac Road Construction Equipment and MB Plant SA civil engineering construction equipment and articulated dump trucks.

Danie Gerber, Chief Executive Officer of MB Plant SA is constantly striving to find ways of further improving our service and support offering to you our customers, and being appointed as equipment and aftermarket dealer is certainly a positive step in that direction.

MB Plant SA also shares the RCE service ethos and focus and has infrastructure in place to ensure that we continue to meet our customers' requirements for fast, efficient and professional service.

"We will continue to ensure product technical support knowledge is of the highest standard across all products and for all regions, and parts availability is improved for soonest supply as and when required.", said Gerber. 🌐



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# BABCOCK OFFICIALLY OPENS

## new facility in Middelburg



**A**s a customer-focused company that continuously invests in improving service delivery, Babcock has completed an ultramodern, bespoke sales, parts and service dealership in Middelburg to offer responsive regional support and service across Babcock's entire construction equipment product range.

Babcock is the exclusive regional distributor for leading international brands and equipment including Volvo and SDLG construction equipment, Tadano mobile cranes and Winget concrete handling machinery. Babcock was also appointed the official distributor of Terex Trucks in October 2015 following the truck company's acquisition by Volvo earlier last year.

With an extensive history in sales and servicing of construction equipment to the mining and construction sectors in South Africa, Babcock has had a presence in the Middelburg region for the last 16 years and has outgrown two previous premises in this period. The new Middelburg facility was purpose-built to assist and support customers in the region and is expected to service the coal mining fields of Middelburg and surrounds for at least the next 20 years.

The estimated R100-million yellow-metal facility covers 30 000 square metres and features highly specialised and unique de-

sign elements as well as modern, high-end finishes.

Babcock's Project Manager Michael de Weijer, who was instrumental in managing the construction of the new facility, says that the ergonomic design was conceptualised around the flow of equipment, parts and people to ensure efficient operational and communication management.

Accordingly, the administrative open-plan offices are located across two floors. The workshop offices on the first floor overlook the 12 work bays and service facilities area comprising the component workshop, spray booths, wash bays and boiler workshops. All heavy equipment operation and parts are on a single level enhancing safety when handling these machines and heavy parts.

The primary workshop covers an area of nearly 2 000 m<sup>2</sup> under roof and includes 12 nine-metre wide work bays in two adjoining rows of six bays, all serviced by overhead gantry cranes. All bays have a ceiling of 9 m under hook, making it possible to service mega trucks, such as the rigid and articulated dump trucks from Terex Trucks, bucket up.

All the workshop bays, component workshop, spray booths, wash bays and boiler

shop bays drain into a common settling tank and oil separation facility before being discharged into municipal waste.

A further custom feature in the workshop is the railway tracks linking the wash bays to four workshop bays, specifically for tracked excavators and chain link front end loaders so that this equipment with high point loads does not damage the site hardstand.

The workshop parts requirements are served by the parts warehouse, connected by a three metre-wide east/west passage that runs along the entire length of the workshops and warehouse. The warehouse has increased from 280 m<sup>2</sup> at the previous premises to 1 615 m<sup>2</sup> to accommodate an increase in inventory and stock lines required. This increase is largely attributed to regional growth and parts for the new Terex Truck range. With extra stacking space of up to 5-6 m, larger volumes of each part number can be stored and there is also ample capacity for future expansion. The workshop offers easy access to counter sales for smaller parts, while on the other side goods receiving and dispatch are serviced by a continuous loading ramp. The use of natural light has been maximised with the northern side illuminated by a light box which filters in indirect daylight without the heat load of direct north facing polycarbonate sheeting,



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reducing the power requirements to achieve the Lux levels required in a warehouse.

A component workshop of 198 m<sup>2</sup>, situated adjacent to the workshop and sharing a common tool store, is serviced by a 10 tonne overhead gantry equipped for engine, transmission and axle overhauls. The room is positively pressurised by an evaporative cooling system to reduce ambient temperatures while acting as a dust filtration system.

The architectural design also incorporates energy efficient and modern design philosophies. The exterior overhang has a curved bullnose proportioned to prevent direct sunlight entering the building in the summer months, while permitting winter sunlight into the first few metres of the ground floor, and assisting with natural interior warmth via convection up the glass façade in the cooler winter months.

Floor-to-ceiling semi-transparent stacking doors serve as workshop doors instead of the standard industrial roller shutter doors, to take advantage of natural light and to facilitate heating in winter, as well as bringing organic elements into the work space for a more efficient and productive work environment. Even when the workshop doors are closed and no electrical lighting is used, the Lux levels in the workshop bays are over 1 000 Lux.

Other intelligent design features include motion-sensor lighting in bathroom cubicles, foot-operated faucets for ease of access for staff that handle oil, water tanks with a reserve of five days' water in the event of a water supply cut, and a 500 kVA generator to allow work to continue during power outages.

"From this new flagship branch we can deliver improved service to our customers in the Middelburg region and achieve a faster turnaround time," says Babcock's Sales Director for Equipment, David Vaughan. "We are proud to have created an environment conducive to productivity from where we can continue building good relationships with our customers based on trust and excellent after sales support.

"Customers are always looking for the most cost-effective way to move material," continues Vaughan. "Babcock is renowned and respected for delivering high production machinery that is also fuel efficient, and works in collaboration with its customers to engineer material handling solutions that meet specific requirements and achieve the lowest cost per tonne of material moved.

"When we increased our product line to include the Terex Truck range with a payload of up to 100 tonnes, we knew we had the

facilities to bring these trucks to our customers. In fact, at 9 metres wide, the workshop bays were purpose-built for trucks with payloads of up to 150 tonnes," explains Vaughan. "Furthermore, the facility has been designed with ample turning space for these mega trucks."

Practical completion of the new premises was reached at the end of July 2015 and the branch is already fully staffed and functioning. The official opening took place on 4 February and was attended by a number of VIPs, among them the British High Commissioner to South Africa Dame Judith Macgregor and Chief Executive of Babcock International Group Peter Rogers. Following introductory talks, guests were taken on a tour of the impressive premises and had the opportunity to view Babcock's extensive range of construction equipment on display, including an original, refurbished 1960s wheel loader.

Babcock's equipment business currently has 25 branches and 4 independent dealers in southern Africa and operates in various market sectors, the largest of these being the mining and construction industries. "Our customers trust us to deliver and we are very proud of our aftermarket base that we have built up throughout the country," concludes Vaughan. 🌐



## DITCH WITCH® SERIES WALK-BEHIND TRENCHERS

designed to maximise return on investment

Ditch Witch®, a Charles Machine Works Company, has introduced a new line of walk-behind trenchers to provide contractors and rental companies with greater performance, reliability and serviceability.

Exclusive to the Ditch Witch organisation, the CX-Series trenchers are equipped with the new patent pending CX Track system. The design includes a shorter left track, and longer right track, allowing better traction and a shorter overall length for superior maneuverability in tight spaces. The C-Series trenchers feature an exclusive, offset rear-tyre design that delivers balanced traction and stability for increased production.

“With the C- and CX-Series of walk-behind trenchers, we continue to provide reliable and operator-friendly products that maximise return on investment, particularly equipment rental companies,” said Andrew Schuermann, product manager, compact equipment, the Ditch Witch organization.

The new compact design allows for greater



visibility of the workstation, improving operator productivity. Re-designed, ergonomic controls increase machine responsiveness.

Routine maintenance is simplified by easy access to the machine's components, reducing downtime and allowing operators to spend more time on the jobsite and less time in the shop. With no daily grease points, another Ditch Witch exclusive, keeping the trenchers rental-ready

requires less hassle and prep time.

The six models – including the C12, C14, C16, C16X, C24X and the C30X trenchers – dig at depths between 24 inches and 48 inches. This new lineup utilizes the Ditch Witch 35K digging system or the new exclusive OptiCut™ digging system—both specifically designed to work with Ditch Witch trenchers to optimize production and performance.

# KOBELCO

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# UNDERCARRIAGE R&D

on dozers and drills



Based on customer input, Caterpillar is working on a multi-generational product development plan, dedicated to creating optimum site solutions. With significant testing and design improvements, this will bring products to market faster. In turn, Caterpillar continues to enhance existing undercarriage systems across its model range.

A prime example is its sleeve bearing track system, which has more than ten years of proven performance in the field. This patented design has demonstrated its ability to eliminate galling between pins and bushings, thereby increasing track life. Extended intervals for bushing turns also reduce maintenance interventions.

Standard on all Cat D11N, D11R, and D11T track-type tractors, this undercarriage system is designed to operate at higher speeds and greater loads.

A more heavy duty track option is available for D11 size machines, which is ideal for

abrasive conditions. This 100 percent proprietary system features a taller, tough steel link combined with patented bushing and sleeve bearings. This system provides for a 2 to 1 wear ratio between the links and bushings; alternatively, a 1 to 1 wear ratio for a 'run to destruction' methodology without a bushing turn. (The need for a turn is dependent on application and conditions.)

Caterpillar's new rotary drilling range is another example of how recent research and development (R&D) improvements are passing on cost per tonne savings.

"A heavier track chain design increases durability for handling high field loads," explains Barloworld Equipment group product specialist, Deon Delpont. "Plus the standard fitment of grease lubricated track reduces pitch extension wear for 20-40% increased chain life." (Barloworld Equipment is the Cat dealer for southern Africa.)

Larger diameter idlers and a larger track roller tread reduce contact stress with the

track links; and double flange rollers improve primary track guiding. In turn, stronger, welded roller guard assembly improves secondary track guiding.

Backing Caterpillar's proprietary engineering designs are a series of Undercarriage Assurance Programmes, which provide comprehensive support beyond standard new machine or parts warranties. They cover all major moving undercarriage components on Cat track-type tractors, track-type loaders, and track-type hydraulic excavators.

The following are key examples for track-type tractors:

- Undercarriage Assurance Gold is a leakage and breakage programme for D11 sleeve bearing track. The Gold coverage period is four years or 6 000 hours, whichever occurs first.
- Undercarriage Assurance Genuine is a leakage and breakage programme for all other large track-type tractor machines. Genuine coverage is four years or 4 000 hours, whichever occurs first. ☼

## APEX STRIP CURTAINS

stop cold air in its tracks

Apex General Purpose Strip Curtains are an inexpensive way to cover a door opening and prevent the ingress of hot or cold air, dust and other pollutants while still allowing easy passage for both personnel and vehicular traffic. This product is ideal for installation in small, medium and large openings.

Manufactured from specially formulated PVC material that does not become brittle with use, Apex General Purpose Strip Curtains are transparent for optimum visibility and safety. This is an important factor when both people and vehicular traffic use the same entrances and exits.

This locally manufactured strip curtaining product is best known for its patented Balledge® design which, while providing an effective thermal seal, parts easily under pressure to allow people and goods to move through unhindered.

Wim Dessing, managing director of Apex Strip Curtains & Doors, says that the Balledge® design ensures that the individ-



ual strips do not snag or scratch goods or people moving through the opening. This feature also strengthens the strips ensuring a longer life even in the harshest applications.

Apex Strip Curtains are generally used to prevent the ingress of hot or cold air, depending on the season, and this is consid-

ered important as comfortable employees are more productive. This, Dessing says, is especially true when hot air is trapped in a warehouse or manufacturing facility causing excessive heat build-up.

Apex Strip Curtains & Doors was the first company to locally manufacture general purpose strip curtaining in South Africa.



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# EXXONMOBIL RELEASES PLAN TO HELP OIL AND GAS OPERATORS

optimise operational efficiency and enhance safety

Lubricant choices can lead to better equipment efficiency and reliability and reduce operating costs. Practices can minimise corrective maintenance needs and translate into safer conditions for oil and gas workers. Best practice recommendations can help to reduce the US\$100 million-plus costs that drilling contractors lose to non-productive time

As the energy exploration and production industry finds itself under increasing pressure to reduce costs and safeguard its workers, operators have had to invest in a multitude of measures to avoid the financial and safety impact of non-productive time (NPT). Industry estimates have placed NPT costs to drilling contractors at between US\$100 million and US\$150 million annually. To help address the industry's primary concerns and contribute towards optimum efficiency and safety, ExxonMobil Fuels & Lubricants has harnessed almost 50 years' industry-leading experience developing synthetic lubricants to create a framework of five practical tips. The five-point plan offers lubrication product and service recommendations that can potentially help towards reduction or elimination of equipment failure and unscheduled shutdowns, thereby enhancing worker safety, even in the most severe conditions.

## Conduct oil condition monitoring

As part of routine maintenance, the "health" of the lubricant and the equipment itself should be regularly checked. By trending oil analysis data it is possible to proactively address undesirable conditions before they result in equipment downtime. ExxonMobil offers Signum, a proprietary oil analysis programme, which sends maintenance professionals expert oil analysis assessments to identify potential issues, lists possible causes and recommends corrective actions.

## Choose synthetic lubricants over mineral oils

While, lubricants may represent a small percentage of an oil and gas firm's operating costs, simply upgrading to a higher performing lubricant can have a significant impact on long-term maintenance costs. Advancements in lubricant technology, especially when it comes to fully-synthetic based products, has seen significant breakthroughs including extending equipment life, oil drain intervals and



improving the overall energy efficiency of equipment.

## Streamline your lubricant inventory

Maintaining equipment with advanced high-capacity lubricants can reduce the number of products which must be purchased, stored and applied to machinery. This means fewer purchases and simplified maintenance. The Mobil SHC 600 Series of circulating and gear oils, for example, are recommended for use in 1,800 applications by more than 500 major equipment builders.

## Store and handle lubricants correctly

Specialist lubricants for oil and gas operations are formulated to satisfy very specific kinds of service. If not handled and stored properly, they can deteriorate or become contaminated and provide inadequate lubrication or become waste. Good storage and handling practice includes correct unloading procedures and use of a single, designated storage area (to avoid inventory management difficulties). Storage should be away from heaters, cold areas and areas of varying temperatures cycles.

## Select the most appropriate lubricants for your equipment

Choosing the most appropriate lubricants for equipment is complex. The right choice can help to optimise performance, avoiding the mistakes which can lead to downtime and helping to deliver substantial efficiency and cost benefits. ExxonMobil's LoobleSM selector tool helps determine the most appropriate lubricant and viscosity grade for use from a range of criteria, including application and equipment type and manufacturer.

The team behind Mobil Industrial Lubricants delivers advanced products to major industrial equipment manufacturers to protect their customers' engines and machinery, helping to enable peak performance while improving energy efficiency. This dedicated work force focuses on delivering a reliable supply of high-quality lubricants through its strong distribution network while also providing technical application expertise to customers around the world. 🌐

## INTERWASTE LAUNCHES FIRST EVER

refuse derived fuel plant in South Africa



Interwaste, a leading local waste management business recently announced the launch of South Africa's very first Refuse Derived Fuel (RDF) plant. The plant aims at reducing waste to landfill and pioneering general, industrial and municipal waste to alternative fuels, ensuring less reliance on South Africa's vital resources and resources that are carbon intensive. The current plant, which is the first of four lines, is expected to see a minimum of 12 000 tonnes of waste converted to alternative fuel, annually, for use in the South African manufacturing sector.

"In line with global best practice, Interwaste continually invests in innovative solutions that have the most environmentally sound waste management opportunity at its core, solutions that make us market leaders and place us in a favourable position within the competitive waste management environment. It is with this in mind, and with a strong focus on aiding our customers to reduce operational expenses, while acting responsibly towards the environment, that we commissioned the RDF plant and today, launch what is another market first since the business opened 25 years ago – which we are very proud of," says Allan Willcocks, CEO at Interwaste.

The plant, which was imported in 2015, is located in a facility built by Interwaste at the company's Germiston depot. It is currently producing a solid recovered fuel to European

specified standards, which is equivalent to A Grade coal.

"Through the commissioning of such solutions, companies are able to lessen their reliance on fossil fuels, which have a high environmental impact including: acid mine drainage and reject coal for example and as such not only are businesses able to drastically improve their emissions profile but so too are they able to pay back their investment within a mere 5 years – where the fuel is substantially more economical," continues Willcocks.

Prior to the implementation of the plant locally, Interwaste underwent stringent environmental compliance procedures to ensure all due process was followed and that the facility would operate with a valid licence and the correct environmental authority approvals – which is critical in ensuring sound business practices.

The company has also pioneered the process in alternative fuels within the hazardous waste environment, ensuring that hazardous waste can be diverted from landfill, where such waste is not only expensive to landfill but toxic to the environment if not managed correctly.

"Locally the playing fields have changed, where the implementation of new and pending legislation is forcing companies to move to 21<sup>st</sup> century solutions, those solutions

that offer real opportunity for environmental preservation. As such, from an Interwaste perspective, the provision of these fuels has not only opened up in excess of 100 jobs within the sector, but has created a very solid platform from which to protect the environment at large and of course, is a critical constitutional imperative in line with changing legislation," states Willcocks.

"However, we are not in this alone, it is up to corporate South Africa to understand the benefits of such solutions to their bottom line, and the environment, in order for us to make the change we want to see. We are positive about the impact of such market innovation and look forward to very exciting times with regards to RDF," concludes Willcocks.

Interwaste is a leading environmental solutions management company in South Africa and SADC region, offering holistic environmental solutions, ranging from legal compliance, technical services, on-site management services, resource recovery, solid and liquid waste treatment, waste commodity trading, waste logistics, waste disposal and facilities management. Interwaste employs 1500 people nationally, and through them commits itself daily to the highest standards of ethical business practice. Interwaste is a JSE main board listed company with a level 3 BBBEE status with an annual turnover of R825 million. ♻️

# SHELL'S COMMERCIAL LUBRICANTS

designed to add value to operating equipment

As the country goes through tough economic times and companies face escalating costs for their equipment maintenance, all eyes are on reducing costs and increasing machine run time. Mining companies are looking to drive efficiencies and reduce cost of production; Shell's range of commercial lubricants on exhibition at this year's Mining Indaba are designed with that purpose in mind. In that manner, these products can increase profitability in the mining sector, and they are approved and recommended by a wide range of Original Equipment Manufacturers (OEMs).

A recent Shell poll indicated that equipment efficiency is the biggest concern for equipment operators when choosing oil. Although lubricants costs only account for 1 – 2 % of the total maintenance costs, Shell South Africa Commercial Lubes Manager, Anton Niemann, says they can reduce operational and maintenance costs, extend your mobile and static machinery life, and in some cases, reduce energy and fuel consumption. "Collectively, these contribute to lower overall costs of production and down time," says Niemann.

Shell has invested in Shell GTL (Gas to Liquids) technology to formulate a range of products that can help to alleviate these concerns. These products demonstrate how using the right lubricants can bring substantial savings by maximising equipment efficiency, prolong life and reduce downtime. Some of the products' benefits are:

## Shell Rimula

A range of multigrade heavy duty diesel engine oils that:

- Use the latest Low-Sulphated Ash, Phosphorous, Sulphur (SAPS) additive technology to protect under the most severe conditions found in modern low emission engines.
- Provide increased additive activity
- Deliver significant improvements in wear protection, deposit control and resistance to breakdown under high temperatures
- Protect the exhaust catalysts and particulate traps found on the latest low emission vehicles.
- Shell Gadus
- In response to increasing customer demand for simplicity Shell has

redesigned its extensive grease range, making it easier than before to choose the right products through:

- Simplicity of matching the right product to the application
- Range of standard packaging options designed to meet your needs, from semiautomatic, single-point grease lubricators and grease cartridges, to pails, drums and even larger quantities
- Offers consistency and increased security of supply.

## Shell Tellus

- Shell Tellus range of hydraulic fluids has been developed to enable equipment operators to select the fluid that will deliver optimum value to their operations through:
  - Protecting components from damage to increase service life and maximise ROI
  - Helping equipment operate for longer without interruption for reduced maintenance requirements and enhance productivity
  - Maximising productivity by helping equipment to meet or exceed its design capabilities

## Shell Diesel Extra

- Using Shell Diesel Extra can assist with



Anton Niemann, Commercial Lubes Manager

- Fuel saving benefits by helping prevent the build-up of injector deposits
- Reducing maintenance through corrosion prevention in the engine to keep it clean
- Increasing operation hours of the engine to speed up refuelling as a result of reduced foaming
- Reduce a company's environmental impact by lowering equipment exhaust carbon dioxide emissions and black smoke.

Niemann recommends finding experienced partners to assist in reducing maintenance costs and protect machinery life.



# HINO'S TOTAL SUPPORT STRATEGY

## benefits sales

The Hino Total Support programme, with its self-explanatory slogan of becoming a Partner of the Customer, which was rolled out globally two years ago by the leading Japanese truck manufacturer, was the main driver for the success enjoyed by Hino South Africa in 2015, according to Vice President, Ernie Trautmann.

"We are delighted at the enthusiastic manner in which our staff and dealers have embraced this holistic programme which encourages the building of trust and meaningful relationships between Hino Japan, Hino South Africa, the Dealers and their Customers," Trautmann explained. Sales in 2015 hit an all-time high of 4 094 units in a year in which the overall local truck and bus market fell by 3 %. Hino also had record parts sales in 2015. We are particularly proud that we did not change our 2015 sales target during the year and stuck to the forecast set in October 2014 despite the slowdown in the market. This allowed us to increase our share of the total market from 12,2 % in 2014 to 13,4 % last year.

Hino truck sales benefitted from the introduction of more models in the popular Hino 300 Series range, which included more Automatic and Crew Cab Models.

"We also put a big focus on improving the parts supply to and from dealers. We continued our strategy of ongoing evaluation and comparison of our parts pricing with that of competitors and repositioned the prices on a number of major items. The sales volume of these repositioned parts rose by 17 %. This is an ongoing process," added Trautmann.

However, Trautmann is particularly proud of the consistency Hino has shown in the quarterly Scott Byers Comparative Customer Satisfaction Monitor (CCSM) where the brand has held the No. 1 position in the combined index of sales, parts and service for the past five quarters, having moved from No. 4 to No. 1 in the third quarter of 2014.

"Our performance in the CCSM is the best way of showing that our Hino Total Support programme is paying dividends," explained the Vice President of Hino SA.

"We are also pleased that the rating of our company in terms of its relationship with its dealers, revealed in the latest National Automobile Dealers' Association (NADA) survey, showed a marked improvement," added

Trautmann. "Hino SA received the Most Improved Award as well as a Gold Certificate for achieving a score of more than 75 %. Hino's rating of 81,8 % was an improvement of 8,9 % over the 2014 figure when Hino was awarded a Silver Certificate with a score of 72,9 %. Hino was second in the Commercial Category, only 0,7 % behind the first placed manufacturer".

Hino SA had a number of successful customer interactions during 2015 which included Brand Experience days, the annual Nampo Show in Bothaville, driver instruction days and the Bring it Back initiative which involved Hino SA refunding customers who took their trucks for Certificate of Fitness testing.

"A major step forward came with the total redesign of the Hino SA website," said Trautmann. It is easier to navigate, far more comprehensive with plenty of added value such as listings of approved bodybuilders. It is also more compatible with the Toyota SA Motors website. The response from people trolling the web for information on our company and its products has been amazing; a big improvement from the results achieved with our previous site."

"The objective for Hino and its dealers is to stay positive this year which is starting in an environment of doom and gloom. We believe our customers already know they are benefiting significantly from the Hino Total Support programme, driven by our pledge to stick to our promises, goals and objectives which is a good start," continued the Hino Vice President. "The year has already started very well for us with Hino notching up its 25<sup>th</sup> consecutive finish in the gruelling annual Dakar Rally and this year marked the seventh consecutive win for the Hino 500 Series in the class for trucks with engines smaller than 10 litres.

"We will continue to work closely with Hino Motors in Japan and our dealers to develop Vision 2020 which was announced last year as our ambitious strategy to become the No. 1 truck brand in South Africa by 2020. The key here is building trust between all the parties involved so that we have a unified front in tackling our challenges."

Hino SA currently has 65 dealers, 19 of them exclusive truck facilities, and is looking to rather strengthen the existing network than add more outlets. The company has already plugged gaps in certain areas with dealers

able to provide parts and service back-up which is important as Hino SA increases its thrust into the extra-heavy truck market with long haul operators a prime target..

A new initiative for the dealers will be the introduction of a learnership programme to encourage younger people to enter the truck retailing business. It will be a one year development programme with the focus on selling and is a joint venture between Hino SA and the dealers.

A new strategy in after-sales will be monitoring the cause of Vehicle Off Road (VOR) cases at the dealers so as to be able to develop countermeasures to minimise downtime for customers.

The company will continue with its programme of holding stock of popular bus models converted from truck chassis which proved a success in 2015. During the year about 200 Hino truck chassis were converted into buses, mainly of the commuter variety.

There will be even closer cooperation this year between Hino SA, its dealers and Toyota Financial Services (TFS) in providing customers with truck finance and optional service and maintenance plans. The number of Hino buyers using TFS increased rapidly and in December TFS financed 48 % of Hino's sales versus a target of 20 %.

A new initiative from Hino Motors Japan which will benefit the local company is to encourage information sharing among its various distributors worldwide, such as details of best practices. In this regard a team from Hino SA visited Tokai Motors in Taiwan early this year.

Trautmann says Hino SA is now involved in service reporting to Hino Motors Japan, in addition to the previous vehicle and parts sales reporting, which will put the local company in line for a possible third award in the annual regional distributor of the year competition.

In conclusion Trautmann said the Hino SA forecast for total truck sales in 2016 is 28 000 units, which is lower than the predictions of the industry. He says a worrying factor is the number of 2016 sales which appear to have been pulled forward into 2015 probably due to forecasted high price increases in 2016. 🌐

# VOLVO GROUP SOUTHERN AFRICA

## faces challenging market conditions

A combination of macroeconomic factors, including a weak exchange rate, pressure on inflation and interest rates, as well as low business confidence levels, has contributed to a decline in local truck sales during 2015.

This is according to Torbjörn Christensson, President of Volvo Group Southern Africa who addressed journalists at the company's annual press conference in Ekurhuleni, South Africa. "With the South African economy predicted to grow by only 1% during 2016, we expect the local truck market to be in for another challenging year," explained Christensson.

Volvo Group Southern Africa has a 15% share of the SADC truck and bus market, selling 4 563 units during 2015.

In the Extra Heavy Commercial Vehicle segment with a total of 13 405 unit sales, Volvo Group brands Volvo Trucks and UD Trucks both managed to increase their market share during 2015 within the SADC region. Volvo Trucks moved up from fifth position in 2014 to third position in 2015 with 1 822 units and a 13.6% market share, while UD Trucks claimed the fourth spot, up from seventh in 2014, with 1 316 units and a 9.8% market share. Renault Trucks sold 112 units during 2015.

Volvo Group is also the leader in the truck-tractor segment within the SADC region, with a 30% market share and in addition, the Volvo FH 13-litre 440 6x4 TT was the single biggest selling model across all segments.

A lot of the company's success in this segment can be attributed to the fact that new products lines were launched for Volvo Trucks, Renault Trucks and UD Trucks during the past two years, providing local fleet owners with products that meet specific requirements across a wide range of applications.

UD Trucks also managed to secure the second position in the Heavy Commercial Vehicle segment, with a total of 1 171 units and a 20.9% market share. "The versatile UD 60 to 100 range continues to deliver a dependable and efficient performance for many of the country's top fleets," said Christensson.

During 2015, Volvo Bus also delivered its



Torbjörn Christensson

first full low-floor Bus Rapid Transport units to the City of Cape Town and Tshwane Metros last year. A total of 64 Volvo Bus units were delivered in 2015, which provided the brand with a 6% market share.

Volvo Group also opened a new Used Truck Centre on the East Rand last year to tend to this specialised part of the business, and a total of 1 000 units was sold through this entity during 2015.

Volvo Penta, which supplies engines and complete power systems for marine and industrial applications, had a record sales year during 2015 with a 69% increase in sales to 1 450 units. The local company was also presented with a special award by Global Volvo Penta for their outstanding customer satisfaction achievements.

"All the brands within the Volvo Group are equally important to us. We believe that the respective brands have unique products offerings with specific characteristics and capabilities that address and appeal to a definite set of customers," said Christensson.

On the aftermarket side of the business, Volvo Group Southern Africa logged 335 000 service and maintenance hours through its retail network.

In addition, a local team of technicians from BB Truck & Tractor Polokwane also won the

international UD Gemba Challenge, outperforming 185 teams from across the world to clinch the coveted title. A South African team from Afgri also won an award as the most fuel efficient crew at the recently-held UD Extra Mile Challenge in Japan.

"I strongly believe that you have to be service orientated and if you get that right, your customers will stick with you through the good and the bad times," said Christensson. "Fortunately, I believe that this has been one of our Group's strong points over the years; building relationships with customers and providing them with customised solutions that suit each of their unique requirements."

Over the past few years, Volvo Group Southern Africa has also undergone a number of structural changes to fully incorporate all the company's brands and entities into one organisation.

"We have taken several steps to make the company more efficient, profitable and more viable for the long term, especially in light of the local economy's current status," said Christensson.

This includes becoming one legal entity as of 1 January 2015 and integrating all support functions into one back-office.

"The merger of our various capabilities





enables us to better support the company's future growth within southern and eastern Africa," explained Christensson. "It is therefore a strategic investment in our future and will enable us to support our customers more efficiently and timely, especially in light of the significant volume growth our brands have experienced over the last number of years."

Volvo Group also invested more than R60 million into a new Regional Distribution Centre on the East Rand, that houses in excess of 52 000 parts for Volvo Bus, Volvo Construction Equipment, Volvo Trucks, Volvo Penta, Renault Trucks and UD Trucks.

The company also opened a new Competence Development Centre at its headquarters in Boksburg in November 2015. A total of 2 093 employees, dealer staff and customers were trained last year in various disciplines including driver instruction, product, technical and sales training.

"We are very excited about the future potential of this new facility, as we build and strengthen the company for greater success in the years to come," said Christensson. "We will continue to invest in the knowledge and development of our staff and dealers, as we believe it is our people that make a company sustainable and successful on the long run."

During 2015, the company has also been

assigned increased responsibility for the entire South East Africa region that includes 21 markets such as Angola, Malawi, Sudan and countries in the SADC region.

Volvo Group SA has a comprehensive dealer network for its various brands across this region, with a growing footprint to serve and support fleet owners where they operate. There are over 70 dealers that represent either UD Trucks, Volvo Trucks, Volvo Bus and Renault Trucks or a combination of the brands at sites across South East Africa.

The company is also continuously investing in the enhancement and expansion of its dealer network. During 2015, Volvo Group opened a new state-of-the-art Volvo Trucks and Renault Trucks dealer in Bloemfontein, as well as a service point in Harrismith.

"With dealers and branches already present all along the major routes and trade corridors in southern and eastern Africa, fleet owners are able to get complete support from us," said Christensson. "We are seeing a lot of economic growth potential in the region and we therefore believe that if you want to increase your market share, your aftermarket service has to be outstanding."

During 2016, the company will have detailed focus on efficient and reliable aftermarket support, which suit their customers' operations and specific requirements.

Part of this commitment is extending its representation across the South East Africa region in order to efficiently support customers where they operate. The company is in the process of appointing new importers in Ethiopia, Zambia, Kenya, Tanzania and Uganda.

"We have a dedicated team that look after the Developing Markets within the region, providing expert support to the importers in the various countries," said Christensson. "A lot of focus will also be placed on training and developing these dealers to provide quality sales and aftermarket support to our fleet owners."

He explained that as transport operators expanded their operations throughout the region, the various Volvo Group brands have to be there to capture this market demand and support customers every step of the way.

The company will also introduce new enhancements to its current product offering, including new specifications for the Volvo FH and FMX ranges. UD Trucks will also launch a new Heavy Commercial Vehicle range later on in 2016. The UD Quester range will also be introduced into Africa from the first quarter this year.

Volvo Group Southern Africa expects 2016 to be another tough year for the local truck and bus market. The company forecasts only marginal growth across all segments, if any, with the various manufacturers vigorously competing for the limited new sales business out there.

Christensson believes the real differentiator in such a highly competitive market is quality of the Volvo Group employees.

"I have the privilege to work with some of the most experienced, skillful and passionate people in the industry," said Christensson. "As a company, we have confidence in the future of the transport industry in the region. We have therefore aligned our strategies, services and products to address the very unique operating requirements and conditions of transport operators in the region. We remain committed to the success of our customers in South East Africa." 🌐

# CNH INDUSTRIAL

## appoints new SA managing director

By Pierre Sanson

**C**NH Industrial, a global leader in the capital goods sector and parent company of IVECO recently announced the appointment of Carmelo Impelluso as the Managing Director, overseeing operations in IVECO Southern Africa Right Hand Drive markets. Carmelo Impelluso replaces Mario Gasparri, who has left the company to pursue other interests. Prior to his appointment, Mr Impelluso was the Director of Iveco Brand Pre-owned vehicles since September 2014.

A graduate in Economics from the University of Turin, he commenced his business career in the finance division of the company within the motor division. His promotion to CFO gave him the necessary background and experience to be appointed to the IVECO (CNHi Group).

Carmelo Impelluso has worked for CNH in Spain, Italy and Brazil since 2001, always in IVECO's commercial vehicle entities with special emphasis on the dealer network.

Since 2014, Carmelo Impelluso was responsible for the Iveco brand pre-owned vehicles where he increased the efficiency in the management of the entire business cycle, from the sale of new vehicles to managing the buy-back vehicles and subsequent used vehicle sales.

In an exclusive interview with Capital Equipment News, after his recent arrival in Johannesburg, he gave a brief outline of the strategies he intended to implement during his tenure at the helm of CNH Industrial.

"Iveco did not quite achieve the intended volumes in the South African market in 2015 so we have more focus on results going forward. The New Daily is our biggest volume seller and this has kept our figures at a reasonable level but we need to improve in the heavy truck market," said Impelluso.

"The 682 model that was launched last year has established a good basis for an improvement in our share of the heavy market and the order intake will see a positive effect on the results for the first quarter of 2016. We are looking at the



682 to compete favourably in the fleet markets where cost implications are more prevalent." continued Impelluso.

When asked about the recent management re-structure, Impelluso commented as follows, "We have a new management team with 80 % of the personnel with little more than six months service. It is refreshing to be virtually at the beginning again with a motivated team with fresh ideas. We may not be an effective player today but the company has invested substantially in the country so we are here to stay. The investment in the Rosslyn plant has provided the stability the brand required and with it has given us the tools to succeed."

"Iveco has always been the forefront of product development and have today their best product range ever, with the Stralis HI-Way achieving Truck of the Year in 2014, with the New Daily International Van of the year 2015 and the Eurocargo Truck of the Year in 2015. With the addition of the 682, we can now offer a quality perspective, well up with the best in the industry," said Impelluso.

In concluding, Impelluso added further,



Carmelo Impelluso

"With our network of 20 dealers in South Africa, 1 in Botswana, 2 in Namibia and 7 in our export market, we are in the right positions to cover the country very well and to provide the proper service to our customers. Our main strategy in this area is to offer cost of ownership driven solutions to our customers that will include maintenance, finance and guaranteed trade-in options." 🌟

# EUROCARGO



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## IVECO

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Contact Iveco on [sales@iveco.co.za](mailto:sales@iveco.co.za) for more information

# ISUZU TRUCK SOUTH AFRICA

defies the odds



**S**ince the company was constituted in 2006, Isuzu Truck South Africa has been the headlight in the local truck industry, having forged a niche for themselves, despite underlying odds which have seen the demise of many manufacturers.

The company with chief operating officer Craig Uren, at the helm, has embraced all the uncertainty prevailing in the market and managed all the variables in order to remain competitive whilst not losing sight of the customer-centred approach to providing solutions that increase productivity and profitability.

“The industry has been through declines in 2001 and 2009 and the strategies we applied then are no different to what we require today to keep our business on track and even to grow. Success comes with being able to analyze the problems and institute growth and development

strategies without pressing the proverbial panic button”, says Uren.

“The perspective of the rest of the world is that the demand for trucks has not been severely impacted as they have faced similar pitfalls such as fuel prices, political upheavals and immigration crises. The drought and our internal politics with load shedding, bad administration and labour unrest make our situation unique compared to the rest of the world. We have had the same problems for years now but our businessmen always find a new operational level and a paradigm that is always positive about the economy”, added Uren.

The year 2015 can be considered as the best year ever in the short history of ITSA for not only was it the most challenging but also the most rewarding as the results anticipated for the ten year plan were achieved one year earlier than expected. The 4550 units sold in 2015 and corre-

sponding 14.9 % overall market share, ensured that ITSA ended as number one supplier for the third year in a row. In all, the full spectrum of the product range contributed to the overall results, each having increased their market share, the N-Series, from 23 % to 27 % and the F-Series, from 29 % to 33 %.

“We have now positioned the brand where we want it to be and have strategies in place to maintain that level as we are still in a growth stage of that strategy. The results we achieved in 2015 are definitely not the end point but merely part of the journey. I cannot foresee any major hurdles to hinder our progress except perhaps some major global or local events. The market will however dictate where the limit will be, if any”, said Uren.

The acquisition of Kanu and ACT in the Eastern Cape was a bold move for ITSA and the results in the four months since



Craig Uren, chief operating officer

the acquisition endorsed the economic value of the move which enabled the company to meet and exceed its targets for the year. The production at Kanu/Act is not totally devoted to Isuzu Truck and also supplies the general market where necessary.

“Kanu/ACT is doing well and so far is filled to capacity. This acquisition has enabled us to get the solution to the market in the most effective manner possible. As we grow in volume, Kanu/ACT grows with us. This has meant great savings for the dealer who receives a complete vehicle from the factory and eliminates the need to move the vehicle around for the fitting of the various accessories thereby eliminating unnecessary expenses and shortening the turnaround time once the sale has been concluded. As far as the specialized market is concerned, Isuzu Truck continues to maintain a high level of activity in the tipper and dominate in compactor business as well”, explained Uren.

“For Isuzu, Africa is a huge market opportunity. Around the world Isuzu does well but Africa needs a lot more work to entrench the product. We have established a good customer base in Zimbabwe and in 2015 we exported more vehicles there than we had done in the last five years. Generally Isuzu Trucks footprint in Africa is expanding especially now that at the assembly facilities in Egypt, Kenya and South Africa. Isuzu

Motors Japan shipped more than 20 000 vehicles into Africa last year and it is anticipated that this number will grow considerably in the next five years”, said Uren.

The increase in market share and the expansion of the variants in the Isuzu Truck range have brought a new dimension to the support structure for the product. The parts and service backup has been simplified with the introduction of common components that fit the range of vehicles. There are only four engine derivatives and four transmission models used in the entire range. Also common components have been incorporated in the cab design, simplifying the replacement of body parts.

“Looking ahead we have not changed the game plan but require mastering the plan to build on the base that has been set to support the client, from body building, parts and service and warranties. Our results are there but we require extending the journey further. Extending the journey for our customers means also extending the economic life of their vehicles. For this purpose we have a component replacement exchange programme in place called “ISUZU DRIVETRAIN” for dealers to utilise. The product range will not undergo any major changes except for some minor cosmetic adjustments so the emphasis will be on extending the value of the brand ‘For the Long Run’, said Craig Uren.

In 2015 Isuzu Trucks achieved another milestone in the next phase of their Southern Africa strategy when they moved from a commercial OEM to an entrepreneurial-type business entity on acquiring a 100% stake in two Port Elizabeth-based entities, Kanu Commercial Body Construction (Pty) Ltd and Automotive Chassis Technologies (ACT). These acquisitions will enable ITSA to initiate and build products according to client specification, enabling them to have a more integrated relationship with current and future customers in the life cycle of their trucks.

“The acquisition completes our growth strategy as we believe that Kanu and ACT will definitely enhance our business structure. The move to acquire these entities will centralise the process of buying our trucks, where everything will be processed from one central point of contact,” said Craig Uren.

“The next few years will be even better for us as the platform we have created with the new strategies in the pipeline, which is one of the consolidation and enhancement. We can now focus on people skills development and concentrate on attaining leadership in aftermarket support factors for Southern Africa. Isuzu Trucks will also expand its footprint in the Sub-Saharan African market,” concluded Uren. 🌐

# DAIMLER OPENS NEW CV REGIONAL CENTRE

in Southern Africa



KOBUS van ZYL, Executive Director: Daimler Trucks & Buses Southern Africa

Mercedes-Benz South Africa (MBSA), along with its brand divisions Daimler Trucks & Buses and Mercedes-Benz Vans, is strengthening its continued drive for excellence and customer dedication with today's opening of the Regional Centre Southern Africa (RCSA). RCSA will be responsible for Daimler's full commercial vehicles portfolio in the region, from the full offering of Mercedes-Benz Vans, heavy-duty Mercedes-Benz trucks and buses as well as the uniquely suited products (trucks and buses) from FUSO. The Regional Centre Southern Africa will be in charge of South Africa, Namibia, Botswana, Zimbabwe, Mozambique, Malawi, Zambia, Lesotho and Swaziland.

"Opening our new Regional Centre Southern Africa, we are able to respond even faster to our commercial vehicle customers and their requirements. This will help us to further tap the growth potential of this emerging region," said Dr. Wolfgang Bernhard, member of the Board of Management of Daimler AG responsible for Daimler Trucks & Buses.

Based in Pretoria, South Africa, the Regional Centre Southern Africa will be a catalyst in ensuring highly efficient business processes and an even higher level of customer satisfaction. MBSA and its parent company Daimler AG are confident that the

Regional Centre Southern Africa is poised to provide excellence and ultimately a competitive advantage to its growing number of southern African-based customers through superior products and custom value chain offerings.

Kobus van Zyl, Executive Director: Daimler Trucks & Buses Southern Africa: "Having a stronger presence in the southern African markets means that we are able to react faster and be in touch more frequently with our commercial vehicles customers and the various General Distributors in the respective countries. The Regional Centre Southern Africa provides further opportunities for all our commercial vehicle endeavours, including sales, after-sales, marketing, client services and parts."

Southern Africa is a promising growth region for all of Daimler's commercial vehicles. In line with the global outlook, the region is facing a tough economic cycle but is still expected to grow at a rate of 3.75 % in 2016. Improved external prospects and domestic policy improvements will support gradually stronger growth rates from 2017, with the regional average back up to more than 4.5% annually during 2018-2020. Moreover, southern Africa possesses large reserves of untapped natural commodities such as copper, oil and gas. In 2015, Daimler sold approximately 5,500 trucks and buses in the region.



Dr. Wolfgang Bernhard, member of the Board of Management of Daimler AG responsible for Daimler Trucks & Buses.

The Regional Centre Southern Africa is the third of six Regional Centres being opened for Daimler's commercial vehicles business around the world. Two days ago, the Regional Centre for East, Central, and West Africa started its operations based in Nairobi, Kenya. The first Regional Centre was opened in October 2015 in Dubai as Daimler Commercial Vehicles Middle East North Africa (DCV MENA). Similar bases will follow for South Asia, Southeast Asia and Latin America within the next few months.

In the past, Daimler had managed these regions primarily from its group headquarters in Stuttgart. Further decentralisation will keep the business even more in tune with the market. The many years of product and service-related expertise pay off in this respect just as much as the broad portfolio of products offered by the group's various commercial vehicles brands. 🌐

## TATA PRIMA TIPPER – the construction truck for Africa

A multiple award-winning range of trucks from Tata Motors, the Tata PRIMA is today available in different trims, including multi-axle trucks, tractor-trailers and tippers, apt for several applications, thus meeting varied end-user requirements. With the range extending up to 49 tonnes and engine options up to 380 bhp, the Tata Prima is an ideal work horse for movement of goods and material across distances and terrains, at the same time delivering efficiencies to a trucking business

The new next-generation range of Tata PRIMA commercial vehicles, boasts outstanding material and build quality, comfort, driving dynamics and economy, at the same time offering customers with the lowest cost of ownership. Equipped with strong aggregates and a robust chassis frame and suspension, the Tata PRIMA range meets the highest operating standards under extreme conditions.

Besides focusing on the mechanics of the vehicle, the uniqueness of the Tata PRIMA is its cab which focuses on driver comfort. The cockpit of the Tata PRIMA is both functional and visually ergonomic with a separation in terms of the working and living area. The cabin is air-conditioned, with roomie occupants' space, includes reclining seats, armrests, an adjustable steering system, a music system and Global Positioning System (GPS) as a standard feature.

Tata PRIMA boasts a world renowned driveline with Cummins engine and Eaton/ ZF gearbox delivering best in class fuel economy and higher aggregate life. Modern engine technology features like Load Based Speed Control (LBSC), Gear Down Protection (GDP) and Vehicle Acceleration Management (VAM) ensure substantial fuel economy improvements for operator. Features like Idle shut-down and Cruise Control further enhance the fuel economy and convenience for the driver.

Designed specifically for off-road applications like mining, the Tata PRIMA tipper range is built on a robust metal chassis frame, with heavy-duty suspension systems from Hendrickson. These vehicles boast next-generation aggregates – ABS, pneumatically suspended cabins and hub reduction axles, thereby enhancing productivity and higher capacity.

The non-sleeper cabin of Tata PRIMA tipper range is air-conditioned, spacious and com-



fortable, includes reclining seats, an adjustable steering wheel and arm rests, ensuring long-hours of comfortable operation, thereby faster turnaround times.

The PRIMA 2528.K 6X4 10 cum box-tipper is a 3 axle, 25-tonne GVW tipper, with a 9-speed ZF transmission, powered by a Cummins ISBe engine with maximum power of 266 hp. The tipper comes with a lighter frame, lighter axles and a 10 cum body for better payload and faster on-road operations. The Prima 2528 .K tipper is ideal for road construction, carrying gravel, sand, earth and other applications specific to the construction industry.

The PRIMA 2538.K 6X4 14 cum box-tipper is a 3 axle, 25-tonne GVW tipper, with a 9-speed Eaton transmission, powered by a

Cummins ISLe engine with maximum power of 370 hp. The tipper comes with lighter frame, lighter axles and a 14 cum body. The Prima 2538 .K tipper is ideal for high speeds, faster turnaround time for carrying gravel, sand, earth and other applications specific to the construction industry.

The PRIMA 3338.K 8X4 19 cum scoop-tipper is a 4 axle, 31-tonne GVW tipper with a 9-speed Eaton transmission. The 8X4 tipper is powered by Cummins ISLe engine with maximum power of 370 hp. The tipper comes with a robust frame, dual reduction axles and a 19 cum rock body for better payload and faster tipping time. The Prima 3338 .K tipper is ideal to facilitate short distance movement of coal, iron ore, limestone within mines and other applications involved in heavy mining as well as similar off road applications. 🌱

## MERCEDES-BENZ ECONIC TIPPERS

offer protection to cyclists and pedestrians

At FM Conway Ltd., one of Britain's leading infrastructure service companies for communities and industry, safety is a top priority.

The company based in Dartford/Kent has already been using Mercedes-Benz utility vehicles for its work in the core areas of transport, structural and civil engineering, road construction, and building material recycling for many years.

With the purchase of the first highly sophisticated Mercedes-Benz Econic tippers with crane and clamshell bucket, FM Conway Ltd. is putting even more focus on high safety standards, as the equipment includes pioneering safety features such as all-round cameras which, in combination with the proven benefits of the low-entry concept, offer cyclists and pedestrians an exceptionally high level of protection.

The two new vehicles purchased by FM Conway are the first Mercedes-Benz Econic models to be equipped with a Fruehauf tipper made of high-strength, corrosion-resistant Hardox steel and a remote-controlled mobile Palfinger body-mounted crane with clamshell bucket behind the cab.

The four-axle Econic 3235 8x4 vehicles with steered trailing axle will help with development and maintenance of the public road network. They will be used primarily for transporting building materials such as sand, concrete and gravel to the road construction sites and for the removal of building rubble from these sites.

The vehicles have a permissible GVW of 32 t and impress with their low overall height, outstanding visibility and low entry. Compared with conventional trucks, they provide far greater safety in London's congested inner-city traffic. The drive power comes from a fuel-efficient BlueTec 6 engine with a displacement of 7.7 l and an output of 260 kW (354 hp) in combination with an Allison six-speed automatic transmission with converter.

The deep-drawn panoramic windscreen, large windows on the driver's side and fully glazed folding door on the co-driver's side give the driver an ideal view of other road users. The increased field of view and the low



sitting position allow the driver to have direct eye contact with other road users such as pedestrians and cyclists.

An optionally available blind-spot camera system comprising an in-cab monitor and four cameras mounted on the vehicle allows the driver to see the non-directly visible areas to the front, side and rear of the vehicle.

The screen can show multiple images simultaneously or just a single image, depending on the driving situation. By way of example, the driver can see images from all available cameras when the vehicle is stationary with the brakes applied or images of the area in front of the vehicle when driving forward at up to 10 km/h. These are the default settings.

The driver also has the option of controlling the cameras manually or automatically. In automatic mode, the images displayed for the driver depend on activation of the turn signal indicators, steering angle, selected gear or vehicle speed.

In combination with the mirror system, the blind-spot camera system enhances safety, particularly when performing turning manoeuvres, stopping at traffic lights or working at the roadside.

FM Conway likewise gives top priority to the safety of its drivers: the new Mercedes-Benz

Econic also features a low entry, which requires two steps rather than the four steps that are standard on conventional trucks. This design substantially reduces the risk of injury when exiting the cab. 🚫

**The four-axle Econic 3235 8x4 vehicles with steered trailing axle will help with development and maintenance of the public road network.**



## UD QUESTER

### tipper applications

The Quester range launched in southern Africa last year includes 13 model derivatives, including freight carriers, truck tractors, rigids and specific construction applications such as tippers and mixers. For the first time also, UD Trucks will offer an 8x4 model option for the related sub-segments within the market.

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

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

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

UD also offers a UD Extra Engine Brake on the 11-litre engine derivatives, which uses the engine as an auxiliary braking device. The GH11E engine boasts a sturdy, dependable design featuring an overhead camshaft, four valves per cylinder and a precisely-controlled electronic unit injector. Driveability is enhanced by the broad torque range.

The heart of every Quester is the integrated powertrain that performs optimally because they were specially designed and manufactured to work together. They combine the efficiency and durability of a Quester engine with a selection of globally-proven drivetrain components.

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

Quester utilises proven UD SYNCRO trans-



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

For rough and hilly operations, Quester offers hub reduction for the 6x4R, 8x4R and 6x4T configurations. Quester's rear axle housing is also made from fabricated steel to handle heavy loads. The 6x2R configurations can also be provided with a bogie lifting axle which is used to lift the axle in an unladen condition. The lifting function gives the truck more traction when activated.

The chassis frame forms the backbone of quester as it is dimensioned to provide stability, payload capacity and long-life performance. The frame is made from cold-formed steel and produced in a rolling form process that gives the chassis extended strength and flexibility.

In essence, the potential of Quester lies in its versatility. The range offers customisation for a variety of adaptations that will suit varied transport requirements. For example, Quester is designed for ease of superstructure installation with comprehensive bodybuilder instructions and drawings. The parallel side members, designed bodybuilder

mounts and a range of power take-offs add to the ease of installation.

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

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

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

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



## VOITH WATER TRACTORS FOR ALEXANDRIA PORT AUTHORITY

The Egyptian port of Alexandria, one of the world's most important trade ports, has placed orders for a total of four new additional port tugs, equipped with Voith Schneider Propellers (VSPs), with two Egyptian shipyards. These will complement the Port Authority's existing fleet of nine Voith Water Tractors (VWTs).

"The specification of the new vessels was based on a study conducted by Voith," Derain Pillay, Vice-President: Power, Oil & Gas, confirms. This study ultimately resulted in the Port Authority requiring conventional port tugs in two sizes.

Two VWTs with a bollard pull of 40 t are equipped with two VSP 26R5/195-2 each. The vessels, with a length of 29 m and a beam of 9.5 m, reach speeds of 13 knots. The remaining two VWTs have a bollard pull of 50 t. These are propelled by two VSP 28R5/210-2, ensuring safe and reliable manoeuvring in port. With a length of 35 m and a beam of 11.5 m, they are also designed for a speed of 13 knots.

"Manoeuvrability, robustness and reliability have been, and continue to be, the key reasons for us to decide in favour of the proven Voith VSP propulsion concept," Admiral Abdelkader Darwish, head of the Alexandria Port Authority, confirms. VWTs have been deployed in the port since 1989. The first of the new VSPs were shipped to Egypt at the end of 2015, well in time for the new port tugs to be launched by the end of 2016.

Alexandria itself is a metropolis of about four million inhabitants. Located right on the western end of the Nile Delta, the port handles container and cruise vessels bound for the Suez Canal. Following the opening of the Suez Canal expansion in August 2015, Egypt is anticipating a significant increase in tran-

## SDLG GROWS ITS GLOBAL PRESENCE



As the largest show of its kind, bauma 2016 is the ideal place to showcase the product portfolio of SDLG, which is manufactured by leading Chinese construction equipment manufacturer, Shandong Lingong Construction Machinery Co., Ltd (Lingong). At the show in Munich, Germany, SDLG will present a range of its best-selling machines while underlining its development as an international company. Ongoing expansion saw SDLG dramatically boost its global reach in 2015. The brand is represented by 77 dealers worldwide, supporting thousands of SDLG machines spread around the world.

Last year, SDLG launched its range of wheel loaders, backhoe loaders, motor graders and road rollers into Myanmar through

its local dealer. In July, Nepal received its first delivery of SDLG-branded machines and in October 2014, following a new dealer signing, SDLG-branded wheel loaders, motor graders and backhoe loaders became available to the Timor-Leste market too.

The brand also launched in New Zealand in August 2015, where SDLG wheel loaders are now available to the local market; customers in New Zealand are supported by SDLG's superior parts and service backup. Meanwhile, dealers in Africa expanded their facilities in order to meet growing demand in the region. In July 2015, SDLG celebrated the launch of a new showroom in Morocco despite tough market conditions in the country, demonstrating that the company's customer base is continuing to grow year on year. Meanwhile in June, a new parts and service facility was opened in Sudan.

"While expansion has continued globally, our markets in Asia, Africa and the Middle East remain our strongest and the company continues to invest in its presence in these regions," says SDLG's president, Yu Mengsheng.



siting vessels.

And it is not only the number of ships using the Suez Canal every day that the Port Authority expects a dramatic rise in: the register tonnage of the vessels is also forecast to increase significantly. This was the result of the initial study conducted by Voith on behalf of the Alexandria Port Authority.





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

E-mail: chantalh@doosan.co.za

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

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

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