

CAPITAL EQUIPMENT NEWS

Everything on mining and construction equipment

JANUARY 2016

MARKET LEADERS IN THE SUPPLY OF ROAD BUILDING MACHINES



SCANIA BROADENS OFFERING TO CONSTRUCTION INDUSTRY. PAGE 15

CONSTRUCTION: Terex Trucks for Zimbabwe quarries

LIFTING: Work@Height Newsletter

TRANSPORT: Mercedes-Benz assembles 125 000th truck locally

YOUR ONE STOP

Quick • Reliable • Convenient

TRUCK TYRE FITMENT CENTRE



Best Prices

Compare our prices, great **SAVINGS** guaranteed



Big Range

We stock a complete range of tyres for Light Truck, Heavy Truck & Bus



Multi-Brands

A wide variety of trusted brands for every size and application



Services

Precision truck tyre services by expert Technicians with the latest Equipment



Service Excellence

We deliver excellent service 1st time, everytime

STOCKIST OF ALL SIZES IN BIAS & RADIAL TYRES
*** All Position * Drive * Steer & Trailer * Multi-Service**



012-357 0650

VISAGIE STREET, CNR.
KGOSI MAMPURU (POTGIETER) STREET, PRETORIA
B-BBEE Level 2 Contributor

WWW.MALAS.CO.ZA
DRIVEN
By you



COVER STORY:
Market leaders in the supply of road building machines

CONTENTS

2 EDITOR'S COMMENT

COVER STORY:

4 WIRTGEN: MARKET LEADERS IN THE ROAD BUILDING MACHINES

CONSTRUCTION

- 7 Sulzer Pumps for renewable energy
- 8 CAT equipment clears ground for sugar production
- 10 Terex Trucks for Zimbabwe quarries
- 12 Volvo EC750D excavator
- 14 Osborn supplies modular plant to China
- 15 Scania broadens offering to construction industry

MATERIALS HANDLING

- 16 Hyster forklifts ease the load

LIFTING

- 18 Power Towers innovate with product range

WORK AT HEIGHT NEWSLETTER:

19-22

- 23 Johnson conducts heavy lifts at SAPREF

- 24 CAT 232D skidsteer unveiled

- 25 Terex CC 6800 crane completes lift in Sweden

TRANSPORT:

- 26 MAN opens new dealership in Pinetown

- 27 Goscor cleans 94.7 cycle route

- 28 Scheuerle delivers 800 ton transporter

- 30 Iveco EUROARGO city truck

- 32 Hino prepares for Dakar rally

- 33 Mercedes-Benz celebrates 125 000th truck

- 34 FAW provides vehicles for New Hope Group

- 36 Daimler reduces truck CO₂ emissions

- 38 Volvo Truck conducts driving tests

- 39 Markus Geyer new MAN MD

AROUND THE GLOBE:

- 40 Voith turbo drive for Chinese hybrid rail vehicles

Capital Equipment News is published monthly by Crown Publications cc

Editor:

Pierre Sanson
capnews@crowm.co.za

Advertising manager:

Claudia Bertschy
claudiab@crowm.co.za

Layout and design:

Anoonashe Shumba

Circulation:

Karen Smith

Total circulation Q3 2015: 3 771



Publisher:

Karen Grant

Director:

Jenny Warwick

PO Box 140
Bedfordview 2008

Tel: (011) 622-4770

Fax: (011) 615-6108

www.crown.co.za

Printed by Tandym Cape

The views expressed in this publication are not necessarily those of the editor or the publisher.

<http://crown.co.za/capital-equipment-news>





POWER to perfection

Today's truck engine manufacturing industry has two classes of diesel engines, which are the heavy duty and mid-range series. A heavy duty engine has a minimum displacement of 10 litres with a power output of between 300 and 600 horsepower. The mid-range engine has up to 9 litre capacity and a horsepower range of between 180 and 300 hp.

Engine and transmission components have changed in recent years. Gone are the Detroit Diesel series 53 and 71 two stroke engines that were popular for many years in trucks and construction machinery. Because of world-wide emission regulations, all diesel engines today are four-cycle designs. With the recent withdrawal of Caterpillar from the automotive engine business, there remains only Cummins and Detroit Diesel as the major North American suppliers, especially in the heavy duty range.

When evaluating engines today, it is wise to remember how they have changed over the past twenty years. Previously a mid-range engine was rated at around 175 hp whilst the heavy duty version peaked at between 250 and 350 hp. Today however, the larger mid-range engines have the horsepower and peak

torque, and even the service life expectancy of a generation ago.

An important point, not often considered, when selecting an engine today is the application for which it was designed. It is not sufficient to look merely at horsepower but to be aware of the peak torque rating as well. This is a power indicator, particularly in terms of engine performance on gradients. Heavy duty engines are primarily designed to haul a 56 ton multi-axle highway truck and trailer rig up to 80 km per hour across the country for hours. This involves high GVW, high speeds, and sometimes high wind resistance. In addition these engines are designed to provide over 800 000 km service life for a highway truck application.

To achieve maximum engine service life and fuel mileage, highway truck engines are governed at as low as 1800 rpm. However, with the introduction of automated transmission options in trucks today engine manufacturers have stepped up the torque characteristics to peak at around 1200 rpm, thus widening the operating range available to automated transmissions and improving performance. This provides smoother control over heavier loads when starting from rest and this crucially al-

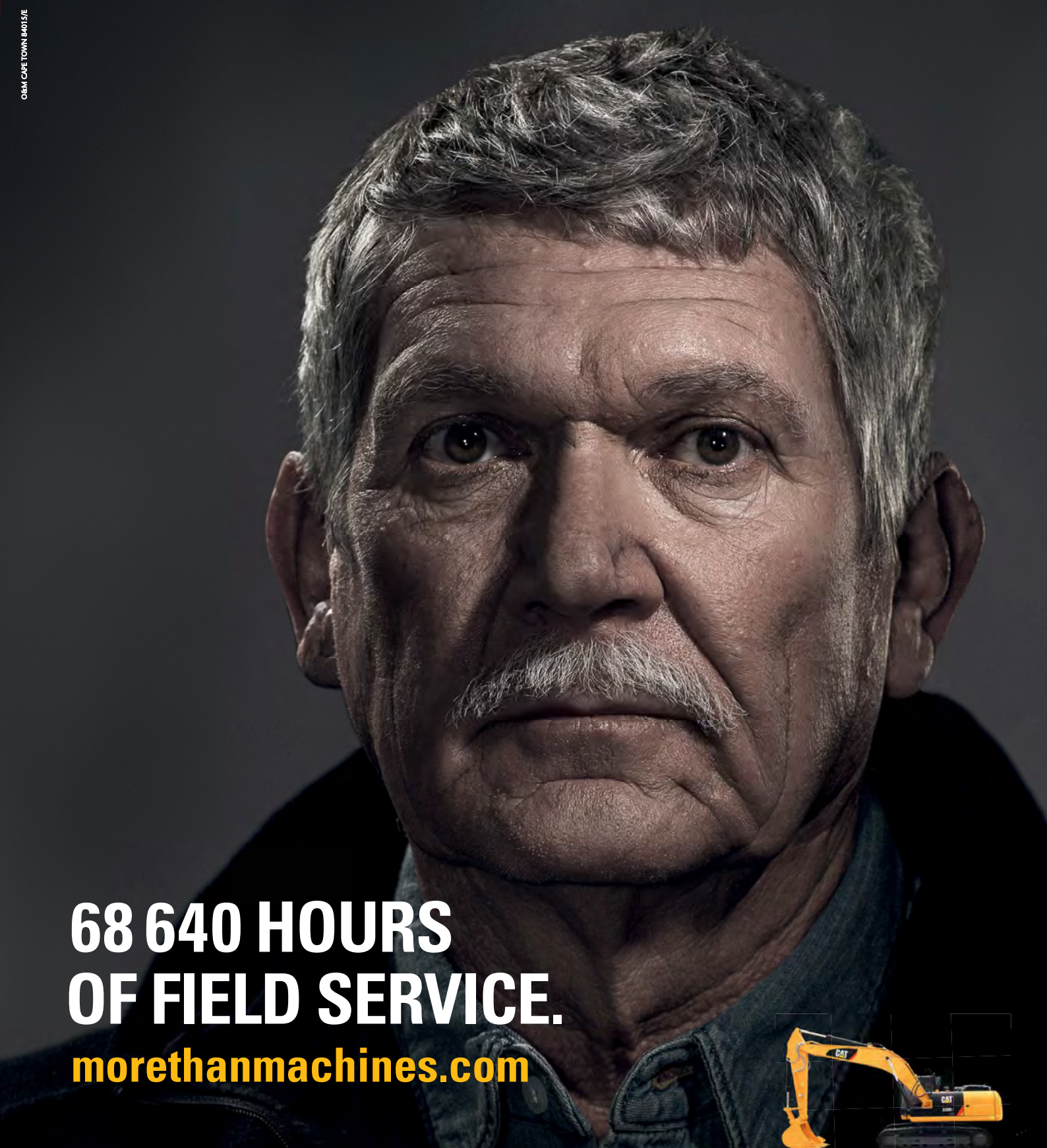
lows the vehicle to be driven with higher loads at low engine speeds.

One further item to discuss is the emission control system in the latest diesel engines. The electronic controlled injector provides the control for fuel distribution through precision-machined nozzles and plungers by means of solenoid actuators. Apart from the advantages in emission control the electronically controlled fuel injection concept has contributed greatly to the overall reduction in fuel consumption of the modern diesel engine.

The next generation of diesels using electronically controlled common rail delivery is expected to use variable injection geometry which allows the amount of fuel injected to be varied over a wider range and variable timing similar to that of a petrol engine. This concept is designed to cope with the further tougher emission control regulations about to be introduced.

By identifying and evaluating the correct balance between application and engine requirement, the operator is well on the way to maximising his business potential in the face of rising costs and regulation boundaries.

Pierre Sanson, Editor



**68 640 HOURS
OF FIELD SERVICE.**
morethanmachines.com



Buy a Cat® machine and get thousands of hours of service expertise.

When you buy a Cat machine, you don't just get the machine. You also get the priceless knowledge of our experienced service team who can keep your machine running and give it a second life. Our team's knowledge combined with our machine monitoring service means that we know exactly what's happening with your Cat machine on a daily basis. By talking to your Cat machine, our Field Service manager and his team will be able to prevent any problems before they arise. This will ensure that the Barloworld Equipment team are always there to help you improve your productivity and efficiency. Buy a Cat machine now and get EMSolutions Level 3 for free for the next 2 years. **For more details about purchasing a Cat contact 010 040 3283.**

BUILT FOR IT.™

© 2015 Caterpillar. All Rights Reserved. CAT, CATERPILLAR, BUILT FOR IT™, their respective logos, "Caterpillar Yellow," the "Power Edge" trade dress as well as corporate and product identity used herein, are trademarks of Caterpillar and may not be used without permission.





WIRTGEN GROUP PROVIDES INNOVATIVE SOLUTIONS FOR ROAD CONSTRUCTION

PERFECTION ALL-AROUND

Roads promote progress. They may open up access to remote places, enable goods to be transported over hundreds of kilometers or handle hundreds of thousands of commuters in megacities around the world, but whatever the application, the Wirtgen Group delivers innovative solutions that fulfill the highest demands.

With six strong brands, Wirtgen, Vögele, Hamm, Kleemann, Benninghoven and Ciber, the Wirtgen Group covers the complete supply chain in road construction:

PROCESSING

Crushed stone is the starting material for constructing roads. But how are unwieldy boulders turned into aggregate of defined grain size? Kleemann markets leading

technologies and methods for processing mineral raw materials and recycling building materials.

MIXING

A thermal mixing process is required to produce asphalt for road construction from aggregate, bitumen and binders. An asphalt mixing plant is indispensable to this process. Be it mobile, transportable or stationary, every mixture is a winner with tailor-made solutions by Benninghoven and – in Latin America, Africa, Australia and New Zealand – Ciber the specialists for asphalt mixing plants.

PAVING

The construction of a new road depends on an excellently bonded pavement structure, beginning with a stable base course and

extending all the way to an even surface course that is true to cross-section, line and level. What are the most important criteria to be considered? What methods need to be applied? The latest technologies from quality leader Vögele are the first choice for paving new roads.

COMPACTION

Compaction over large surface areas is a basic prerequisite for making asphalt pavement tough and durable. Be it vibration or oscillation technology, or compaction control – the machines from roller pioneer Hamm stand for optimum compaction.

REHABILITATION

The loads to which roads are exposed take their toll over time. In many cases, targeted rehabilitation is the only way to go. When it comes to replacing the surface course, the challenge is to remove only the damaged layers and keep traffic moving during construction. The solution: Cold milling machines and cold recyclers from innovator Wirtgen.

All you need from one strong team, all from our leading, specialized product brands with



individual options for every individual customer – from single machines to integrated solutions for the entire process cycle.

THE GLOBAL NUMBER ONE

When it comes to roads, the Wirtgen Group offers impressive, innovative solutions, internationally recognized processes and a mature, seamless range of products that satisfies the most exacting demands. Be it for earthwork and rock construction, new road construction or road rehabilitation, asphalt or concrete roads, narrow cycle tracks or airport runways around the world – the Wirtgen Group offers its customers an impressive range of products and services.

MANY STEPS PAVE THE WAY

The first person in the paving team, however, is the truck driver who fills the asphalt into the paver's hopper. Two mutually independent conveyors transport the material through the machine to the rear, where it is uniformly distributed between paver and screed by two individually controlled rotating screw conveyors. When paving a standard mix, the temperature should always remain above 110 °C in order to ensure sufficient time for compaction.

The hot mix should be covered when delivered by charging trucks to ensure that the paving operation is carried out in the most suitable time frame. To guarantee continuous paving, the capacity of the asphalt mixing plant always needs to be higher than the paver's laydown capacity. If the paver stops moving due to lack of material, disruptive lateral joints occur as a result of the paved layer cooling down. When paving standard mix, the paving temperature should be higher than 110°C to allow an as large time frame as possible for compaction.

PAVING WITH THE ROAD PAVER

All paving units need to be heated prior to commencing the paving operation to prevent the mix from sticking to sensitive parts of the machine. On modern pavers, the compacting systems in the screed can be actuated separately. Particularly the high compaction screeds achieve very good compaction. As a result, the rollers behind the paver require fewer passes to achieve the specified final degree of compaction.

Compaction effected by the high-density screed enables the rollers which follow behind the paver to achieve the overall final

density specified by the client in fewer roller passes. In most cases, the road paver is geared for either high density or fast advanced speed, both of which have an effect on the number of roller passes required.

GETTING THE ROLLERS READY

Rollers are heavy road construction machines used for compacting hot and therefore flexible asphalt pavements. To prevent them from causing damage to the new asphalt surface, they must not come to a stop during the compacting operation. For precisely that reason, machine maintenance is of particular importance. In addition to that, checks need to be carried out prior to commencing work to make sure that the drum is clean, that fuel and engine oil are available in sufficient quantities, and that the water tank has sufficient water for the drum spray system.

Basically, compaction becomes more effective with increasing temperature of the paved mix. The most advantageous temperature range depends on the composition of the mix, the thickness of the pavement and the type of binder used. The roller operator starts compaction at the



tie-in points and follows the edge of the road from there. The pavement is pressed home in a further pass. Dynamic compaction is mainly used for the main compaction process. The drums vibrate horizontally (oscillate) or vertically (vibrate), thus significantly increasing the effect of compaction. The operation is completed by a final roller pass that will “iron out” any remaining irregularities in the asphalt pavement or surface to produce a perfect surface finish.

STRUCTURAL MAINTENANCE, REPAIR AND REHABILITATION

Roads are exposed to tremendous loads that will sooner or later leave their marks on them. A time will come when every road will be in need of a general overhaul. But no two damage patterns are alike. Replacing the pavement is a standard procedure when repairing roads. The challenge is to ensure that only the damaged layers of the road structure are removed, and to avoid disruptions to traffic at the same time. Under these conditions, cold milling is the only viable option for many construction projects.

COLD MILLING MACHINES HAVE REAL BITE

The tools that cold milling machines use for removing road layers were originally developed for the mining industry. So-called point-attack cutting tools, fitted to a rotating milling drum on the underside of the machine, bite into the road at precisely the specified depth. No material is too hard for these tools. Cold milling machines are even capable of rehabilitating pavements, whether asphalt or concrete. The material is milled and then directly loaded on trucks to be transported from site, all in one single pass.

As traffic is often slow-moving in the area of the job site, car drivers mock the massive cold milling machines by saying that they’re always first in the traffic jam. Few bear in mind, however, that rehabilitation projects using cold milling machines are mostly carried out as mobile roadworks. Alternative methods would involve a much greater effort. Cold milling of road pavements is unrivalled in terms of both logistics and speed of execution.

ROAD MILLING MACHINES ARE TEAM PLAYERS

Not all cold milling machines are as big as a complete apartment. Some models are as small as a passenger car. On many job sites, machines of different sizes frequently work as a team, each one playing its own ace. The large milling machine removes the large surfaces, while the small one takes care of milling off the pavement around “nuisances”, such as manhole covers or kerbstones.

PAVING AND COMPACTING USING PAVERS AND ROLLERS

Typical of rehabilitation methods using cold milling is that the damaged pavement layers are usually replaced with asphalt, – irrespective of whether the distressed pavement consisted of asphalt or concrete. The new surface course or asphalt road structure is paved by road pavers prior to conventional compaction by rollers.

PUMPING SOLUTIONS

for renewable energy

Sulzer Pumps' aim of becoming the dominant supplier of pumping solutions for concentrated solar power (CSP) is being realised with the awarding of multiple contracts across the globe.

Utilising its considerable global expertise, the company continues to design and manufacture pumping solutions for the complex processes within these plants wherever the requirement for precision manufacturing is of a primary concern.

Similarly, Sulzer Pumps South Africa has been awarded contracts to supply full solutions for local solar power plants that are currently planned or under construction. The advantages of the pumps being supplied by a local South African company are numerous and will give the local operation's design teams the ability to showcase their abilities within the global arena.

"Sulzer Pumps is a company with a global footprint and its branches from Spain, Germany and India will make a contribution to bringing these projects to a successful conclusion," says project manager Henno Raaths. "Sulzer Pumps South Africa will however take the full lead in terms of engineering and supply of the highly sophisticated equipment."

The recent rise in local renewable energy projects include advanced solar power plants using CSP technology. CSP operations require a special heat transfer fluid (HTF) or molten salts to be circulated around a solar heat absorber and pumped to a special heat exchanger which converts water to steam and effectively makes up the conventional steam cycle.

HTF pumps specifically, are manufactured for high temperature applications that include thermal transients and sealing of flammable and hazardous fluids under extreme cyclic operating conditions. With experience in HTF pumps dating back to 1985, Sulzer Pumps has a vast understanding of the requirements and operating philosophies involved to produce pumps that can perform under such strenuous conditions.

HTF and solar heat transfer pumps will be based on the company's new HZB range which is able to pump liquids at temperatures in excess of 400°C, pressures of more than 50bar and flows in the region of 4000m³/hour. In order to provide fully engineered pumping solutions covering entire solar power plants the company is also supplying feed water pumps, HTF overflow pumps and water condensate extraction pumps complete with sealing systems, drives, motors and instrumentation. Sulzer South Africa further has the expertise to assist with installation, commissioning and service support across the complete range of pumps.

Across the globe in places like Spain, India, Israel, Middle East and the USA a growing number of plants are making use of Sulzer Pumps' engineered solutions. Currently the fleet of CSP pumps within these areas includes nearly 250 HTF pumps, 100 feed water pumps, 40 condensate extraction pumps, as well as numerous cooling water pumps and hot water circulation pumps. "With such a large and active CSP pump population, it is easy to see why we have become the trusted name in the supply of specialist engineered pumping solutions for renewable energy projects," concludes Henno.



IS ROLLING OUT DYNAPAC PRODUCTS

DYNAPAC CC1200

Operating mass: 2.600 kg
SLL (front/rear):
10.5 kg/cm / 11.3 kg/cm
Drum width: 1.200 mm



DYNAPAC CA270

Operating mass: 11.900 kg
Static Linear Load: 33 kg/cm
Drum width: 2.130 mm

DYNAPAC CC800

Operating mass: 1.575 kg
SLL (front/rear):
9.3 kg/cm / 10 kg/cm
Drum width: 800 mm



JHB: 011 396 3944 | **KZN:** 031 700 2258
info@mbplantsa.com www.mbplantsa.com

DISTRIBUTORS OF



**IVECO
ASTRA**



PURE SUGAR

from BIOCOM



A fleet of predominately Cat earthmoving machines continue to clear the way for sugarcane farming, coupled with downstream energy and ethanol production, at a green field site in Angola's Malanje province, situated about 376 km by road from the country's capital.

Destined to become Angola's leading sugar producer, BIOCOM is undergoing rapid expansion as it gears up its operations to meet local demand, in the process helping to reduce the nation's longer-term reliance on imports. Currently, the estimated annual sugar consumption in Angola is around 400 000 tonnes, the bulk of which is shipped into the country via the port of Luanda.

BIOCOM, a private enterprise, is the first company in Angola to produce and sell sugar, ethanol fuel, and electrical energy (derived from bagasse, a sugarcane byproduct). The business venture is 40 % owned by Odebrecht Angola Projectos e Serviços Ltda. The two other BIOCOM shareholders are COCHAN (40 %), a company specialized

in high potential global capital investments, and Sonangol (20 %), an Angolan entity that serves the petrochemical sector.

Located in the Capanda Agro-Industrial Hub in Malanje province, BIOCOM's most distinctive landmark is the world famous 'Pedras Negras' (Black Rocks) of Pungo Andongo. This geological anomaly, with its range of unusually shaped outcrops, forms the backdrop for BIOCOM's extensive sugarcane fields, which extend to the horizon in all directions.

BIOCOM has been awarded an 81 201 hectare concession assigned by SODEPAC (Society for the Development of the Agro-Industrial Hub of Capanda).

In total, the Capanda Agro-Industrial Hub covers an enormous area of around 411 000 hectares of which approximately 293 000 ha has been determined as arable land.

BIOCOM works include site clearance, road construction, dams, pipelines and irrigation

systems, with the programmes for debris removal, road openings and access to the cane fields mainly led by a Cat fleet, supplied and supported by Barloworld Equipamentos Angola.

BIOCOM's first earthmoving acquisitions comprised four Cat D6 dozers, which have since grown into a fleet of ten. These are used for vegetation removal, as well as soil preparation for sugarcane cultivation.

Allied earthmoving units include Cat 12H and Cat 140K motor graders, D8R track-type tractors, and Cat 938H wheel loaders (used for various material handling tasks, including the stockpiling of bagasse biomass.) Operators are recruited from the local community and trained by BIOCOM.

Suppression, soil preparation, planting and harvesting is 100 % mechanized: BIOCOM currently has 19 machines for sugarcane harvesting on site. In addition, automated in-field seed planting machines are directed via GPS (Global Positioning System).



In the mature phase of the project, the annual yield will be around 256 000 tonnes of white granulated sugar (colour IMCUSA 150), 28 000 m³ of anhydrous ethanol (for downstream processing by Sonangol), and 235 GWh of electricity.

For BIOCOM, the starting point was to determine which sugar cane plant varieties would be best suited for planting in Angola's conditions.

In the end, four varieties of sugarcane were selected following an intensive bio-engineering research study, which took into account farming practices in Brazil, South Africa and India, as well as historical trends in Angola. (In fact, the study revealed that over 33 varieties could have been planted.)

More than 3 000 soil analyses were undertaken over a period of approximately three years at an estimated cost of around US\$300 000. (As a BIOCOM agronomist pointed out, there are nine different types of soil present on site.)



The final selection criteria used: the best sugar concentration; the lowest resistance to insects; and the fastest growing species.

After extensive land development, the first 1 800 ha was planted in 2012, followed in 2013 by around 3 600 ha, and 3 800 ha in 2014. BIOCOM set a target of 7 300 ha for 2015 with an anticipated sugar yield of 25 000 tonnes.

All its sugar will be sold locally under the Kapanda brand name – a household product that is certain to inject new energy into the Angolan economy.

TEREX TRUCKS PROVIDES ROCK-SOLID SUPPORT

at Zimbabwean quarries



Terex Trucks has supplied Davis Granite with its fourth rigid dump truck after its existing trucks proved their value, working at granite aggregate quarries in Bulawayo and Harare, Zimbabwe.

Leading Zimbabwean granite aggregate producer Davis Granite has recently added a TR45 to its fleet of four Terex Trucks rigid haulers. Now operating at its Bulawayo and Harare mines, the fleet includes two TR45s and two TR60s. The machines are hauling approximately 80,000 tonnes per month of stone products, 12 hours a day, five days a week, with the robust TR45 maximum payload of 41 tonnes proving ideal for the job at the Bulawayo quarry.

Headquartered in Bulawayo, Davis Granite has been in the business for over half a century handling the extraction, production and supply of stone, builders aggregate and sand for road building and other civil applications throughout Zimbabwe. As the nation's larg-

est producer of granite aggregates, Davis Granite depends on Terex Trucks rigid dump trucks to haul its high-quality stone from the pit to the crusher. The addition of the second TR45 will increase productivity and uptime for the company's Bulawayo operation.

"We have operated Terex Trucks rigid haulers for three years and they consistently deliver a powerful and reliable performance," said Ben Louw, group production director at Davis Granite. "When looking to purchase a new truck for our Bulawayo quarry we were confident that an additional TR45 would be a safe bet once again."

Davis Granite has operational quarries in Bulawayo, Harare, Hwange, Marondera and Gweru, as well as a mobile mining contracting and crushing plant which can be installed as per customer requirements for larger orders.

"We've found Terex Trucks rigid haulers to

be reliable and cost-effective, with very little downtime and offering good fuel efficiency," said Ken Gerrard, chief executive of Davis Granite Group. "What we particularly like about working with Terex Trucks is the excellent support that is available within Zimbabwe and regionally in South Africa, and this was really what made Terex Trucks stand out from the competition."

Built on 60 years of hauling heritage, the Terex Trucks TR45 and TR60s are powerful, efficient, and dependable machines that continue to prove capable of handling the most extreme quarrying operations.

"Terex Trucks rigid haulers perform well, especially in terms of their capability to haul heavy loads uphill. The cab is spacious and comfortable, with good seat suspension, which is a great advantage while working for long hours on the rocky quarry roads," said Sambuwa Mtambanashwe, operator at Davis Granite Group.

Proud to be Building Africa for 60 Years



Bell is Africa's very own global equipment supplier. With support from our strategic partners we deliver a full range of premium machines well suited to a variety of industries and applications.

Whether it's mining, general and bulk earthworks, construction, roads and rehabilitation or waste management, our machines are all built tough for our harsh environment and are fully supported by Africa's most comprehensive network of people dedicated to your success.

Bell Equipment - a proudly South African company that's committed to helping businesses to realise Africa's potential.



Tel: +27 (0)11 928 9700
E-mail: sales@bell.co.za
www.bellequipment.com

**Strong Reliable Machines
Strong Reliable Support**



Advertiser: 167/802/15

VOLVO EC750D EXCAVATOR

provides enhanced powerful performance



The new EC750D from Volvo Construction Equipment (Volvo CE), available in southern Africa from Babcock, combines a robust design with a powerful engine for enhanced performance and a lower total cost of ownership when working in a range of heavy-duty applications.

The EC750D crawler excavator is built to deliver superior productivity and efficiency in a variety of heavy construction applications, particularly quarrying and mining. Equipped with a new Volvo D16 Tier 3 engine, the EC750D provides increased horsepower and fuel efficiency in combination with a robust design to ensure a low total cost of ownership. The powerful engine works in harmony with an improved, Volvo-designed electro-hydraulic system, which uses intelligent technology to control on-demand flow and reduce internal losses in the hydraulic circuit.

This machine incorporates Volvo's unique integrated work mode system, through which operators can choose from a range of

modes for optimum performance. When the operator selects the best work mode for the task at hand – I (idle), F (fine), G (General), H (Heavy) and P (Power) – the rpm is already set for maximum efficiency. The machines also include larger buckets for faster and more efficient on-site production.

A comfortable, low noise cab with easy access via a wide door opening has an adjustable seat that increases operator efficiency. Volvo's industry-leading cab has excellent all-round visibility from large expanses of front and side glass with slim cab pillars and the spacious environment provides ample storage and leg room.

The EC750D is equipped with efficient technology to ensure outstanding digging force in any application. With improved stability, tractive force and Volvo's unique ECO mode, this machine offers improved cycle times for outstanding performance.

This excavator's constant high system pressure delivers greater digging force and re-

duces cycle times, particularly when working with hard and heavy materials. For more power, better productivity and increased manoeuvrability, the high system pressure and durable track ensure impressive tractive force when climbing gradients and travelling over unstable ground. A wider track gauge and heavier counterweight improve stability even when working in challenging environments.

The Volvo hydraulic system leads to a powerful combined pump flow to the bucket for smooth operation, improved cycle time and increased fuel efficiency. The optional boom float delivers more control, minimizes operation costs and maximizes uptime. In addition, the ECO Mode optimises the hydraulic system to reduce flow and pressure losses. It is automatically selected but can be switched off via the keypad.

Built with durable Volvo components, a reinforced structure and undercover protection, the EC750D has been designed to last. Robust parts and easy service access increase



uptime and keep maintenance to a minimum to reduce operating costs. Volvo's tried and tested components have proven to be reliable even in the toughest applications, delivering maximum uptime.

The reinforced heavy-duty boom and arm are built from high strength tensile steel to increase reliability, even in severe applications. Steel strips are welded under the arm to further increase protection. The reinforced upper and lower frames are built to withstand tougher conditions for improved durability and reliability. The strengthened idler frame, track links and bottom rollers are designed and built for constant impact. Built-in heavy-duty plates provide additional protection to the underside of the machine to prevent damage from rocks and debris.

Grouped filters and an electric distribution box are easily accessed via the wide-opening compartment doors and walkways. Greasing points can be accessed in one machine position.

To ensure increased productivity and profitability, the EC750D works in harmony with a range of durable Volvo buckets and attachments. The machine can be fitted with Volvo's heavy-duty bucket, built using wear resistant plates, which excels at digging compact materials including loose rock, hard clay and gravel – perfect for quarrying and mining applications.

The machine can be equipped with a password-protected attachment management system, allowing for storage of up to 20 different attachments. The system allows the operator to pre-set hydraulic flow and pressure inside the cab through the monitor, which ensures the use of various attachments for increased versatility. A wide range of Genuine Volvo wear parts are offered with the machine to protect the entire bucket, including teeth, adapter, segments, side cutter and shroud.

"The predecessor to the EC750D – the EC700CL – has proved to be an extremely popular machine due to its reliability, high

production capabilities and low fuel burn. We have over 140 of these units in the field," says Dave Vaughan, Sales and Marketing Director for Babcock Equipment. "We are extremely excited about the introduction of the EC750D. Digging force has been improved by 9 % compared to the EC700, and with a weight increase of 4 %, engine output increased by 11 % and productivity increased by a massive 14 %, the EC750D is sure to be an absolute winner."

SOUTH AFRICAN MODULAR PLANT INSTALLED

at Chinese iron ore facility



Osborn's locally-designed and manufactured modular plants are making their mark as far afield as China, where the Johannesburg-based equipment manufacturer has successfully completed the installation of a modular plant to process iron ore for Bayi Steel's Dunde Plant, located near Ürümqi City in China's Xinjiang Province.

Marketing director Martin Botha reveals that this was Osborn's second export order to China, and that it reflects this proudly South African modular plant's ability to withstand the most testing operating conditions. "The Dunde iron ore processing plant is situated 3 500 m above sea level, and the temperature goes down to minus 40. It only operates between May and October, due to severe weather conditions. Our machines' power packs have been installed with heat packs and up rated electric motors to cope in high altitude," he explains.

The Osborn modular plant - which Botha says has replaced a "locally-made kit" at the Chinese facility - comprises a primary Osborn jaw crusher, secondary cone crush-

er, screen and tertiary cone crusher. With a capacity of 300 tph, the Osborn plant produces a nominal -12 mm product. Osborn won this R20-million export order to China amid stiff competition from leading global players, he states. The company partnered with a China-based operation that manufactured the plant's conveyors.

"This was a ground-breaking order. It is an exciting and significant development to see a South African machine shipped to China, and it reflects the exceptional quality of Osborn's equipment. Our modular plants are easy to build and are mounted on skids, so they are easier to set up. They are also easy to transport and re-erect on a new site. These plants are designed to fit into containers when they are dismantled, which makes transportation easier and cheaper. There's less civils work and they can be transported, assembled and dismantled easily and quickly. Customers also recognise that Osborn's machines are more robust and wear resistant, having dead box areas to improve liner wear and machine wear. It is proving a recipe for success," Botha concludes.



Three Osborn modular plants are available, in different sizes - the modular jaw crushing plant (sizes 2540, 3042, 3055, 3648 and 4248), modular cone crushing plant (sizes 38, 44, 52, 57) and a modular screening plant (sizes 6', 7' and 8' double and triple decks). With the addition of its KPI-JCI Vertical Shaft and Horizontal Shaft Impactors to the modular set-up, Osborn can also offer a full quarry processing plant.

SCANIA IN 2016:

Broadening its offering to the construction industry

Scania used the opportunity presented at BAUMA CONEXPO Africa 2015 to re-launch its construction range (see GEN Nov 2015). During 2016, the company plans to expand its construction solutions into further applications and to broaden its offering to the construction industry. Capital Equipment News spoke to Alexander Taftman, product and marketing director, Scania South Africa, about the company's focus for this year.

Scania construction trucks are the result of decades of research and development under exceptionally tough conditions. Explaining what it is that makes Scania off-road trucks ideal for the construction industry, Alexander Taftman says, "It is simply our focus on uptime and productivity, and the valuable gains we offer in payload and operating economy. Ours are rugged, robust trucks that get the job done.

"Since uptime is crucial, we design our vehicles around maximised uptime and minimised TOC (total operating cost). If the vehicle is active 24/7, stopping only to refuel or for planned maintenance, you have maximised your income source. The opposite is true for a vehicle that breaks down unexpectedly."

The range of premium construction trucks also prides itself on driver care; offering drivers the highest possible standards of safety, comfort and ease of driveability.

According to Taftman, Scania does not sell vehicles, it sells solutions. "We focus on the customer's complete needs as we do not believe one size fits all." He explains that by designing a proposal around the customer's needs the company strives to illustrate that Scania is the number one choice. The best way to maximise the efficiency of a solution is to allow the customer to focus on what he knows best, while Scania focuses on its area of expertise.

During 2016, Scania is planning to extend this approach further into the construction (and mining) industries. The question is, how can Scania further broaden its already substantial offering to the construction industry?

According to Taftman, while continuing to introduce new specifications and applications, Scania will now focus even more intently on operations within construction projects, i.e. roadwork sites or building projects. In order to ensure that a complete solution is offered to the client, key account experts within Scania will ask the client what the project 'looks like', what commodity is being moved, what volumes or weights are being moved and what capacities are they expecting per hour, per



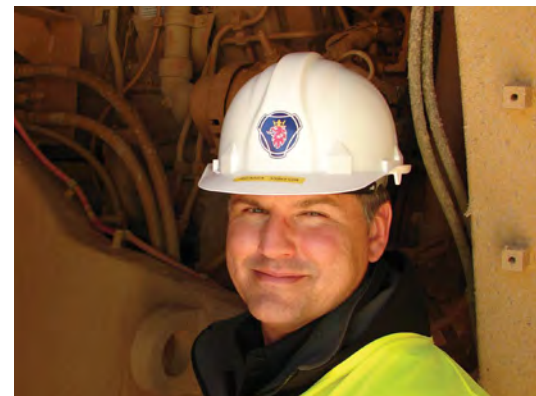
metre or per tonne. Once the experts have an understanding of the project needs they will be able to offer a complete solution that encompasses hardware requirements – tippers, mixers, skip loaders, brick or steel carriers, heavy haulers, a generator set or staff transporters – along with the appropriate service, finance and insurance solutions.

Taftman believes that Scania's success as a company is a result of being known in the industry for keeping its promises and 'walking the talk'. At the same time, it strives to exceed customers' expectations and to build strong relationships with them to ensure both parties are successful. Finally, as a 'provider of sustainable transport', Scania believes sustainability to be key. "It is," Taftman says, "the only route to the future".

The company defines sustainability according to the three Ps: planet, people, and profitability. Taftman outlines these as:

Planet: The way in which we interact with the planet currently is unsustainable – we have a few decades in which to arrest the damage we are doing to the earth. Industry needs to come up with solutions that are sustainable in the long term. The need for transport will not decrease, but the nature of transport needs to change – we need to have solutions that look different from those that are offered today.

People: This refers to jobs and security. Alter-



Alexander Taftman, product and marketing director, Scania South Africa.

native fuels to diesel such as gas, ethanol and biodiesel can be produced locally to generate jobs and this will also limit the transporting of fuel.

Profitability: We need to come up with solutions that are efficient and financially viable. There should not be a major trade-off to go from diesel to gas or ethanol – one should be able to do this at the same cost.

Scania has a solid reputation in the long haul truck sector. With the re-launch of its construction range and its intention to expand its construction solutions into further applications, this standing has placed it in good stead to prove to the Southern African market that it can be just as good when it is used in the construction industry.

EASING THE LOAD

The ability to handle heavy loads efficiently and safely is essential in industry and mining. Across Southern Africa, high-capacity Hyster lift trucks from Barloworld Handling have for decades proven their mettle in helping to ease this load.

Barloworld Handling has Hyster big trucks ranging from eight to 52 tons designed for use in industries ranging from steel, granite, concrete, timber and mining support infrastructure to shipping. In addition to its high-capacity Hyster XM forklift range, Barloworld Handling also supplies container handlers and reach stackers lifting up to 48 tons. Hyster has a market share of over 50 % in the local empty container handler market, says Gerhard van Niekerk, big truck sales manager at Barloworld Handling.

The use of Hyster big trucks in mining support infrastructure illustrates the all-round value these trucks deliver in terms of efficiencies and productivity, says Van Niekerk. Hyster big trucks are in operation at mines in South Africa, Botswana, Mozambique, Angola, Zimbabwe and Zambia – in iron ore, coal, platinum, diamond and copper mining, amongst others.

“The ability to handle heavy loads efficiently and safely is essential in mining support infrastructure, which includes parts stores, workshops and tyre bays,” he says.

“With vehicles such as dump trucks and wheel loaders central to productivity at mines, fast turnaround times in the workshop is of the essence. Because of the mobility, manoeuvrability and speed of lift trucks, they are the preferred choice to move large components such as engines – sometimes weighing as much as 12 tons –, transmissions, final drive trains, bulldozer tracks and also tyres.”

Hyster tyre-handling lift trucks are widely regarded as the benchmark for the changing of tyres on haul trucks and wheel loaders used in opencast mining. Fitted with a tyre-handling attachment, these lift trucks can accurately handle tyre weights between 250 kg and 16 330 kg, with tyre diameters ranging from 710 mm to a colossal 4 166 mm.

Why the popularity of Hyster for the handling of heavy loads?

“Barloworld Handling has been a Hyster dealer since 1929 and has a proven track



Hyster tyre handlers have become an industry standard for handling and changing tyres on mining and construction equipment fast, efficiently, cost-effectively and safely.



record in supplying not only the right machine for the application but also excellent aftersales support, including ready parts availability,” says Van Niekerk. “We are also able to supply a full range of materials handling equipment, from electric 1,5 ton units for use in stores, to 3 and 5 ton counterbalanced models, to big trucks.”

In remote locations, Barloworld Handling’s relationship with its sister company Barloworld Equipment is another plus. “In

mines in Zambia, for example, Barloworld Equipment assists with the servicing of our Hyster machines.”

Hyster has had long experience in manufacturing big trucks. Produced in Nijmegen in the Netherlands, these trucks benefit from almost 60 years of experience in building lift trucks with lifting capacities over 8 tons. The Nijmegen plant is the global centre for Hyster big truck design, development and testing, and produces high-capacity forklift

trucks as well as empty and laden container handlers and reach stackers.

Designed for efficiency and a lower operating cost, Hyster trucks feature a unique blend of high productivity, fast handling, reliable proven components, fuel efficiency and outstanding driver comfort, which deliver an excellent return on investment. "I've seen a 44 ton machine that's 38 years old and still going strong", says Van Niekerk.

The Hyster XM big truck range offers a wide choice of capacities, engine power outputs, wheelbases, masts, attachments and optional features, enabling customers to select the optimum solution for their requirements. The trucks can be tailor made to the needs of any operating environment.

For example, sideshifting and hydraulic fork positioners are available, to move forks from left to right, or open them slightly. This helps facilitate the exact positioning of heavy loads.

Hyster trucks with negative lift are also available for marine applications. These trucks are used to place boats in water and remove them for drystack, or to lower products into barges. The trucks typically feature lift heights of 12 metres, negative lift of two metres and lifting capacities of 16 to 18 tonnes.

Standard features of the Hyster XM range include:

- Powerful, fuel-efficient Cummins diesel engines
- Durable Axle-Tech drive axles
- Auto-shift 3-speed powershift transmissions
- Heavy-duty masts for lift heights up to 9,8 m, meeting dependability requirements of demanding applications
- Class-leading lifting speeds for maximum productivity
- Power-on-demand load-sensing hydraulics, which means that the exact amount of oil required for the application is pumped through the system, resulting in less waste, reduced operating temperatures and greater fuel efficiency
- A hydraulically operated Vista Cab with advanced ergonomics, ensuring outstanding comfort and all-round visibility
- Easy serviceability.

"Add to these ease of operation, and the result is ultimate precision and efficiency," says Van Niekerk.

Uptime of lift trucks is further ensured through Barloworld Handling's aftersales infrastructure, which includes a centralised customer support centre, ready parts availability and a countrywide network of trained, experienced big truck technicians.

RESALE VALUE

Resale value is another factor to consider when acquiring a big truck, says Van Niekerk. "The resale value of Hyster big trucks is the best in the industry, ensuring further returns on your investment." This high resale value is closely linked to the availability of parts for Hyster big trucks, including the older machine models.

For more on Hyster Big Trucks, please contact Gerhard van Niekerk on 083 641 8206 or email GvanNiekerk@bwhandling.co.za



STRONG PARTNERS.
TOUGH TRUCKS.



Barloworld
Handling

HYSTER LIFT TRUCKS ARE THE INTELLIGENT CHOICE



WHY?

- ▶ **Robust and reliable Hyster trucks meet the demands of the toughest operations.**
- ▶ **Low cost of ownership through dependability and uptime.**
- ▶ **Outstanding service support.**

CONTACT US NOW

0860 HYSTER (497837)

WWW.BARLOWORLDDHANDLING.CO.ZA



POWER TOWERS INTRODUCES INNOVATIONS

and safety in low level access



Eazi Sales and Service, a leading supplier of world renowned access equipment brands to the Southern Africa market, such as JLG, Magni and Maeda, recently introduced Power Towers range of low-level access equipment to the local market. The introduction came about as a result of parent company, JLG Industries acquiring a 100% shareholding of the UK based company Power Towers. The company has been very successful in expanding the market for low level access in the UK, the Middle East, and parts of Europe and JLG will give it the opportunity to expand its footprint further.

The success that Eazi Sales and Service have achieved with the JLG brand in the local market will be further enhanced with the introduction of Power Towers that fills a gap in its portfolio in the low access area. Founded in 2007, Power Towers specializes in the engineering and manufacturing of low level access products which comprises a range of seven mast-based models; the self-propelled SP range, the push around Power Tower and Nano, and the latest

non-powered Eco range, Pecolift and, Ecolift, that are rated for indoor and in some cases, outdoor use.

Low level access describes an entirely new specialist sector within the access industry. The term is generally used to denote operating environments up to 4.5m to 5m working height, internally and on flat level surfaces, using manual or powered access equipment. The applications could be determined by using base 'A' frame step ladders or a self propelled power access platform.

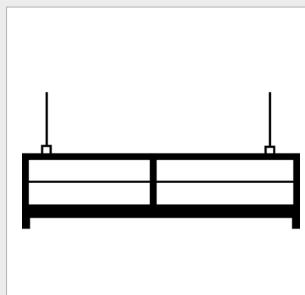
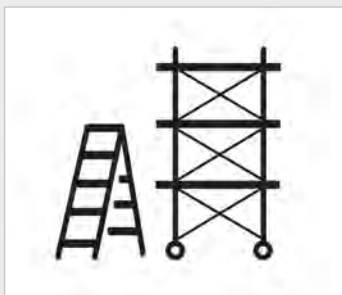
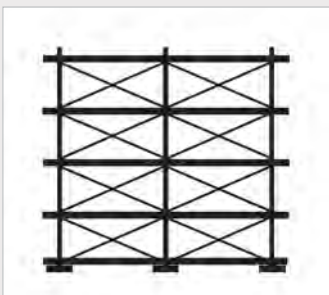
The introduction of the Power Towers low level access platform range by Eazi Sales and Service will no doubt provide a quick, cost effective and safer alternative to using aluminium towers, ladders and steps. Able to be positioned 'at the job' within minutes, the product range offers unparalleled efficiency and productivity in a multi-storey environment, for finishing trades such as electrical contracting, dry lining and ceiling slabs up to 5m.

The cost-effectiveness, productivity and safety

inherent in the powered and non-powered range, combined with the manoeuvrability and ease of operation, could never be achieved with a scaffold tower or podium, considering that the achievable work rate can be up to eight times faster using the Power Towers.

In the Eco Range of products for example, the Pecolift and Ecolift represent a high level of product innovation. Using no battery power or hydraulic oil thanks to a patented arrangement of belts and gears, the Pecolift is able to lift an operator to a working height of 3.5m in under eleven seconds. Its bigger brother, the 4.2m Ecolift does the same thing in only fifteen seconds. The platform elevation is virtually effortless. The simple, yet practical design of the equipment means that it can run 24/7 without maintenance.

The Power Towers range of access equipment is simple, safe and efficient to use. It reduces working hours when compared with mechanical and manual alternatives.



INSTITUTE FOR WORK AT HEIGHT



- Fall Arrest
- MEWPS
- Rope Access
- Suspended Access Platforms
- Access Towers & Ladders
- Falsework
- Scaffolding

INSTITUTE FOR WORK AT HEIGHT



WORK @ HEIGHT: FROM THE BOARD

WORLD NEWS

ACCREDITED SCAFFOLDING STANDARD

The American National Standard Institute (ANSI) has approved the Scaffold and Access Industry Association (SAIA) as an Accredited Standards Developer (ASD) for the Accredited Standards Committee (ASC) A11 Committee-Design, Manufacturing and Performance Testing related to scaffolding, shoring and forming products and related components and accessories. Formerly developed by the Scaffold, Shoring and Forming Institute (SFI), the SAIA is responsible for adhering to the policies and procedures outlined in the ANSI Essential Requirements, which govern the consensus development process.

MEWP TRAINING PROGRAMME

IPAF's mobile elevating work platform (MEWP) operator training programme has taken a leap forward with a new generation of learning tools available from the 1st February 2016 in the UK.

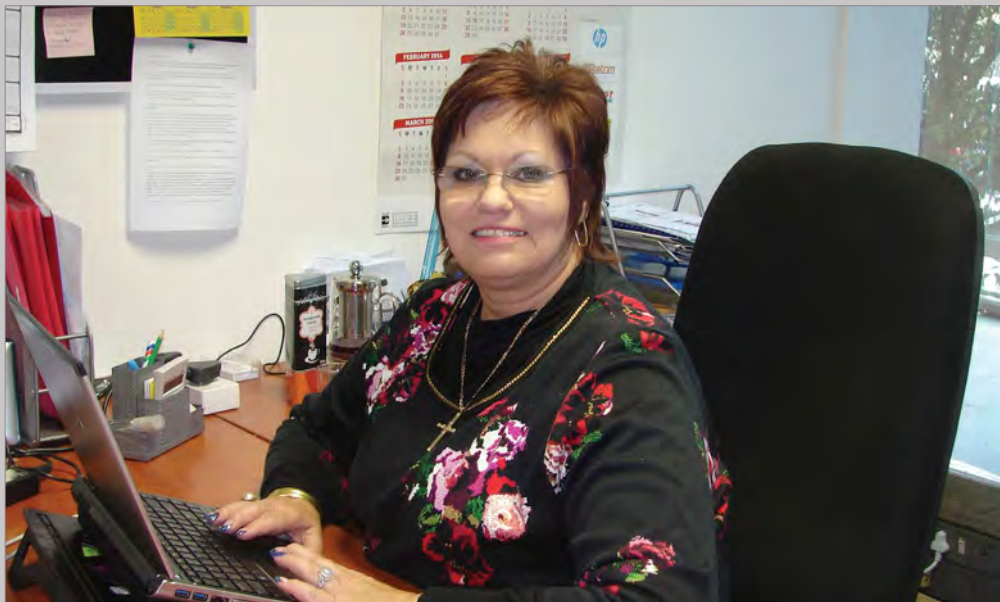
After two years of research, testing and significant investment, the new learning materials are set to deliver flexibility and interactivity as with the same emphasis on practical training.

For the first time, trainees have the option of completing the theory part of the course via the interactive, state-of-the-art eLearning module. They can complete the eLearning module online-anytime, anywhere, on any device at their own pace.

Trainees opting for the instructor-led theory course will also benefit from the same state-of-the-art graphics, animations and learning techniques. They will continue to interact with an instructor and fellow students in a classroom setting.

Whether they complete the theory part via the eLearning module or the instructor-led course, all trainees must still pass a supervised theory test at an audited and approved training centre. Trainees will then proceed to the practical session and must pass a supervised practical test conducted by an IPAF-certified instructor. Successful trainees will receive a Smart PAL Card (Powered Access Licence as proof of operator training).

Dear Trade Members



Dr ALTI KRIEL (PBM) Manager

The IWH decided that it is time to become more active with its members and a Member review pilot project was initiated in 2015. The drive behind this project was mostly based on the need for Members to know what the IWH stands for and to find out what the members' expectations are from the IWH as an association. The IWH also wanted to use this opportunity to learn more about our Members' operations and to find out if Members are adhering to best practice.

Members called on by Brian Tanner and Richard Gordon-Brown jointly as our two 'courtesy officials', amounted to 25 member companies, of which:

- 9 were in Cape Town
- 4 were in Durban
- 12 were in Gauteng

In all instances members were pleased to see someone from the IWH. In general, it was indicated that they now have a better understanding of the value of the Institute after briefing the Members. A general willingness to assist in marketing the Institute was also noticed. We have also gathered from this project, amongst other things, that Members have a need for educational workshops regarding industry standards in order to keep up with the current standards. This is something that we are definitely aiming to implement in 2016. We understand that as a Member it is important to know that there is a value added component to being a member of this association and where the Members feel that they are being 'heard' and being rendered the necessary support when needed.

Some Members did indicate that we should have added an equipment inspection component to our review procedure as well as making the review criteria slightly more stringent.

We have also come to realise that some members are not operating within the guidelines as per regulations and standards and that we will definitely have to move towards more stringent criteria for membership as well as the auditing of members. This however will have to be done in a professional way and the aim is to develop and guide members towards best practice rather than police them.

We are currently looking into an incident reporting system, where we as an industry can keep records of incidents and accidents in order to be used for future reference when best practice is established, as well as for informational purposes to the general industry. We would also like to distribute Tender requirement lists for each Chamber, in order to guide the industry on the requirements for work at height in general and specifically the requirements / criteria per Chamber.

Medical fitness is a very important requirement when working at height. We would therefore, also like to offer guidance by proposing/adopting a medical certificate template and publish it on our website for use by all industry members. Suggestions for this template are welcome.

We aim to visit all our members before June 2016, and thereafter all members will have a compulsory visit at least every two years. Thank you for taking time to read this report. For any additional information please do not hesitate to contact Dr Alti Kriel or her Personal Assistant Vida Watkins.

Kind Regards

From the desk of Alti Kriel

Date: 07/12/2015

WORK @ HEIGHT: REGIONAL NEWS - GAUTENG



Goscor Hi-Reach places emphasis on safety when working at height

Established in 1998 as Hi-Reach Manlift (Pty) Ltd, Goscor Access Equipment, trading as Goscor Hi-Reach, the official distributor of Genie products in sub-Saharan Africa, represents a number of other Mobile Elevating Work Platform (MEWP) manufacturers including ATN, Teupen, Hydralada & Custom Equipment. The company prides itself on service excellence and consequently has refined its safety, training and service offerings to clients and the industry as a whole. *Capital Equipment News* spoke to Goscor sales executives Carl van Dyk and Roleen Jansen van Vuuren about these three areas of interest within the business.

They explain that as a company Goscor Hi-Reach is dedicated to surpassing best practice when it comes to training and the safe use of MEWPs. A key element in their approach is to ensure that the equipment they distribute is safe in design and that the operators who use their equipment are competent to do so.

Roleen says that machines sold into the sub-Saharan region are designed from the outset to be fail safe. All the equipment distributed by Goscor Hi-Reach is designed to ANSI or CE standards and is therefore fundamentally safe, bearing in mind that any work at height task is considered inherently dangerous.

Carl believes that competency and familiarisation go 'hand in glove'. Although the OHASA (Occupational Health & Safety Act 85 of 1993) states that responsibility lies with the company that buys or uses work at height equipment to ensure that its operators are competent, Carl emphasises that Goscor places importance on familiarising its customers with the use of a machine during handover. However, through its training arm, Goscor Hi-Reach Training Centre, the company also offers Unit Standard competency training that is recognised by SAQA (South African Qualifications Authority) – and all clients are strongly encouraged to undertake this training. Additionally, all Unit Standard based training interventions are facilitated, assessed and moderated by competent Goscor Hi-Reach Training Centre staff members.

He explains that there has been a noticeable shift in attitude to competency training as South Africa aligns itself to First World standards and more and more employers are recognising the need to have people trained as competent. Goscor's training is relevant ETQA accredited. All successful learners



who pass through its training system are also registered with the NLRD (National Learners Registered Database). In addition, the company is one of very few in South Africa that is IPAF (International Powered Access Federation) accredited; an IPAF training qualification is internationally recognised.

Owing to a lack of skilled people within the industry, if training providers can offer an LNQ short course (learning that does not lead to a qualification) that is quality assured, SAQA may be inclined to recognise it. The South African Institute for Work at Height (IWH) quality-assures its members' LNQ interventions. Goscor Hi-Reach, an active member and participant within the IWH, offers an LNQ – and has more in the pipeline – as well as certified competency training to anybody who uses or wants to buy an elevating platform.

An important feature of the Goscor Hi-Reach

offering is its refurbishment, servicing and maintenance arm, as well as the 13 000 serviceable and major parts that it keeps in stock. Roleen says that the company's maintenance teams travel throughout South and sub-Saharan Africa to ensure that customer downtime is kept to a minimum and turnaround time within South Africa is around 48 hours. She explains that the service and parts efficiencies perform exceptionally well in no small part due to a Genie commonality platform that improves efficiencies and reduces cost of ownership.

Goscor Hi-Reach is a proud member of the Goscor Group of Companies. Renting these impressive machines is also possible through Goscor Access Rental which has offices in Johannesburg, Durban and Cape Town

Goscor Hi-Reach: +27 11 908 4881

Net installation ensures safety and efficiency in laboratory

Due to the intricate nature of their work, testing laboratories at the South African Bureau of Standards (SABS) can often not be shut down during renovations and maintenance, and temporary supporting structures not only come with a considerable financial burden, but limit daily activities too.

Safety and work platform nets have proven to be the most effective fall protection solution for Enza Construction, which has been contracted to install ducting at an SABS testing facility, while ensuring that no disruptions are caused on the laboratory floor.

Two 6 m x 4 m safety nets were installed 6 m off the ground by leading rope access specialist Skyriders in early November 2015. Marketing manager Mike Zinn indicates that a four-man rope access team successfully installed the nets over a two-day period.

"Using slings, the Skyriders team secured the nets to parallel crawl beams that were already secured to the concrete soffit. In certain areas, chemical anchors were placed onto the concrete to ensure greater anchorage," he explains.

Chemical anchors are made up of steel studs, bolts and anchorages which are bonded into concrete, using a resin-based adhesive system. It is ideally-suited for high-load applications. "The chemical anchors were left to cure for 24 hours before installation com-



menced," adds Zinn.

The Enza construction team needed to work on the underside of the concrete ceiling to install the ducting. Skyriders therefore installed shatter ply decking on the work platform to make it easy for the Enza team to walk across, without compromising on safety.

All safety and work platform nets installed by Skyriders are supplied by industrial and commercial netting expert, Industrial Netting (Pty) Ltd., which provides tough and reliable safety nets. Zinn highlights that companies are slowly realising the importance of using safety nets as an alternative for working at heights.

"When installed correctly, safety nets hold up under the toughest demands. In this case, the nets not only ensured construction worker



safety, but also enabled SABS testing centre activities underneath the work space to continue uninterrupted, thereby eliminating downtime," he concludes.

CONFERENCE NOTE: GUIDELINES FOR SAFE WORKING AT HEIGHT

It is a common fact in the building/construction/maintenance industry that falling from height remains one of the biggest causes of fatalities and major injuries. Common cases include falls from scaffolding, ladders and through fragile surfaces. 'Working at Height' means work in any place where, if there were no precautions in place, a person could fall a distance liable to cause personal injury or even death. This is not only in South Africa but across the world in both developing and advanced nations.

The Institute for Work at Height Trade Association and Professional Body, together with many other organisations operating in the construction, mining, occupational health and safety environment embarked on developing a 'Guidelines for Safe Working at Height' in the year 2016. Subject matter experts from all industries where people have to work at height were invited to participate in the development

of these guidelines under the chairmanship of Mr Dave Bass. The development of the guidelines was also discussed with the Department of Labour's Chief Inspector, Mr Tibor Szana, who nominated two persons from his office to also be involved in the development of the guidelines. The draft of these guidelines was shared with them on a continuous basis for their input as well. Other appropriate Industry bodies were also being consulted from time to time as the project developed.

The purpose of the guidelines is to provide supervisory staff with the necessary basic knowledge to understand and ensure safety for tasks that are to be carried out at height. The input from several industries experts in their appropriate individual fields assisted in looking at ways of improving current practices and making work at height safer for everyone.

The scope did not focus on any one particular industry, but rather at persons who through

the course of their work are required to be in an elevated position and be exposed to a risk of falling.

As the Guidelines for Safe Working at Height were developed for industry by industry, it was decided to launch this document officially at a Conference on the 16th, 17th and 18th of August 2016. The Chief Inspector, Mr Tibor Szana has indicated his willingness to be the keynote speaker at this event.

This conference is definitely going to be a fantastic event to attend for all interested parties directly and indirectly involved with Working at Height.

JOHNSON CRANE HIRE

undertakes heavy lifts at Shell & BP's Sapref Refinery

Johnson Crane Hire was contracted by SAPREF to undertake the heavy lifts associated with maintenance work that was required on two columns of its North Zone Unit during the biannual turnaround undertaken at the Durban refinery in 2015. As part of scope of work, Johnson Crane Hire was contracted to supply an extended fleet of cranes required to perform the extensive maintenance work that was executed during the turnaround.

The biannual turnaround involved shutting down the Central Zone of the refinery and performing scheduled maintenance work, statutory inspections, repair work where needed and the execution of project modifications. Work on the turnaround started on 4 May 2015 and continued through to the end of July. Johnson Crane Hire supplied 65 cranes on the turnaround, mostly dedicated to general plant maintenance tasks, as well 14 additional operators to facilitate night shift works.

Harry Haripursad, KwaZulu-Natal regional manager for Johnson Crane Hire, says that the ability to manage multiple lifts simultaneously is a major differentiator for Johnson Crane Hire, and the company has a long-standing relationship with SAPREF, which he attributes to the provision of reliable lifting services of a consistently high standard.

Concurrently with the general maintenance work that was to be executed during the turnaround, it was decided to use the planned shutdown as an opportunity to carry out necessary repairs on two columns that form part of the North Zone Unit. A number of heavy lifts were required as part of the repair work and Johnson Crane Hire utilised its Liebherr LR-1600/2 to execute the work. This crane has a SWL capacity of 600 metric ton and is only one of several large capacity crawler cranes operated as part of the Johnson Crane Hire's fleet of crawler and lattice boom cranes.

Grant Parker, project manager at Johnson Crane Hire, says that the team worked closely with the SAPREF project team from the early stages of the project.

According to Parker the single most challenging aspect that they faced was the extremely limited space available to both assemble and operate this huge crane. The assembly and operation of the crane within



such constraints required skill, careful planning and attention to detail.

A specially constructed crane pad was built to accommodate the crane and allow facilitation of the crawler crane's movement during the lifting activities. Crane assembly was undertaken over an 11 day period and thereafter the heavy lifts were completed in just over two weeks. A further 11 days were required to dismantle the crane.

"The first lift comprised the offloading of a new prefabricated 'can' section with a mass of 13 metric tons. The 'can' section was then lifted into a temporary support structure that was specifically built for attaching the 'can' section to the existing top section of the column. The top section of the existing C 4101 column was then removed and placed on top of the temporary support structure to facilitate assembly, alignment and welding of the new 'can' section to the existing top section.

"The corroded section was removed from the existing column and placed on the ground for subsequent removal by a 100 ton LTR 1100 hydraulic crawler crane, also supplied by Johnson Crane Hire. "The newly constructed top, with a calculated mass of 143 metric tons, was lifted into position at

a lift radius of 43 metres," Parker explains.

The smaller second column was located in a constricted area of the plant that required a boom reach of 41 metres. The existing column was removed and replaced with a new column which had been prefabricated and pre-dressed on site. This lift was performed concurrently with the repair of the larger column.

Gavin Jacobs, branch manager for Johnson Crane Hire Durban, says that teamwork played a vital role in the successful execution of the turnaround. "Having 65 cranes on site was a challenging task and good planning was a key to our success."

"Safety is a major focus for all our lifts, irrespective of complexity. We hold regular site meetings and daily toolbox talks to create awareness and assess and mitigate risks. The successful completion of the recent SAPREF turnaround and project is testament to the tenacity and flexibility of our team. Careful and systematic planning, a pool of trained and experienced operators, as well as well-maintained current technology cranes, allowed us to handle any logistical issues with aplomb," Haripursad concludes.

NEW CAT 232D

unveiled



The local D-Series skid steer line-up has been extended following the recent introduction of the Cat 232D, a vertical lift unit well-suited for niche markets like landscaping and agriculture. Equipped with an optional two-speed drive system topping out at around 18 kph, the 232D is powered by a Cat C2.2 engine and has a rated load capacity of 840 kg (and 885 kg with the optional counterweight).

As for all D Series models, the Cat 232D's lift arms have a tubular design that provides optimum lift characteristics and strength, while presenting a narrower profile, which enhances sight lines to the sides of the machine, the tyres, and to the work tool/coupler interface.

The optional automatic work-tool coupler is electrically actuated, and replaces the previous hydraulically operated version. "The new coupler is simpler in design, eliminates hoses and connectors, and is easier to install in the field," explains Barloworld Equipment product marketing manager, Design Naicker. (Barloworld Equipment is the Cat dealer for southern Africa.)

An available high-flow auxiliary-hydrau-

lic system provides flows to 97 L/min and pressures to 23 000 kPa. Both standard and high-flow auxiliary systems use connect-under-pressure quick disconnects.

SPEARS AND GRABS

As for other machine classes, Caterpillar has designed the Cat 232D with specific work tool applications top of mind. For the agricultural market, these include bale spears; a bale grab (with a maximum opening of 1,8 m); a silage defacer; and a side discharge bucket for sand and sawdust. Cat spear work tools are supplied in single tine configuration for round bales, and double tine with backrest for square bales.

Spear attachments are now ready for shipment, with the balance of the above work tools available from the second quarter of 2016. Spears can be ordered in lengths of either 990 or 1 245 mm, depending on the materials handling requirement.

Bale spears are secured to the rigid frame with tapered bearings. On the single bale spear, two additional stabiliser spears are located on the bottom of the frame, ensuring

the security of the baled material when travelling and loading.

A more specialised tool, Cat silage defacers will come in three different lengths, namely 1.8m, 2.1m and 2.4m. In turn, the side discharge bucket for sand and sawdust comes in either a 1,8m or 2,4m width. Like the bale grab and spears, these work tools can also be fitted on Cat compact wheel loaders where equipped with a skid steer loader coupler interface.

These application specific attachments form part of a comprehensive Cat work tool series for general and industrial requirements, ranging from hydraulic hammers to augers and trenchers.

OUT WITH THE OLD, in with the new

When LKAB, owner of a pelletizing plant in Kiruna, Sweden, realized that one of the riding rings in the factory's large rotary kiln needed to be replaced, he contracted Havator AB, a crane services company out of Tornio, Finland, to replace the old riding ring with a new one. Havator's crew knew they had to complete the project as efficiently as possible in order to reduce production delays and downtime at the LKAB plant

According to Bengt Hedlin, Havator manager, this project was a complex operation: The original riding ring had exhibited cracks in the material, which appeared to be difficult to repair. Because of the plant's production schedule, LKAB made the decision to change out the ring for a new one rather than risk a longer, unplanned production stop if the ring were to fail. The riding ring measured 8.6 m high and 3.6 m wide and topped the scales at a whopping 192 ton. Adding to the challenge was the location of the ring inside the 42-metre long rotary kiln where iron ore pellets are sintered. The only way to access the ring was by crane, descending 19 m from an opening in the plant's roof, and Havator knew it had the right crane for the job — a Terex® CC 6800 lattice boom crawler crane.

The Terex CC 6800 crane Havator used on this project has the perfect specification to excel in industrial operations, such as the lift at LKAB. Equipped with a 48 m main boom and 48 m luffing jib in SWSL configuration, this crane was the perfect match for the job. In addition, the Terex CC 6800 crane comes with the Vario-Superlift System, which can be adjusted from 15 m to 24 m radius. The crew used a maximum of 320 t of counterweight on the superlift tray while the crane itself was balanced with 170 t of counterweight on the superstructure. This enhanced the machine's stability and maneuverability at the LKAB construction site while also enabling Havator's crews to have better access in the plant's space-restricted areas.

"The crane had been working on a project in Hammerfest, Norway, when we realized it had the right capacity and set-up for the LKAB project," says Hedlin. "We dismantled it and transported it the 650 km to Kiruna. Using 38 trucks, we had the crane in place and ready for use in six days."

All Terex® crawler cranes are designed for



efficient transportation and quick set-up in order to minimize operating costs. The CC 6800 crane is no exception, with components measuring in width from 3.00 m to 3.5 m and weights ranging from 15 to 70 ton, it places them well within transport regulations thereby making it cost-effective to transport this crane anywhere in the world. The only adjustment made for the crane was to the road into the plant's construction site — it was adapted to accommodate the crane's size. Once on site, Havator crews reinforced the ground with steel plates and gravel to support the weight of the crane during operation.

According to Hedlin, before the project began Havator worked with LKAB to plan how the lifts could be done in the shortest amount of time possible. LKAB also stressed to the Havator team the importance of job security and maintaining a safe working environment on the construction site. "We had a large, knowledgeable and experienced organization in place, including supervisors, drivers, lift leaders, couplers, a mechanic and a service technician from Terex, to support our on-site crew and the crane throughout the project," commented Hedlin.

Working around the clock to get the job done with minimal impact to LKAB's production

schedule, Havator's operations crew, which consisted of three crane operators and riggers, used the Terex CC 6800 crane to get the old riding ring out of the kiln (191 t at 42 m radius). Once that was done, the crew and crane picked up the new riding ring at a radius of 20 m, lifted it 47 m from ground level, turned 45° to the left over the building, and then lowered it through an opening in the roof 19 m down to position it into place. Each pick took approximately two hours to complete. "Both lifts were carried out at night because the timetable was short, and it was necessary to do them as soon as the opportunity arose. In addition to the two riding ring lifts, 10 more picks were done to crane out smaller equipment from inside the kiln (2 x 1,5 t and 8 x 62,5 t) for other maintenance repairs," said Hedlin.

All of the planning and work was managed by Havator. "The entire Havator group, starting from those who projected and planned the work to those who carried out the picks, was extremely professional and they performed exceptionally on the project. With the Terex CC 6800 lattice boom crawler crane, Havator successfully exchanged the riding rings and was able to get on and off the job-site in just 14 days to LKAB's satisfaction," concluded Hedlin.

SA'S TOP VW CAR FRANCHISE

opens new MAN dealership



With a history dating back to 1973, Alpine Motors has earned an enviable reputation in the South African automotive retail industry, with a business ethos centered on superior customer service that has made the Volkswagen (VW)/Audi franchise the top selling VW car vehicle dealership in the country for the last five years.

Based in Pinetown and owned by eight partners, including Garth La Reserve who helped found the company with his brothers Creston and Kevin, Alpine Motors has been an MAN and VW Trucks and Buses service dealership since 2010, operating out of its existing commercial vehicle workshops. In 2013, the company invested over R40 million in building a new dedicated MAN/VW heavy-duty commercial vehicle sales and servicing facility in New Germany, KwaZulu-Natal, situated alongside South Africa's busiest logistics corridor, the N3 highway.

Officially opened on 29 October 2015, the new dealership welcomed MAN executive board members from Germany, Markus Geyer (Senior VP: Middle East, India & Africa) and Bjorn Loose (Global Head of Marketing), and South Africa, including Geoff du Plessis, Managing Director and Chairman of MAN Truck & Bus SA, at a gala evening held inside the pristine workshop.

Anchoring the event presentations was Alpine Partner and Director, Bruce Dickson: "Alpine Motors Group has spared no expense in building what is a world-class heavy-Commercial vehicle servicing facility and this new dealership, Alpine Truck & Bus, is geared to meet

the demands of a growing heavy commercial vehicle market in the region," said Dickson.

The facility boasts nine service bays, a wash bay with a pit, a full parts department, state-of-the-art equipment including a hi-tech brake-roller tester and a computerised oil dispensing system.

"All of these features give this facility the necessary future-proofing to handle developments in both the automotive engineering and legislative environments," added Dickson. "The facility also has a very well appointed driver hospitality suite, which amplifies Alpine's commitment to service quality, driver comfort and road safety. While this new facility will help build Alpine's MAN service capacity, it will also add muscle to our sales and support offering for VW trucks and buses."

Ian Seethal, Head of Network Development, MAN Truck & Bus SA explained that, "It is at the dealership where the brand has to demonstrate its power and where we have to respond to customer needs. At this very place, the foundation for long-term customer relations is being built. This new dealership expands MAN's current and impressive dealer footprint in South Africa and reinforces our commitment to our customers which is to provide professional levels of customer service at strategic locations. We thank Garth La Reserve and partners for their investment in the MAN Brand and commitment to customer service."

Alpine has been in the vanguard of VW truck and bus sales in South Africa, adopting creative measures to make VW derivatives from



Geoff du Plessis (right) with Alpine Motors Group Board of Directors



Geoff du Plessis enthuses on the in-workshop celebratory roof-wetting

Brazil more suitable for local conditions, with recent pilot 4x2 to 6x2 truck-tractor/Rigid conversions being a prime example. "We are also looking forward to introducing the latest VW models from Brazil when our local emissions standards demand Euro 5 compliance. These new derivatives are setting fuel efficiency benchmarks in tough operating conditions in Latin America and will be ideal for several African truck and bus applications in the near future," Dickson said.

MAN Truck & Bus SA Managing Director, Geoff du Plessis underscored the shared values of both companies. "Our commonality lies in our passion for our customers. With Alpine being founded by Garth and his brother when they were in their early teens, by servicing cars in their parents' yard. This illustrates how, in order to succeed in this business, one has to

GOSCOR CLEANING EQUIPMENT

cleans up the Momentum 94.7 route



Goscor Cleaning Equipment's heavy-duty mechanical sweeper helped to increase the safety of all cyclists participating in this year's Momentum 94.7 Cycle Challenge by cleaning up the route.

Jonathan Kirsch, Sales Manager at Goscor Cleaning Equipment, which forms part of the Goscor Group of Companies, explained that they put their most advanced mechani-

cal road sweeper, the MACRO M60, through its paces to sweep up debris such as glass, wood, stones and other potentially hazardous objects along the cycle route prior to the race. "The removal of loose sand and stones from the road surface not only help to reduce the number of punctures but will also make cornering safer for the riders."

According to Kirsch, a number of excellent features make the sweeper the perfect solu-

tion for reliable, cost effective and seamless urban road sweeping. The 6m³ hopper volume and 6000 kg net payload allow the sweeper to work fast and efficiently for extended shifts, even under the harshest of urban road conditions while the unit's large surface filters ensure dust-free operation. The four-wheel steering delivers excellent manoeuvrability and Kirsch adds that the machine's excellent sweeping system allows for effortless sweeping in unbalanced conditions such as over speed bumps. He also points out that the machine's 'load sensing' hydraulic system reduces both fuel consumption and service costs. The well-equipped and spacious cabin provides premium operator comfort.

The cycling challenge organisers rented the M60 work horse from Cleaning Equipment over a three day period to make sure that the entire route is cycle ready.

"This is the first time that our road cleaning equipment was rented by the organisers of the Momentum 94.7 Cycle Challenge and we are extremely proud to have been a part of Jo'burg's biggest cycling event this year," concludes Kirsch.

begin at ground level with sleeves rolled up and a willingness to get one's hands dirty. After four decades, Alpine has grown to become an entrepreneurial leader in its field and the fact that every customer is greeted by one of your directors when they bring a vehicle in for a service is something that resonates strongly with MAN's approach to customer service", he said.

Dickson added that Alpine Truck & Bus will in future focus fully on service levels rather than volume. Also on-site workshops at its customer depots will be a feature of their service. This service will be offered to both big and small fleets, as well as the dealership's mobile workshops and 24/7 roadside assist.

"Testimony to the overall quality of this new facility is the extent MAN themselves have been involved in its road to completion. Apart from full MAN accreditation on our equipment and skills capacity, we implemented MAN SERVICE CORE PROCESSES, a proprietary



quality assurance programme specifically for the MAN and VW truck and bus servicing, a year ago. MAN South Africa head office sent out a team to audit our processes and they were tremendously impressed. In fact, they stated quite emphatically that Alpine runs the service processes better than any workshop they've ever audited," said Dickson.

"MAN products are the foundation of the company's success, as well as projecting the

success of its customers but excellent service is equally important and this is achieved by the people who work at our dealerships. It's all about the brand, the products, the people and how they present themselves. Alpine Truck & Bus' customer focus is a very good example of how a world-class dealership and workshop should be run and I am convinced that it will be successful and create an enormous advantage for our VW and MAN customers", concluded Geyer

SCHEUERLE DELIVERS 800 T

payload transporter to South Korea



Several days ago, a yellow-painted colossus left the SCHEUERLE Fahrzeugfabrik production facility in Pfedelbach and headed to Heilbronn. For the transportation of the ship section transporter with a 800 t payload along the route to the harbor great precision was required as the almost eight metre wide and thirty metre long vehicle is anything but easy to manage on the roads.

The ship section transporter will be used at the shipyard premises of the Sungdong Group in the South Korean coastal city of Tongyoung. Equipped with 26 axles, it moves large ship segments positioning them for final assembly or moving them back and forth between different production facilities on the site. In this respect, technical reliability and a high level of safety are particularly important. As a result, the transporter is not only fitted with monitoring and warning systems for closely checking the centre of gravity, load and inclination but also reliably protects the driver in the cab mounted below against noise, heat and cold, and draws his attention to any possible vehicle operating errors.

"The highest demands are placed on our ship section transporters in terms of process reliability as costly failures and associated downtime is today something that no operator wants to risk," said Ralf Grütz-macher, Area Manager Sales at TII Sales, the joint sales and distribution company of SCHEUERLE, NICOLAS and KAMAG which together make up the TII Group. "Especially in tough operating conditions such as high humidity, high salt content in the air and constantly changing temperatures, our transport solutions enjoy a well-earned reputation for their high degree of reliability for avoiding breakdowns and malfunctions. We ensure this through the use of high quality components and a closely monitored quality control throughout the entire manufacturing process. We also take great care during the transportation to the customer by safeguarding the entire vehicle in order to protect it against the weather thus ensuring that it arrives in perfect condition at its final destination", added Grütz-macher. For the realisation of the transport solutions at the TII Group, the longstanding experience of all three sister companies are incorporated. In the process, the

TII Group supplies a wide range of industries with a broad spectrum of pulled and self-propelled vehicles, and is the world market leader in the development and production of vehicles with hydraulically driven pendulum axles. Apart from ship section transporters, Self-Propelled Modular Transporters (SPMT) are also in frequent use in shipyard operations. With these modular transport systems, virtually any large loads can be carried and transported. Depending on the purpose, a single or multiple-coupled ship section transporter or one SPMT could provide the ideal solution for a particular transport assignment in the shipyard.

ONE MAN kann

ONE MAN ONE TRUCK ONE EPIC JOURNEY

Riaan Manser and his co-driver, Nduna Chari are taking on everything Africa can throw at them in MAN's TGX Euro 5 truck. From the military borders of Mozambique and the dangerous cliff descents in Malawi to the wildlife of Zambia and the deserts of Namibia as well as routine roadblocks and nightmarish border crossings thrown in for good measure, they're seeing it all. It doesn't stop there. Riaan and Nduna have also picked up a load of mosquito nets in Maputo, which they'll be dropping off at prolific malaria areas along the route. This is Africa and anything can happen. So, buckle up – the adventure is far from over.

13 234 KM | 9 COUNTRIES | 11 BORDER CROSSINGS

NEW EPISODES EVERY TUESDAY

YOUTUBE.COM/MANTRUCKSANDBUSES

FIND MAN TRUCK & BUS SOUTH AFRICA ON FACEBOOK

@MANTRUCKBUSSA #OneMANkann

EPISODES RUN UNTIL NOV 3RD



Our proud partners:



MAN kann.



NEW EUROARGO:

The truck the city likes

More stylish, eco-sustainable, safer, more comfortable, more efficient and more manoeuvrable, cities love the new Eurocargo: the truck which respects people and the environment in which it works.

Together with the heavy duty Stralis and light duty Daily, the new Eurocargo completes the evolution of the Iveco range. Produced at the Silver World Class Manufacturing (WCM) facility in Brescia, Italy, the new Eurocargo is set to venture out to cities around the world, as the ideal business partner.

The celebration of Iveco's 40th anniversary last year saw the launch of the new Eurocargo, the truck the city likes. Eurocargo is the ideal partner in urban missions: respectful of people and the environment, featuring all new functionality and design. It is a vehicle that offers lower fuel consumption whilst confirming its super and steady handling and versatility.

Just two years after the launch of the Euro VI version, Iveco has made further improvements to a vehicle which has already been chosen by half a million customers in Europe, Africa, Middle East, Australia and Latin America.

Eurocargo is the technology and market leader in Europe, and the new model offers important innovations in terms of engines, safety, comfort, cost reduction and environmental sustainability, thus completing the evolution of the Iveco range, and following closely on the success of Stralis and Daily, which won International Truck of the Year 2013, and International Van of the Year 2015, respectively.

Pierre Lahutte, Iveco Brand President, said: "Our new Eurocargo is the truck that the city likes. A vehicle that has something to be appreciated by everyone: cities like it because it is sustainable, owners like it because it is efficient and has a low total cost of ownership (TCO), drivers like it because it's a true "office on wheels"- comfortable and multi-functional, easy to handle and ergonomic to work in".

The new Eurocargo is the only Euro VI medium range vehicle in its category to adopt a single anti-emission system, the HI-SCR system with passive diesel particulate fil-



ter (DPF). The HI-SCR is the only emission control system which does not change the combustion process – because it works through fresh air intake rather than exhaust gas recirculation.

Medium range vehicles are mainly used for missions such as urban distribution and municipal services: this is why Iveco has set performance improvement and fuel consumption reduction as a top priority. With a range of eight engines, the new Eurocargo adopts two-Iveco Tector 5, 4-cylinder, 160 and 190 hp engines, optimised to suit the typical operating conditions of urban missions.

Moreover, thanks to the development of a new turbocharger, as the compression ratio and torque output increase at speeds below 1,200 rpm, Eurocargo is able to respond more dynamically when accelerating and upon start up, which results in fuel savings of up to 8 %.

Lastly, thanks to the EcoSwitch system, which lengthens sixth speed engagement times and limits down-shifting into fourth, and the EcoRoll function (offered on 12-speed transmissions) which takes advantage of vehicle inertia in downhill situations, Eurocargo reduces fuel consumption when on extra-urban routes and long runs.

Safety is also at the heart of Eurocargo's renewal: in addition to the steering wheel airbag and steering wheel controls, the new Eurocargo is available with all the key driving assistance systems, such as the Lane Departure Warning System (LDWS), Ad-

vanced Emergency Braking System (AEBS) and Adaptive Cruise Control (ACC). To improve safety and visibility when driving, LED Daytime Running Lights (DRL) has also been adopted as standard. Xenon headlights can be specified as an option.

Eurocargo not only incorporates many new features, it is also built around an entirely new design – which reflects the style pioneered by Daily – with new air deflectors and the new front grille that traces a smile beneath the large brand name in the centre.

The advertising campaign that accompanied the new Eurocargo, along with the slogan "The truck the city likes", placed the vehicle as a central figure in urban settings. The vehicle can be driven with ease in the city, a city that everybody wants call home, a city that merges and becomes a perfectly integrated part of the everyday lives of the public.

"The new Eurocargo - said Pierre Lahutte - is the ideal partner in the city: it is respectful of people and the environment; it offers a substantial update in design, safety and functionality; it consumes less fuel and consequently reduces CO₂ emissions. Finally it maintains the same manoeuvrability with improved engine torque and driver comfort. As declared in our new pay-off "Iveco: your partner for sustainable transport", that positions us as one of the most eco-friendly truck maker in Europe as well as throughout the world, with the new Eurocargo Iveco confirms his engagement for sustainable transport".

EUROCARGO



VERSATILE. RELIABLE. DURABLE.

Your business needs are unique. That's why you need a versatile business partner that also offers reliability, durability and a dedication to perfection that's unmatched in the field. The Eurocargo covers municipal, light haul and retail distribution and is an excellent Fire Truck. Offering the best in driver comfort, fatigue is drastically reduced improving road safety. Iveco's Fiat Powertrain Technologies contribute to the power of the Tector engine alluding to performance, reliability and low operating cost. The Eurocargo is designed to demonstrate Iveco's core values: **Commitment. Reliability. Performance. Team Spirit.**

IVECO

WWW.IVECO.CO.ZA



Contact Iveco on sales@iveco.co.za for more information

HINO LEANER AND FASTER TRUCKS

for 2016 Dakar Rally

Team Sugawara and Hino Motors, of Japan, are aiming for a high overall placing in the truck category of the 2016 Dakar Rally and to this end have prepared two four-wheel-drive 500-Series trucks that are lighter, more powerful and significantly faster than the trucks raced in 2015. The team's objective also includes a seventh straight win in the class for trucks with engines under 10-litres capacity.

Hino has been a regular participant in the Dakar Rally since 1991 and has built up an amazing record for reliability, class wins (trucks with engines of less than 10 litres) and overall placings, including an outright win in 1997 and two second places in the truck category in 1994 and 1995. Hino is the only Japanese truck brand that regularly takes up the challenge of this gruelling annual event.

The 2016 Dakar Rally will start in Buenos Aires, Argentina, on January 3 and finish in Rosario, also in Argentina, on January 16 after a route of more than 9 000 km which includes a loop into Bolivia. This will be the first time that the trucks will go into Bolivia, although both cars and motorcycles raced in that country in 2015. The 2016 route includes sections at an altitude of more than 3 500 m.

There will not be many dunes on this year's route due to the fact that Peru and Chile have been forced to withdraw from the 2015 event: Chile due to flooding in the northern parts of the country and Peru because of the effects of El Niño.

There are 56 trucks in the total field of 556 motorcycles, cars, quads and trucks which will contest the 38th Dakar Rally in January. The most popular truck in the entry is MAN with 16 in the field. Other makes represented are: Tatra (9), Iveco and DAF (6 each), Kamaz and Ginaf (4 each), Maz and Renault (3 each), Hino (2) and Liuz, Scania and Mercedes-Benz (1 each).

Team Sugawara and the Hino engineers have used the 2015 race trucks as the basis for developing the two 2016 contenders. The latest racing trucks have had engine and suspension upgrades as well as shedding 300 kg in weight.

Both trucks will be powered by the 9-litre



Hino A09C engine tuned to deliver 630 hp and 2 255 N.m of torque. Transmission is a six-speed manual gearbox with two-speed transfer case and hub reduction rear axle. The trucks are equipped with part-time four-wheel drive and diff locks front and rear. Braking is by disc brakes with four-pot callipers on all four wheels. The fuel tank carries 700 litres. Gross weight of each vehicle is 7 300kg. A central inflation system allows the crew to inflate or deflate the Michelin tyres on the move.

The No. 1 truck, to be crewed by team principal Yoshimasa Sugawara (now 74 years old) and navigator Mitsugu Takahashi, features the 500-Series facelift which was introduced in Indonesia and Thailand earlier this year.

Yoshimasa Sugawara has been competing in the Dakar Rally since 1983 when he rode a motorcycle. He then raced in the car category for seven years before switching to

racing the Hino 500-Series trucks in 1992. He has started the event a record 32 times and has had the most consecutive finishes at 20 events.

The second Hino truck will be driven by Yoshimasa's second son, Teruhito, and navigated by experienced Hiroyuki Sugar. Teruhito's first experience with the Dakar was as a mechanic in 1998. He then navigated for his father before being promoted to driver of the second Hino in 2005. This year marked his fifth straight win in the under 10-litre engine class.

In keeping with tradition three of the mechanics were chosen from applicants working at Hino dealerships in Japan.

Preparation for the 2016 event by Hino Team Sugawara has been very thorough and included taking part in the Mongolia Rally and China Silk Road Rally earlier this year.

MERCEDES-BENZ SOUTH AFRICA

hands over 125 000th locally assembled



Mercedes-Benz South Africa (MBSA) recently added yet another milestone to its long and committed journey to the local transport industry when the 125 000th truck rolled off the assembly line at its plant in East London.

The first truck was assembled at the previously known Car Distributors Assembly (CDA) in East London in 1962. CDA, the company that would evolve into MBSA, opened its doors in 1948 and was contracted in 1958 by Daimler-Benz to assemble Mercedes-Benz products. Since then, the commercial vehicles division of MBSA has assembled the Unimog, Mercedes-Benz buses, FUSO trucks, Mercedes-Benz trucks and Freightliner trucks.

“As the assembly team, we have clear and stringent processes from which we never deviate. This has meant that our plant is rated as one of the best in the world”, said Goodhope Ncapo, MBSA Divisional Manager for Commercial Vehicles.

“We pride ourselves on world-class quality and unmatched reliability. As we all witnessed today on the production line, we only produce trucks that will more than satisfy our customers”, adds Ncapo.

The 125 000th truck off the assembly line, a Mercedes-Benz Axor 3335, was handed over to one of Mercedes-Benz Trucks’

most valued customers – Aqua Transport and Plant Hire. The Euro III Axor will soon be part of Aqua’s increasing and exclusively Mercedes-Benz fleet, operating as a water tanker.

Low fuel consumption, exemplary reliability, safety and driver-oriented comfort are just some of the qualities that have resulted in the Axor being the vehicle of choice for companies such as Aqua Transport and Plant Hire. The truck delivers a convincing performance in various applications. It is robust, powerful and yet still manages to reduce its Total Cost of Ownership. The Axor is a master of all trades and has proven on-site that it is the perfect all-rounder.

“As Mercedes-Benz Trucks, we are proud that the 125 000th truck, assembled by our plant in East London is being handed over to Aqua Transport and Plant Hire. It gives us great joy to know that our exceptional quality Mercedes-Benz vehicles, such as the reliable Axor, are contributing towards the growth and success of Aqua and that our vehicles offer our customers a competitive advantage,” says Clinton Savage, Head of Mercedes-Benz Trucks.

“It is fitting for us to do this handover here at our plant, an impressive facility that reinforces our legacy of reliability, safety and outstanding workmanship. We are not only here to celebrate this truck, but also the

longstanding relationship we have developed with Aqua. The 125 000th truck forms part of a bigger order of 165 Mercedes-Benz trucks, which makes this one of the largest single orders for our trucks. This is only possible because the quality measures and processes from our plant are remarkable,” adds Savage.

Donovan Naicker, Director of Aqua Transport and Plant Hire, who took delivery of the vehicle at the handover ceremony said, “Aqua started off with water tankers, but by closely collaborating with Mercedes-Benz Trucks, we are now also a major player in the construction and plant hire industries. We have built such a solid relationship with MBSA and this has resulted in tremendous growth for us. We only operate Mercedes-Benz trucks and this has given us a competitive advantage, thanks to trucks such as the Axor. We treasure these trucks’ reliability and the availability of their parts. We know that equipment is as good as the people behind it. This then means the MBSA team - right from the plant, head office and the dealers – is just as good as their trucks.”

“There is such great synergy between Aqua and the MBSA team and that is what has sustained this relationship. As a company that operates in the essential services sphere, we need equipment that is extremely reliable and we receive more than this,” concluded Naicker.

CHINESE BUSINESS CONFIDENCE

brings New Hope Group to South Africa

At an initial investment value of just over R200 million, the leading Chinese animal husbandry, animal feed and meat products manufacturer - New Hope Group – has established its first South African animal feed plant, going into pilot production at the beginning of December 2015, to be followed with production for the agricultural market as from 05 January 2016.

CEO of New Hope South Africa (Pty) Ltd, Yang Zhao, explains: "South Africa was chosen because the country offered great infrastructure, a stable political environment and the opportunity for doing fair business while following strict ethical standards demanded by our China-group headquarters. Furthermore, fair trade practices and excellent business cooperation between China and South Africa have been very evident from the numerous Chinese giants that have established themselves in South Africa, like FAW Vehicle Manufacturers South Africa which chose to situate their plant in Coega, Eastern Cape, South Africa."

"The New Hope Group, headquartered in Beijing, has fully owned subsidiaries on four continents and in 20 countries across the globe. In 2014 our worldwide group collectively sold 15 million tons of animal feed. New Hope SA (Pty) Ltd will be providing the most affordable, high-quality animal feed to SA livestock farmers, with assurances of livestock growth and animal health equivalent to any of the better established brands," says Zhao

Being the new entrant into an existing market is challenging at best, but the parent Chinese New Hope Group chose carefully when deciding on the location of their second African subsidiary, the other being in Egypt.

"New Hope has not come to the South African market with thundering noise or loud fanfare, but we have taken the time to establish our first plant at the R59/R550 interchange in Randvaal Gauteng. This is a good start-up location; accessible to all the raw materials which we are sourcing locally only, thereby creating reciprocal business opportunities within the agricultural sector," says Zhao.

Hope's ethos is very community oriented. Yang Zhao affirms that they are here for the long haul, to share 'space' in their business model with local farmers and agricultural communities; to provide job opportunities for



local people and to bring benefit to all partners associated with them.

The feed plant is poised for scaling to full production from January next year; and have put in place all the necessary regulatory and environmental controls required; the company has identified farmers for its supply chain and chosen suppliers and partners to support operations.

Their first five FAW commercial vehicles are ready to distribute the animal feed products, from the initial test production next month. The FAW-only fleet has been delivered and comprises three FAW 28.380FT bulk tanker units, one FAW 28.330FL 14-ton freight carrier and one FAW 15.180FL 8-ton freight carrier. The larger trucks have been fitted with bulk tankers to carry the 20 ton and 30 ton payloads, while the smaller units will service the bagged (50kg each) feed distribution.

It is envisaged that initially, the vehicles will

run within a 150km radius from their plant in Gauteng, but will on occasion also run supplies to Namibia, Botswana and Swaziland. As their feed production volumes increase towards reaching their full capacity of 200 000 tons per annum, the fleet will grow together with their distribution radius – probably up to 400 km.

"We are already considering investing in another four plants, with the second plant most probably situated in the Northwest Province, South Africa. Our greatest consideration when choosing FAW trucks was reliability and uptime, reasonable cost of ownership and an understanding that we will be a customer with high expectations. However, having said this, we demand from FAW Trucks SA no more than we expect of ourselves, after all we work and live by similar goals – to provide quality products at an affordable price, with superior after sales service and support," concluded Yang Zhao.

RELIABLE CONSTRUCTION PARTNERS

Tippers and Mixers



Tippers

8.140 FD
4x2 3.5m³

15.180 FD
4x2 6m³

16.240 FD
4x2 6m³

28.280 FD
6x4 10m³

35.340 FD
8x4 15m³

Mixers

33.330 FC
6x4 6m³

35.340 FC
8x4 8m³

All FAW vehicles are durable and tough, built locally in Coega to international standards. FAW tippers can handle the toughest of environments with ease - dust, stones and uneven terrain, challenging entry/exit slopes. Supporting FAW's uptime promise is a host of aftersales back-up services, and maintenance and parts supply through a wide dealer network.

FAW provides purpose-fit mixer trucks that can conquer the rigors of any building site. There are few mixers to match FAW strength and long-lasting working capability. FAW mixer models are easy to drive and offer exceptional durability because of a strong chassis frame, the robust materials and quality standards applied in the manufacture of the truck, the drivetrain and the mixer body.



22 YEARS IN SOUTH AFRICA

24-hour road-side assistance

www.faw.co.za

DAIMLER TRUCKS:

integrated approach reduces CO₂ emissions

Using technologies available on the market, the fuel consumption, and therefore the CO₂ emissions, of modern truck combinations can be reduced by a double-digit percentage.

This was the finding of a field test, the results of which were presented today in Berlin by Daimler Trucks together with the project participants. These results from field test with the name Efficiency Run will be of great significance in the future for achieving CO₂ targets for road freight transport.

This is because the Efficiency Run has demonstrated that fuel consumption, and therefore also CO₂ emissions, can be significantly reduced – also at lower cost – if optimisation efforts focus not just on the engine of the tractor unit, but on the vehicle as a whole. Additional significant CO₂ reductions, which could add up from factors like specific fuels, fleet operations or driver trainings, have not yet been considered in this field test.

The series of tests was conducted by Daimler Trucks in cooperation with the leading German logistics companies DB Schenker Logistics, Grosse-Vehne and Elflein. This involved genuine freight being driven on genuine routes under realistic conditions. The tests were supervised in detail by the DEKRA testing organisation, which laid down the test conditions, carried out the measurements and evaluated the results.

One of the key results: The two Mercedes-Benz Actros standard semi-trailer combinations that were optimised for the Efficiency Run each consumed around 12 to 14 percent less fuel than standard semi-trailer combinations of the respective transport companies based on their fleets in 2014.

The Efficiency Run also investigated the potential of the Long Combination Vehicle – once again with a clear result. In the test, the standard Long Combination Vehicle showed a reduction in consumption of around 17 percent compared with the standard semi-trailer combination used in volume-based transport.

“We have proven: if we want to significantly further reduce both fuel consumption and CO₂ emissions, we need to look beyond just the engine. We must widen our focus to include tyres, semitrailer and other key components. This is the only way in which we can



achieve our objective in an affordable manner,” stated Dr. Wolfgang Bernhard, member of the Board of Management of Daimler AG responsible for Daimler Trucks & Buses.

“Our test also confirms the formula that two Long Combination Vehicles have the same transport capacity as three conventional semi-trailer combinations – with significantly higher efficiency and lower impact on the environment,” said Dr Bernhard.

Stefan Buchner, Head of Mercedes-Benz Trucks: “Our aim is to ensure that customers who buy a Mercedes-Benz Actros have the most efficient vehicle in its class. So, naturally, we were especially keen to see how much more optimisation is possible on the vehicle as a whole. Reductions of up to 14 percent on the standard semi-trailer combination clearly exceeded our expectations.”

European commercial-vehicle manufacturers have already achieved a great deal on the CO₂ front: for example, fuel consumption per tonne-kilometre has been reduced by around 60 percent since 1965 and, over the same period, six exhaust emissions standards have been put into practice. This demonstrates that the most effective regulator for a commercial-vehicle manufacturer is the customer. With fuel costs making up almost one-third of the total cost of ownership (TCO), customers are constantly calling for fuel consumption to be minimised. In consequence, Daimler Trucks has always made every effort to supply customers with vehicles that are as efficient as possible.

All commercial-vehicle manufacturers are

currently confronted with new CO₂ targets for road freight transport. Thus, the EU intends to achieve a CO₂ reduction of 30 percent by 2030 (compared with 2005). For Germany, a reduction of even -40 percent is under discussion. Against this backdrop, it is necessary to adopt new approaches, because it is no longer enough to focus exclusively on the tractor unit. To be able in future to achieve even more significant – yet affordable – reductions in CO₂ emissions, politicians and the transport industry must join forces and adopt an integrated approach.

The goal, therefore, is to adopt an integrated approach in which all the actors involved in road freight transport take part in achieving the targets: commercial-vehicle manufacturers, body/tyre suppliers, logistics companies and, last but not least, politicians. Daimler Trucks presented this concept together with other European manufacturers at the 2014 IAA for Commercial Vehicles.

The objective of the integrated approach is to optimise the entire truck/transport system.

In addition to the tractor unit, consideration is given also to the semitrailer (e.g. weights and dimensions, air resistance, lightweight design), tyres (e.g. rolling resistance, air pressure, single tyres) and fuel (e.g. biofuel, natural gas). Yet the

integrated approach also attaches importance to vehicle operation (e.g. driver training, cargo pooling), infrastructure and the issue of fleet renewal. The Efficiency Run has now demonstrated that the integrated approach works in real-world practice.



24•7•365
Field Services
 (Standby No.: 071 482 8270)



KEEPING YOU MOVING IS OUR BUSINESS

Trysome's **Field Services Division** plays a vital role in customer service, offering technical back up to their customers no matter where they are situated within Southern Africa.

Where there is demand, a **'man-on-site'** can be assigned to cater specifically to the needs of any given customer.

Safety & Monitoring

- Chock Blocks
- Conspicuity Tape
- Fire Extinguishers
- Warning Triangles
- Tyre Pressure Monitoring



Connectors

- Suzi Cables
- Air Hoses
- Trailer Plugs



Engine

- Starters & Components
- Alternators & Components
- Batteries & Accessories
- Solenoids
- Bearings
- Pulleys



Auto-Electrical

NEW SERVICE Installer & Supplier of HVAC Systems

- Tail, Indicator, Reverse Truck Lights
- Marker, Strobe Lights
- Relays
- Fuses
- Automotive Cable
- Work Lights
- Sleeving
- Gauges
- Brackets
- Emergency Light Bars (Low Profile)
- Hooters



Collision Avoidance

- Q2 Camera Systems
- Q2 Black Boxes
- Monitors
- Back-up Alarms



Gauteng (HO):

T: +27 (0)11 823 5650

KwaZulu Natal:

T: +27 (0)31 303 4129

Northern Cape:

T: +27 (0)53 723 3415

North West:

T: +27 (0)14 596 5257

Mpumalanga:

T: +27 (0)13 692 8132

Western Cape:

T: +27 (0)21 945 1453

Zambia:

T: +26 (0)21 222 5338

Mozambique:

T: +258 252 20666

Authorised

Distributors:

Namibia:

T: +264 64 200566

Call us today...
TRYSOME
 WE KEEP THE EARTH MOVING!

VOLVO TRUCK

tested by a four-year old

An unpredictable child and a radio-controlled 18-ton truck. In Volvo Trucks' latest film, "Look Who's Driving", four-year-old Sophie exposes the Volvo FMX to the toughest challenge yet in the Live Test series.

Volvo Trucks' newest test sees Sophie drive an 18-ton Volvo FMX through a construction area using a remote control. The truck has been given several new functions over the year, and the objective of the test is to show how much it can tolerate and how easily it copes in the most demanding environments.

"To show what the truck can do, we want to give it a real challenge. What test driver is more reckless than an unpredictable four-year-old?" asked Richard Fritz, Vice President of Volvo Trucks.

360-degree roll

Sophie steers the truck on the construction area in the film, and the truck takes unpredictable ways: Among others, the truck ends up climbing a steep, soft slope, before continuing all the way down in a full 360-degree roll.

"The test demonstrates beyond question the ability of the truck to cope with the most extreme environments. To help it do so, it has

functions such as the new, Automatic Traction Control, keeping it going even on severely sloping and soft surfaces. They also demonstrate its total strength with an unbeatable cabin design with sturdy front corners and a reinforced sub-frame," said Gunnar Eliasson, Launch Manager at Volvo Trucks.

The film is the latest in the Volvo Trucks Live Test series, with previous global successes including The Epic Split and The Hamster Stunt.

The following functions were tested in the film:

Automatic Traction Control – automatic all-wheel drive, activated when needed. The result is better traction, less wear and tear, as well as lower fuel consumption;

Sturdy Front Corner – bumpers made of 3mm thick high grade steel as an extension of the chassis;

Skid Plate – protects the truck from loose objects, e.g. when driving on gravel or stony areas. The 3mm thick steel Skid Plate is built to withstand at least 5 tonnes of pressure;

Volvo FMX has a ground clearance of 30 cm, meaning that vital parts such as the suspen-

sion and brake discs aren't at risk of damage when running on rough ground;

Body in white – the unique "body in white" cabin design helps protect the driver from injury, including if the truck turns on its side;

Waterproof – Volvo FMX is built to work in the toughest conditions, including water. All sensitive parts are sealed and placed to keep dirt and water out.

Truck: Volvo FMX 8x6 All Wheel Drive
Horsepower: 540

Specification: Day Cab, Dumper Body, I-Shift, Chassis Extra High

even they are able to meet customers' unique requirements and offer them the professional support they require and deserve. The company, now with 18 dealers in South Africa, is broadening their reach systematically and with a focused strategy of bringing valuable support right to their customers' doorsteps.

With the most modern and innovative product line-up ever in the FH16, FH, FM and FMX model ranges, Volvo Trucks has an outstanding ability to help customers to improve productivity and profitability.


**FRITS KROON
VERVOER**

**UPTO 160 TONS
NATIONWIDE
CROSSBORDER
SINCE 1999**



MARKUS GEYER APPOINTED MANAGING DIRECTOR – Man Truck and Bus (SA)

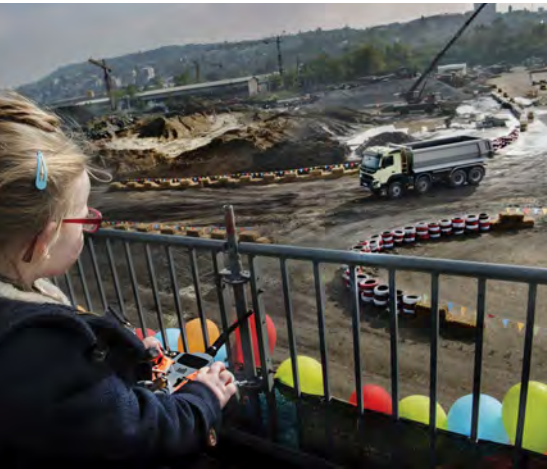
MAN Truck & Bus AG has appointed Markus Geyer as Managing Director (MD) of the German commercial vehicle manufacturer in South Africa and the Sub Equatorial Region. Within the first quarter of 2016 Mr. Geyer will assume responsibility from Geoffrey du Plessis who vacated the position at the end of December 2015.

Markus Geyer is well known to the South African market from his previous position as Regional Head of Middle East and Africa, a position he held for 5 years and until recently. He was also responsible for the 22 countries in Sub Equatorial Africa. Markus also served as a member of the board of directors of MAN Truck & Bus (S.A.) from as early as 2004. His extensive experience of the local business environment coupled with solid relationships with customers within the African region will be instrumental to his success and of huge benefit to MAN customers throughout the region. In addition Markus Geyer comes with a solid knowledge of processes within the parent company and is backed up by a network of support within the Munich headquarters.

It is expected that Geyer will take up his full responsibility and post as early as possible in 2016. This is subject to all visa and permit re-



quirements being timeously fulfilled. „Markus has my full support and the supervisory board of MAN Truck & Bus AG wish him the best of success in his new role in South Africa, a country he is very familiar with,“ said Board Member for Sales and Marketing, Heinz-Jürgen Löw.



WWW.FKT.CO.ZA
+27 82 884 1600
ABNORMAL LOWBED SERVICES



VOITH TURBO DRIVE SYSTEMS FOR CHINA'S FIRST HYBRID RAIL VEHICLES

The Changchun Railway Vehicles Company Ltd. (CRC) of China is planning to build 30 hybrid rail vehicles featuring RailPack 400DE drive systems from Voith Turbo. Each three-part vehicle will have two of these systems, both with a 375 kW diesel engine and a 345 kW generator. The first three RailPack 400DEs have undergone comprehensive testing at CRC's own test ring in Changchun and at Beijing Jiaotong University. The rail vehicle itself is expected to be tested and approved by the China Railway Corporation, the country's national railway operator, in 2017.

"This is an absolute first for China," Roland Aeugle, rail functional head, comments. The hybrid rail vehicles are to be used in those city suburbs with only partial electrification. The RailPack 400DE will come into play here, while the operator will be able to switch to electrical drive outside these areas, with the added benefit of zero emissions.

The hybrid vehicles can reach a top speed of 120 km/h with the diesel-electric drive. The RailPack 400DEs also feature a quick-switch system from electric to diesel-electric drive. In addition, the Voith drive system can handle extreme temperatures of minus 40°C.

"The cooperation between CRC and Voith on this pioneering rail project is based on Voith's readiness to use existing tried-and-tested technology to develop customer-specific solutions," Aeugle concludes.

Voith RailPacks are drive systems for use in single-segment and multi-segment diesel railcars for commuter, regional, national and intercity service. They can be supplied as diesel-mechanical, diesel-hydraulic and diesel-hydraulic models. They are available with an engine performance of 294 kW to 735 kW.

SDLG REACHES DOUBLE MILESTONE WITH G9220 GRADER

Shandong Lingong Construction Machinery Co., Ltd. (known as Lingong) recently celebrated two important milestones; the company sold its 100th SDLG motor grader in region EMEA, which also becomes the first grader of its kind to be sold in the Sultanate of Oman, a G9220.

The G9220 was delivered to Sunshine International LLC, a leading construction company based in Oman. The machine was supplied by General Engineering Services, Genserv, SDLG's well-known local dealer, and has already been set to work carrying out road maintenance and repairs in Oman.

"SDLG graders are well-designed machines that offer strong long-term performance," explains Arun Pandey, managing director of Sunshine International. "Coupled with its competitive price, the G9220 is an excellent addition to our company's fleet."

With an operating weight of 16 500 kg, the G9220 is a high-quality, multi-purpose machine that has many features. Offering a powerful 164 kW Dalian Deutz engine, combined with a ZF power shift transmission, the G9220 delivers reliable operation. The engine also provides three distinct power curve settings to give the smoothest grade on any terrain while simultaneously reducing fuel consumption. And, offering greater versatility, the unit's Machine Blade Control System (MBCS) allows for ultimate grading precision. This system is controlled by hydraulic mechanical levers in the cab, meaning the operator can swing the blade himself if required.

"This sale is a significant milestone for



SDLG and represents exciting growth in Oman and the surrounding regions," says Jan-Erik Eriksson, SDLG business manager for Middle East. "SDLG's future growth in this region will depend on our continued development in the value segment, as well as maintained production of reliable, robust machines."

Support when you need it most

Sunshine International, is one of the leading construction companies for the commercial and industrial sectors in the Middle East. It's the sister company of Al Yam Enterprises and with extensive experience in the construction field, Sunshine International is an ideal partner for the SDLG brand.

"The G9220 is well-balanced and has good traction, which gives operators a lot of confidence when using the machine," says Pandey. "Overall, Sunshine International is very pleased with this latest investment."





Construction Equipment



DOOSAN. The closer you look, the better we get.

DISA Equipment (Pty) Ltd T/A Doosan SA

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

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

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

E-mail: chantalh@doosan.co.za

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

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

Bloemfontein - Mike Phillips 051 433 1249

www.doosan.co.za





You're not buying this.

What you're buying is so much more than a truck. It's a commitment. A partnership.

A whole solution designed and built around the working life of a vehicle, where Total Operating Economy is more important than just the initial purchase cost.

Uptime is crucial. If the vehicle is not working, it's not generating income. That is why the highest levels of reliability and durability are built into every model in our extensive range.

As a one-stop shop, the complete vehicle is also supported by one of the most proficient service networks in SA. Offering the greatest availability of parts and assistance, whenever and wherever you need it.

Payload is the next big thing. We have engineered our trucks to be the lightest yet strongest they can be. This is the key to offering the greatest payloads on the market.

And then there's the fluctuating cost of fuel. With Scania you can be confident that you are operating one of the most fuel efficient vehicles on the market. We can proudly say that this has been the case for decades.

Adding all this up, also taking the cost of R&M, finance, insurance and residual values into consideration, you will understand why we focus on total operating economy.

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

There is a better way.

