

# CAPITAL EQUIPMENT<sup>1</sup> NEWS

For informed decision-making

APRIL 2023



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Better deals at auctions  
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**ELECTRONIC EQUIPMENT:** A look at Liebherr's first LRH 100.1 unplugged

**COMPACT LOADERS:** Robust workhorses for any environment



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# PREVENTATIVE MAINTENANCE IS A CRUCIAL PART OF OWNING EQUIPMENT

**P**reventative maintenance is a critical aspect of capital equipment management in South Africa. It is the process of regularly inspecting, servicing, and repairing machinery to prevent costly downtime, extend the equipment's lifespan, and optimise performance. Proper preventative maintenance can save companies significant amounts of money in repairs, replacement costs, and lost productivity.

This month two features look at preventive maintenance from two different aspects. One, from Jet Demolition, looks at how a company buys new equipment, ensures each machine is always running, and then as new equipment gets introduced how older equipment (when well maintained) becomes critical for use in emergencies or last-minute contracts. ISO-Reliability Partners on the other hand focuses on sharing the importance of fuel and lubrication technology that ensures the longevity of a machine. Why is this important in South Africa?

Our country has a large and diverse economy. The manufacturing and mining sectors are two of the largest industries in the country, with capital equipment playing a vital role in both. Machinery is used extensively in these sectors, and proper maintenance is crucial to ensure smooth operations.

Preventative maintenance of capital equipment in South Africa involves several essential steps. The first step is to develop a maintenance plan. The plan should include a detailed list of all the equipment in use, along with the recommended maintenance

schedule for each piece of machinery. This is where relationships with OEMs are important because they will provide you with these through maintenance plans and essential information. Your schedule for maintenance should be based on the manufacturer's recommendations, considering factors such as usage, environment, and wear and tear. It should also not be ignored.

Once the maintenance plan has been established, the next step is to ensure that all necessary resources are available. This includes having the appropriate tools and equipment on hand, as well as the necessary spare parts and supplies. A well-stocked inventory of spare parts can help minimise downtime and ensure that repairs can be done quickly and efficiently.

Regular inspections are also an essential part of preventative maintenance. Equipment should be checked for wear and tear, leaks, and other issues that could affect performance. Any problems should be addressed immediately to prevent further damage and downtime. In the case of a well-maintained fleet, the joy is that another piece of equipment would be available should breakdowns occur, and it leaves a company in a position to continue operations.

In addition to regular inspections, equipment should also be cleaned and lubricated regularly. Dirt and debris can accumulate on machinery, causing it to malfunction or wear down more quickly. Lubrication is also essential; it helps to reduce friction between moving parts, reducing wear and tear and extending the equipment's lifespan.

Another critical aspect of preventative maintenance is training. Properly trained employees can identify potential issues before they become major problems, and they can perform routine maintenance tasks more efficiently. Training should include both the technical aspects of maintaining equipment and the importance of regular maintenance.

Preventative maintenance is not only important for extending the life of equipment, but it can also help ensure the safety of employees. Faulty machinery can cause accidents, which can result in injuries or even fatalities. Regular maintenance can identify and correct potential safety hazards

before they become a danger to employees.

In South Africa, the cost of capital equipment can be significant, and replacing equipment prematurely due to poor maintenance can be a significant financial burden for companies. Preventative maintenance can help extend the lifespan of equipment, reducing the need for costly replacements.

One of the challenges of preventative maintenance in South Africa is the availability of skilled technicians. The country has a shortage of skilled workers, particularly in the technical fields. This shortage can make it difficult for companies to find qualified technicians to perform maintenance tasks, but it also means that companies can, and should, invest in upskilling employees to become skilled technicians.

To address this challenge, some companies have implemented training programmes to develop the skills of their employees. These can include on-the-job training, apprenticeships, or formal training courses. Developing a skilled workforce can help to ensure that maintenance tasks are performed correctly and efficiently, reducing downtime, and extending the life of the equipment.

Another challenge of preventative maintenance in South Africa is the lack of access to spare parts and supplies. Many companies in the country rely on imported machinery and parts, which can be expensive and challenging to source. This can make it difficult for companies to perform timely repairs and replacements, which can result in prolonged downtime and lost productivity.

To address this challenge, some companies have established partnerships with local suppliers or have invested in local production facilities. These precautions can help ensure a steady supply of parts and supplies, reducing downtime and the associated costs.

Page through the magazine this month and see the importance of these key preventative maintenance techniques. They extend into buying used equipment, using parts from old machines, or refurbishing the machine; through preventative maintenance the old becomes new again. Or at least a piece of equipment sufficient to tackle whatever task is presented in your day-to-day operations.

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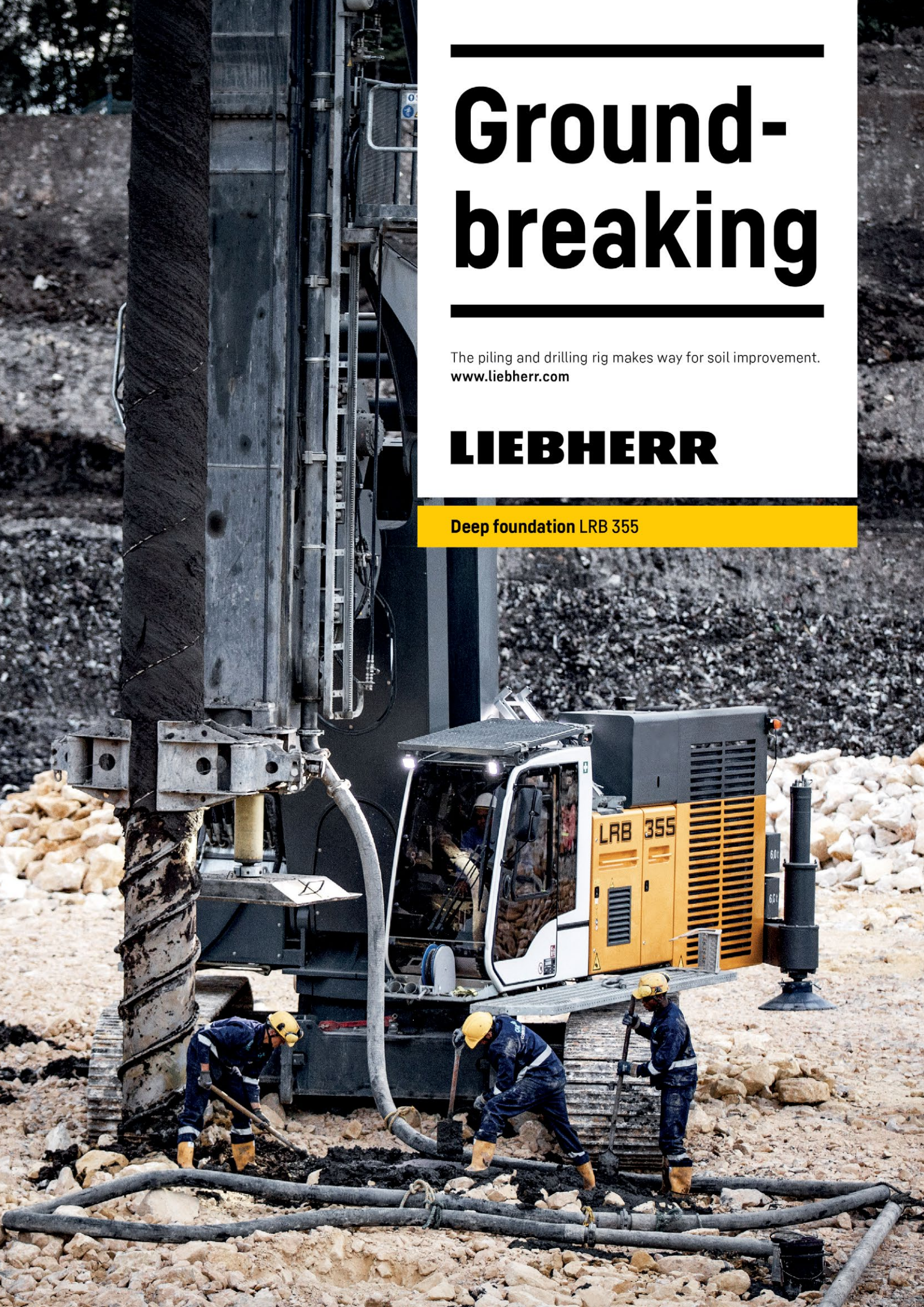


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## Everstar Industries celebrate its best branches



Each year, Everstar Industries takes the opportunity to celebrate its successes, and the 2023 Dealer Conference was another feather in the cap for many dealers.

Hosted last month at the Mount Grace Hotel and Spa, in the Magaliesberg mountains, the conference was the first in-person dealer conference since 2019.

A major focus at the event was providing some long-awaited mechanical changes to the Powerstar V3 and VX range of trucks.

The introduction of new models on the FT side has created much enthusiasm within the dealer network at Everstar Industries and further expands on its solutions offerings. Shantui also received focus, and relevant dealers can look forward to some new introductions this year.

The conference further served as a platform to celebrate many dealerships within the Everstar Industries stable.

The following dealers and dealerships were recognised during the event:

### Top Warranty Administrator 2022:

- Juanita Moolman, Highveld Commercial Vehicles.

### Most Improved Dealer of the Year 2022:

- Powerstar Polokwane.

### Sales Executive of the Year for FT Series 2022:

- Smaller Dealer Category: Jaco Botha, Highveld Commercial Vehicles.
- Medium Dealer Category: Riaan Terblanche, Power Commercials.
- Large Dealer Category: Morgan Govender, Truck Centre Durban.
- Sales Executive of the Year for Powerstar 2022:
- Smaller Dealer Category: Babanani Nkhwanana, Rola Botswana.
- Medium Dealer Category: Trestin Jhagaru, Powerstar Empangeni.
- Large Dealer Category: Charles Fieldhouse, Handax Machinery.

## The headache of tyre dumping in South Africa

Tyre dumping is seen as a predatory practise in South Africa, and tyre manufacturers are concerned about the low-quality and often unsafe tyres dumped in the country.

Tyre dumping often sees cheap tyres, below the local cost, made available to purchase. These tyres most often don't have any safety or standards checks done, and as a result, they are unsafe.

The South African Tyre Manufacturers Conference (SATMC) has actioned ways to have sub-standard tyres removed, or at least limited when they flood the market.

SATMC represents four tyre manufacturers with plants in South Africa, and the group has commended the handling of provisional tariffs applied over the past six months to tackle the alleged dumping of passenger, truck and bus tyres from China.

"As the SATMC, we believe the imposition of the provisional duties set in September last year has been beneficial for the sector. Over this period, we have strived to highlight the negative impacts of unfair trade practices and opportunistic pricing within the tyre sector, which have over many years placed the South African tyre industry's future, investment opportunities, as well as direct and indirect job creation, at risk," says SATMC Managing Executive, Nduduzo Chala.

Chala said the local tyre industry is eagerly awaiting the final outcomes of



Ndu Chala, SATMC Managing Executive.

the International Trade Administration Commission's (ITAC) investigation into the matter.

On completion, ITAC will submit its recommendations to Minister of Trade, Industry and Competition, Ebrahim Patel.

"We are expecting the decision soon. We remain confident that our case put forward to ITAC is solid. We welcome the lapsing of the provisional payments on 8 March 2023, as this means that the five-year period that typically applies to anti-dumping measures would commence from the date of the final determination, thus giving extended relief to the local manufacturing sector and ensuring maximum deterrence of tyre dumping into South Africa," says Chala. 🌐

## The uYilo e-Mobility Programme reaches a milestone

In the South African context, uYilo e-Mobility Programme plays an important role locally for the country to effectively transition into eMobility.

The programme was launched in 2013 and has since created wide networks and built relationships within the e-Mobility and related industries in South Africa and internationally. With these relationships, the programme aims to encourage robust growth focused on utilising local resources and creating critical skills within this dynamic new industry.

"As a national programme, uYilo has made significant contributions, from enterprise and skills development to wider market-enabling initiatives on policies, regulations, and standards in reducing market barriers for technology uptake. The energy and e-Mobility landscape has changed significantly in the past ten years, and we are proud to have made an investment into the ecosystem, infrastructure and skills development that will see South Africa compete on an equal footing with similar

economies," says Patrick Krappie, Acting-CEO of the Technology Innovation Agency.

uYilo has achieved significant milestones in the past decade, establishing an accredited battery testing laboratory, providing materials testing and characterisation services, and a live testing environment for electric vehicles within the smart grid ecosystem.

"There have been many developments and great strides that have taken place in the past decade," says Hiten Parmar, uYilo Director.

"A vital aspect of the transition to e-Mobility is establishing local competence, expertise, and industry so that we are not solely reliant on imports - and that locally manufactured products and services find acceptance in international markets.

South Africa cannot be an exporter of raw materials and an importer of the finished product. In order to boost local employment and investment, we need to encourage and enable local industry, creating our own e-Mobility ecosystem," adds Parmar. 🌐



## Bolloré Africa launches AGL

Bolloré Africa Logistics unveiled its new brand. The company will now operate under the name AGL (Africa Global Logistics).

With this new brand, AGL affirms its ambition within the MSC Group to continue to contribute to the sustainable transformation of Africa and emerging markets, thanks to its global, customised, and innovative logistics solution.

As the reference multimodal logistics operator (port, logistics, maritime and rail) in Africa, AGL has the ambition to participate in the transformation of Africa by providing customised logistics solutions, improving the connectivity of territories, and contributing to the establishment of a virtuous logistics ecosystem for all its stakeholders.

AGL, which has been present on the continent for more than a century, will continue to provide its local and international customers with a competitive integrated logistics network. To this end, it will improve the productivity of the terminals it operates to better serve all its customers. AGL will develop multimodal logistics solutions (rail, road, air, river) to meet the expectations of its customers and meet the challenges of logistics.

AGL has over 250 logistics and maritime



Koen Rombouts, MD Southern African Corridor, Africa Global Logistics.

agencies, 22 port and rail concessions, 66 dry ports and 2 river terminals. Through this network, the company designs and implements solutions adapted to the needs of its customers along the value chain, including less accessible areas.

"We are pleased to begin this adventure within the MSC Group. This new brand reinforces our ambition to be a trusted logistics partner for our customers in Africa and around the world while underlining our commitment to innovate and participate alongside Africa's states and partners in the transformation of the continent. I am convinced that with the constant mobilization of our teams, we will succeed in designing innovative solutions to create value for our customers and partners," said Phillippe Labonne, CEO of AGL.

## Infrastructure maintenance and repair is a pressing issue in South Africa.

But the George Municipality in the Western Cape is rising to the challenge by rehabilitating some of the city's wastewater treatment assets.

A rental Impi Combination Unit from Werner Pumps, which offers high-pressure jetting and vacuuming capabilities, has allowed the contractor on the job, WPCP, to undertake aspects of the job not within the company's usual ambit.

"The municipality wanted to refurbish a wastewater treatment plant. Part of this project required pumping sludge out of the tanks from 12m below and cleaning them," explains George Jolly, Sales Manager at Werner Pumps, leading local manufacturer of high-pressure jetting equipment.

"This is not something WPCP specialises in, so they called on Werner Pumps to assist. We sent one of our rental trucks to the site, as well as an experienced operator, to assist with this part of the job."

Jolly says the Impi Combi Unit is a versatile machine suited to many applications.

"The units are available for hire at a daily

rate, which means that customers who need a truck for a specific purpose or situation are able to access one," he says.

"The Impi Combi Unit has a hydraulically driven vacuum pump, which operates at 1700 m<sup>3</sup>/hour, and we were able to achieve an average of seven to eight loads a day in a 10-hour shift (at + - 7500 litres per load), while other (smaller) vacuum trucks on site also achieved an average of eight to nine loads per day, but carried less volume. This included offloading the sludge at the designated dumping spot, which was a 10km round trip per load. A total of 560m<sup>3</sup> of sludge was removed during the course of the two-week job."



## Terex MP Announces Purchase of MARCO Conveyors

Terex MP, a global manufacturer of materials processing and lifting machinery, announced the purchase of MARCO, a manufacturer of bulk material handling conveyors, based in America.

As part of the transaction, Terex MP will purchase a 100,000-square-foot factory and office space from MARCO. Terex MP plans to expand the site's manufacturing capacity to support the growing demand for mobile conveying equipment in North America.

The site offers a central and local distribution hub in North America while also diversifying Terex MP's manufacturing footprint and providing access to an additional labour pool. Terex will also assume responsibility for MARCO's sales and engineering office in the St. Louis area.

## Record turnover for Liebherr

Difficult general conditions, rapidly rising food, and fuel prices, as well as the ongoing coronavirus pandemic and related regional lockdowns weighed on economic development and slowed economic growth in the past business year.

Nevertheless, Liebherr's turnover increased significantly compared to the previous year. The group achieved increased turnovers in 10 of its 13 product segments, some of them significant.

Turnover in the seven product segments of earthmoving, material handling technology, deep foundation machines, mobile and crawler cranes, tower cranes, concrete technology and mining totalled €8,561 million, 6.9% above the previous year's level.

In the six product segments of maritime cranes, aerospace and transportation systems, gear technology and automation systems, refrigerators and freezers, components and hotels, Liebherr achieved a total turnover of €4,028 million, an increase of 11 % over the previous year.

## Eight Grove cranes for German Rental giant

Schuch Heavylift, a German crane rental company, turned to Grove for its latest rental fleet expansion, adding eight cranes ranging from 60 to 450 t capacity over the past 12 months.

The cranes included two GMK3060L-1, one GMK5150XL, four GMK5250XL-1 and one GMK6450-1. With this substantial investment in Grove cranes, Schuch Heavylift has expanded its capabilities and is particularly happy with its new Grove GMK6450-1. The Grove GMK6450-1 is a six-axle model that shares the same design as the Grove GMK6400-1 but with an increased maximum capacity of 450 t. Like the GMK6400-1, the GMK6450-1 features a five-section 60 m MEGAFORM main boom that delivers an impressive 136 m tip height when fitted with the optional 25 – 79 m luffing jib class.



## Big 5 Southern Africa Construction Impact Awards judging begins

Big 5 Construct Southern Africa has closed entries for the 2023 Big 5 Southern Africa Construction Impact Awards.

Entries from project owners, consultants, developers, contractors, engineering- and architecture firms are all set to be recognised for achievements and transformation in the construction value chain.

The inaugural edition of the awards will take place on 27 June at the Gallagher Convention Centre in Johannesburg.

A key feature of the awards programme is the recognition of the industry's achievements on its path to a smart and sustainable future.

The awards programme celebrates the prowess and excellence of companies and individuals, while also inspiring South Africa's construction industry to aim for higher standards and achieve new goals.

"It's important to recognise the great work being done, and to showcase and celebrate construction companies – and individuals – that are making a real impact on the industry, whether through development, transformation or digital achievements," says Tracy-Lee Behr, Event Director at dmg events.

Finalists for the awards will be an-



nounced on 29 April.

The awards categories explore the businesses that are creating smart communities and using technology and digitalisation to enable more sustainable construction practices, along with those driving team growth, partnerships, and individual leadership, and those going beyond traditional measures of project delivery. Categories during the 2023 awards includes:

- Digitalization Project of the Year
- Empowerment and Transformation
- Excellence in Media and

Communication

- Excellence in Leadership
- Industry Partner of the Year
- Rising Star
- Sustainable City Initiative
- Sustainability Champion of the Year
- Leading Technology
- Woman of the Year

"There are so many companies with great stories to tell, and entrants to the Construction Impact Awards can inspire the industry to see the possibilities and opportunities for a robust construction sector," Behr adds. 🌟

## Master Builders Association worried about bankruptcy

The Master Builders Association (MBA) North noted that five of its long-standing members went out of business last year. Mohau Mphomela, Executive Director at MBA North, believes these bankruptcies indicate the severe headwinds faced by the industry, and job losses in South Africa.

"When established, stable businesses with good track records close their doors, you know there is something rotten in an industry. The MBA North has been raising certain issues over the course of many years, and we are now calling for all stakeholders to come together to resolve these issues," he says. "We all know that the country desperately needs a major infrastructure renewal programme, and government has committed the funds, but if we lose our large contractors we simply won't be able to meet demand," says Mphomela.

He highlights three issues that are causing hardship in the industry.

Amendments to JBCC contracts: The Joint Building Contracts Committee (JBCC), a non-profit organisation representing build- ing owners and developers, built environ-

ment professional consultants, and general and specialist contractors, created a set of building contract blueprints two decades ago. The JBCC contracts are used in the vast majority of projects and were drafted to ensure that every role-player was treated fairly. However, says Mphomela, it has become increasingly common for developers or their agents to insist on varying the terms of the contract to protect themselves, thus putting contractors at risk.

Ceding of contractor's lien on the building: The JBCC contract makes provision for the contractor to have a lien over the building to protect against non- or short-payment. A common contract alteration is for the developer or its agents, such the quantity surveyor or architect, to strike out this clause. Besides leaving the contractor exposed, it means that the contractor finds it ruinously expensive to get a payment guarantee from the banks as it does not have collateral – banks typically demand 200% collateral to provide a payment guarantee.

Issuing of zero certificates: Another ill practice is the issuing of zero certificates at the practical or final completion stages

of a contract. In this way the contractor is forced to have to go to the courts to get its final payment, greatly affecting cash flow.

According to Mphomela, the MBA North is urging all the stakeholders in the construction industry to discuss these and other issues at a critical point in time.

"The construction industry is one of the backbones of any economy, and ours has been eroding at a frightening rate. Part of the problem is that margins are so thin and jobs still so scarce that stakeholders seem to have forgotten that, in the final analysis, they exist in an ecosystem, and depend on each other to survive," he says. 🌟



## DEVELON to show new DL280-7 Wheel Loader at WasteExpo

DEVELON, formerly known as Doosan Construction Equipment, will display a next-generation wheel loader during the American WasteExpo, which will be held early in May in New Orleans, Louisiana.

The DL280-7 wheel loader offers durability and maneuverability for loading and carrying construction materials, transporting scrap or working at agricultural facilities. Durability features include optional stronger axles, increased lift capacities, wider radiator fin spacing and a standard reversible fan to clear dirt, dust, and other large debris to reduce clogging.

Featuring a roomier, more comfortable cab, the DL280-7 includes relocated controls for more intuitive use. Increased glass area, a full-glass door, larger mirrors, and optional LED work lights offer all-around visibility. In addition, the exclusive Transparent Bucket option provides a supplemental visual perspective by allowing operators to 'see through' the bucket from an in-cab display.

An upgraded heating and air conditioning system is designed to keep wheel loader operators comfortable when working long days.

The Smart Guidance System provides tips for operators to achieve more efficient machine use. 🌐



loader operators comfortable when working long days.

The Smart Guidance System provides tips for operators to achieve more efficient machine use. 🌐

## Loadshedding is causing havoc for the construction industry

Persistently high loadshedding is extracting a heavy price from the construction industry, severely constraining its economic growth and job creation potential, warns industry expert Roelof van den Berg, the CEO of Gap Infrastructure Corporation.

Pointing to the urgency of the situation, South Africa had already experienced more than 1,393 hours or 58 days of rolling blackouts within the first two months of 2023 alone. Given that 2022 saw a total 3,776 hours or 157 days of national loadshedding, this year is likely to set another record for blackouts, causing unprecedented and expensive delays to vital construction and infrastructure work.

"The ongoing energy crisis is significantly driving up costs while hampering the smooth roll-out of construction and infrastructure projects, preventing the industry from reaching its full potential as an economic contributor," says van den Berg.

"This said, by resolving the country's power constraints, we could easily see the industry double in size and create hundreds or even thousands of new jobs. In fact, the industry could quickly employ more than one in every ten people in the country, especially given its capacity to employ low- and semi-skilled workers."

"The pandemic took a heavy toll on construction companies by placing a number of projects on pause. But now that the economy is opening up again, loadshedding has constrained the industry's recovery. To maximise the industry's



Roelof van den Berg, the CEO of Gap Infrastructure Corporation.

performance and productivity, we urgently need to address the burden and expense of loadshedding."

Van den Berg explains that the construction industry relies heavily on electricity to power machinery and lights. Loadshedding has thus disrupted work schedules, caused delays, and forced contractors to reschedule their projects, and damaged electrical equipment through power surges and voltage spikes.

Additionally, the rising cost of electricity has resulted in increased building costs, while the supply and upkeep of generators can also result in higher costs.

"Finally, the instability and unreliability of power caused by loadshedding has decreased investor confidence and hindered businesses throughout value chains, including suppliers, sub-contractors, and

manufacturers who all provide crucial inputs into the industry," he adds.

"By contrast, improved and ongoing construction projects have enormous potential to attract increased foreign investment, improve living standards, and boost the country's economy.

"A strong construction sector also impacts positively on related industries, such as manufacturing and engineering, further boosting the economy. So, by prioritising investment in the construction industry, South Africa can set itself up for long-term prosperity.

"Ultimately, it's critical that we find a solution to the energy crisis as soon as possible. We need to take action to ensure the stability of the industry and to protect the country's economic interests," he concludes. 🌐





# LUBRICATION IS THE UNLOCKED KEY IN PREDICTIVE MAINTENANCE

**ISO-Reliability Partners is becoming a leading company to guide industrial equipment owners to use the right fuel and lubrications.**

**“W**e analyse in-operation oil samples and implement proactive measures to counter machine wear, the essence of predictive maintenance,” says Craig Fitzgerald from ISO-Reliability Partners.

His assertion is that oil is gold, especially when it comes to expensive equipment, and using premium grade oils makes all the difference.

The company’s reputation and success spans 25 years, with it owning and managing the iconic Filter Focus brand, and Fitzgerald having incorporated all his intellectual property into the new company.

ISO-Reliability Partners is an own emblem manufacturer (OEM) of class-leading micro fine oil filtration solutions, vacuum dehydration systems, automated water removal for compressed air and high efficiency industrial air scrubbing.





## QUICK TAKE

Correct preventative maintenance eliminates equipment failures and dramatically improves operating efficiencies.



The largest integrated single-site precious metals refining and smelting complex in the world, Rand Refinery went from 80% red indicators on problem machines to 98% green and available, with zero breakdowns to date.



Mines can save R500 000 or more on their yearly mill cleaning costs, while electricity consumption can be reduced by up to 12% and lubricant consumption lowered up by up to 60% when using the right lubrication.



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The majority of our clients are manufacturing facilities, general industry, and mining. Our products are suited to any large-scale user of industrial equipment, gearboxes or mobile machinery.



"The majority of our clients are manufacturing facilities, general industry, and mining. Our products are suited to any large-scale user of industrial equipment, gearboxes or mobile machinery," explains Craig. "Our solutions excel in high speed, extreme load, high temperature and high contamination applications."

ISO-Reliability Partners eliminates equipment failures and dramatically improves operating efficiencies.





## Energy efficiency

A trend in industry is to chase after price when considering lubricant purchases. The resulting inability of the lubricant to eliminate metal-to-metal contact has adverse effects on equipment performance, operating cost and ultimately the equipment's productivity.

"Significant performance improvements can be achieved when lubricants are treated as assets," says Fitzgerald.

To bolster the company's solutions, it holds distribution rights for premium US lubrication brands Bel-Ray and Royal Purple. "Both are phenomenal lubricant grades that significantly improve energy efficiency on large equipment," says Craig.

Another USA manufactured product it distributes is Seal Saver, a breakthrough in preventative maintenance tools for hydraulic cylinders. ISO-Reliability Partners is the sole exclusive distributor for Seal Saver hydraulic cylinder protection solutions.

Numerous companies trust the company with lubrication of open gear systems. For example, at Sibanye Stillwater it holds the open gear lubrication contract, a critical application in the mining industry in terms of productivity and efficiency.

"To be charged with lubricating the

most important components at Sibanye's operations is quite a feather in our cap," comments Fitzgerald, as it reflects the client's trust in the products it distributes and the associated thermal analysis services on offer.

Another major reference is Rand Refinery, which had a history of equipment breakdowns and unplanned stoppages prior to using the company's products. The largest integrated single-site precious metals refining and smelting complex in the world, Rand Refinery went from 80% red indicators on problem machines to 98% green and available, with zero breakdowns to date.

"The engineering team now also has the opportunity of evergreen time to address any potential issues well in advance, whereas previously the maintenance regime was largely reactive," says Craig. As for the future, he concludes that ISO-Reliability Partners will continue to champion the advantages of reducing energy consumptions through lubricants and make inroads into its existing industrial and mining markets as well as new ones.

## The best gears

Mines can save R500 000 or more on their yearly mill cleaning costs, while electricity

consumption can be reduced by up to 12% and lubricant consumption lowered up by up to 60% when using Bel-Ray Clear Gear lubricant.

"Today's mines and heavy industries should be relying on superior high-performance lubricants to protect their equipment from breaking down in extreme operating conditions," explains Craig Fitzgerald from ISO-Reliability Partners. "Clear Gear sets a new benchmark for reliability and efficiency in the mining and mineral processing industries."

It has been specifically formulated by Bel-Ray tribologists and mining specialists to provide superior lubrication for open gear drive systems used in mills, kilns, driers and similar equipment. The lubricant is available in five grades, namely light, medium, standard, heavy and extra heavy.

It is formulated to operate in the hydrodynamic mode of lubrication, with gear teeth protected by a thick, durable oil film that virtually eliminates metal-to-metal contact. Bel-Ray Clear Gear is suited for intermittent spray, immersion, and idler lubrication equipment.

Clear Gear is a new generation high viscosity lubricant, providing a highly tenacious nine-micron hydrodynamic layer between intermeshing gear sets. We effectively reduce vibration, frictional forces and drag on the motor, resulting in a lower amperage draw to achieve the same level of production. Lower operating temperatures are immediately noted while on average a 12% reduction in electricity consumption is gained, explains Craig. Less friction means less gear wear and lower cost of operation.

The lubricant has proven to clean built-up grease from girth gear and pinions and to rapidly restore gear teeth to a 'like new' level of cleanliness. After only ten days of continuous use, mining customers will see dramatic differences in the cleanliness of gears, roots and shrouds. "This assists in lowering annual cleaning costs and can significantly improve the lifecycle of your assets," says Fitzgerald.

ISO-Reliability Partners provides an exceptional level of service, thermal analysis and performance monitoring of large open gearing systems. Support services are strengthened with in-depth reporting on oil analysis and tribological wear analysis of lubricated components. It provides unmatched results and considerable peace of mind to its customers.

ISO-Reliability Partners combines the sciences of lubrication, filtration and tribology to offer unique and dramatic cost-reduction solutions for its customers. ⚙️

# DIGITAL TWIN TECHNOLOGY FOR BETTER ASSET MANAGEMENT

Digital twin technology is emerging as the unsung hero of facility maintenance and service, enabling organisations, their internal teams, and external partners to truly stay one step ahead of potential downtime and even catastrophic failure.

By Sarika Andhee. Marketing Leader: Field Services Anglophone Africa at Schneider Electric

In fact, research group, Gartner has identified digital twin technology as one of the top trends shaping the industrial equipment and process manufacturing industry. But, to contextualise digital twin technology's importance in facility maintenance, it's important that we take one step back.

Neglected maintenance of facilities increases safety and financial risks, often causing unplanned outages that can lead to equipment damage and worse, injuries to personnel.

Equipment downtime and electrical outages cost organisations such as manufacturing plants hundreds of thousands if not millions of rands. South Africa's current volatile grid continues to reemphasise this bleak picture.

Unfortunately, in their efforts to mitigate downtime, equipment failure and outages, many engineers such as those working in the power systems domain, are limited to working with static paper or PDF-based electrical single-line diagrams (SLDs), which are often outdated.

These limitations increase the risk to operations and the difficulty of properly maintaining and updating the electrical systems documentation.

Digital twin technology allows facility management teams to overcome the limitation of static representation by gaining deeper insight using dynamic, real-time simulation that is enhanced by intelligent data.

Also, a digital twin isn't only limited to modelling real-time conditions, it can also run predictive simulations. For example, it can demonstrate the effect of adding an additional motor/load to the existing electrical reticulation and model the effects of that modification.

This is immensely valuable to maintenance teams who are responsible for staying one step ahead of any equipment problems and failures. Not only does it improve uptime, but it also aids external service providers role in

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providing maintenance and support to facilities.

Digital twins provide the following important benefits to maintenance teams:

- "What if" scenarios that allow teams to simulate different situations and gain insight into the impact of a facility's performance without the risk of downtime and potentially injury to personnel.
- Enables facility personnel to have an updated reference for their electrical single line diagram. This is very critical because it can pose both equipment damage and injury to personnel operating the equipment. Having this single source of truth is necessary to ensure optimal performance.
- Having an interactive digital SLD, offers great value to maintenance teams as they can easily gain access equipment documentation and datasheets.

- Analysis of new equipment and changes – it can identify what impact it will have on a facility's overall performance, helping teams to streamline diagnostics and make informed decisions on upgrades and modifications.

Next-generation predictive solutions such as digital twin that use real-time and archived data to act as a simulation platform are undoubtedly becoming an essential tool for maintenance teams.

When provided with reliable, high-quality data, digital twins offer invaluable, real-time insights that enhance the quality, performance, and efficiency of facilities while adapting to ever-changing conditions and constraints. This technology is fast becoming an effective way to maintain a facility's assets and reduce equipment and personnel risk. 🌟





# BUILD A FLEET, OR SIMPLY BID AT AN AUCTION

Belt tightening might start at home, but in the current economic climate looking for used equipment can also free up budgets and allow work to continue as usual in a range of industries that use the equipment. Park Village Auctioneers gave *Capital Equipment News* insight into the world of auctions, writes *Adriaan Roets*.



"Viewing is essential, mandatory. It's not an optional extra. You cannot test-drive a vehicle. You are allowed to inspect the engine with the naked eye. The auctioneers must disclose all the information they have on the asset. For example, if the unit is a non-starter and a service history is available."

Clive Lazarus, Director and Head Auctioneer at Park Village Auctions (PVA)

Preparing for an auction seems like a daunting task when you're new to that process of buying. But because used equipment and parts are available at auctions throughout the year, and there's an opportunity for cost-saving, auctions are a terrific way of buying equipment for individual needs. And thanks to technology, it's easier than ever to get the hang of the bidding process.

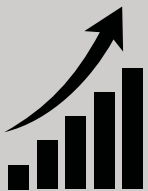
Director and Head Auctioneer at Park Village Auctions (PVA), Clive Lazarus believes that the best way to learn is to register and watch in-person or online auctions without buying.

"Do your homework in the marketplace beforehand and see how the auction proceeds," he adds.

## The auction age

Online auctions have made it possible to bid from anywhere in the world, and as a





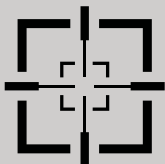
At auctions, there are some excellent margins to be made, provided you are well prepared when entering an auction space.



Identify the lots you are interested in and research them before the auction.



Be well-acquainted with what you are buying (the product).



Stay focused on that which you came to buy. Bid up until your predetermined price and stay there.

result, there's a wider variety of products available nationally, and internationally, for determined buyers.

Lazarus thinks it has created an opportunity for people who have the capital to spend on equipment to take part in auctions.

"Auction assets (in the case of PVA) are sourced from bank repossessions, business rescue and liquidation matters, deceased estates and elective sales," he says.

That means that auctions are never limited to one brand or one type of machine, rather there's a selection at each auction.

"Buyers are not restricted to one brand at a dealership and don't need to try to negotiate the dealer's price down. One of the most alluring aspects of capital equipment auctions is that buyers can often acquire costly specialised equipment at well below trade values," says Lazarus.

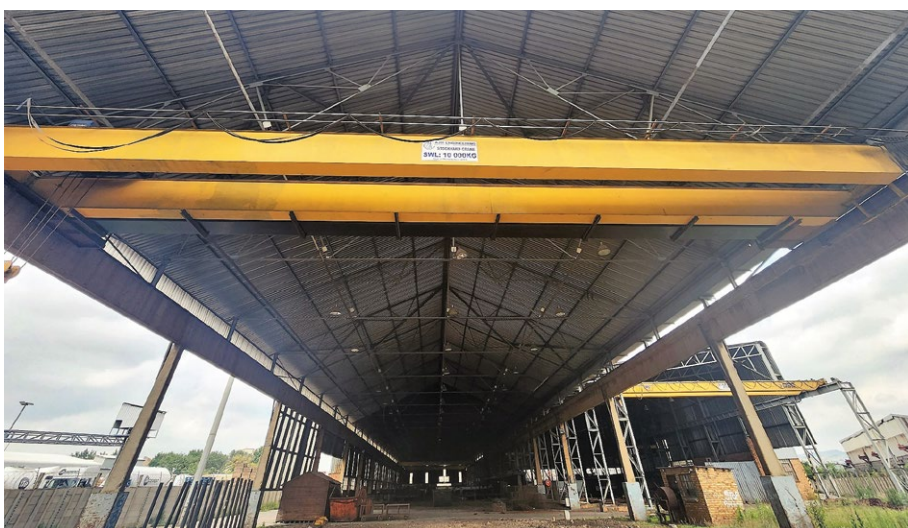
The process to clinch the best deal is also live and concludes quickly. It means that buyers aren't subjected to long email chains for the best deal.

"Any negotiation, bidding, is live on the floor and concluded in minutes. So, there is a time-saving aspect to these purchases as well," he adds.

### **Favourable prices**

"Auctions offer favourable purchase





prices, which I think is always top of mind. It is also far easier to stay within your budget because you can stop bidding when the price exceeds your threshold," says Lazarus.

There are also ways to finance units purchased at auction, and according to him, finance is available on the floor at all PVA action auctions. It is one of the few times that buyers can almost drive out with their purchases since there's no long wait to secure stock.

### How to get started

"The first step is to investigate the reputation and transparency of the auction house. Unfortunately, scamming is becoming more prevalent and sophisticated. Always check the auction house is registered with the South Africa Institute of Auctioneers (SAIA)," Lazarus warns.

When you register you need to confirm you're dealing with a legitimate auction house, and you should confirm this before sharing any information like bank details.

"Once you're working with a *bona fide* seller, familiarise yourself with their terms and conditions and other sales documents. Vehicle documents must be available at the

point of sale," says Lazarus.

Any auctioneer worth their salt will be transparent in their dealings, don't be afraid to ask questions.

"Make sure that you understand all the costs associated with your purchase. The price at the fall of the hammer usually excludes VAT and commissions—and with auctions, the buyer pays the commission," advises Lazarus.

All assets are sold "as is" and "with no duty to repair". These words are clear in meaning, and auctioneers won't be unscrupulous. Rather a damage or faults will be mentioned to buyers.

"You are entitled to inspect the vehicle before the auction, and I encourage you to bring (or send) someone with knowledge of the asset to do so," says Lazarus.

This ensures that bidders can create a budget that might include repair costs, so once the hammer drops they are happy with the purchase.

### Stick to your budget

Bidders need to do their homework when it comes to any asset, and it is important to know an item's market price, condition and age.

On top of this, bidders need to know what they can afford, factor in VAT commission, and other applicable costs when drawing up a budget.

When it comes to capital equipment and heavy vehicles, the number of auctions fluctuates, which means that buyers need to be able to do their research quickly.

"The numbers for these auctions fluctuate as we are often appointed by liquidators and business rescue practitioners to realise large fleets of capital equipment. There are a minimum of 11 national webcast truck, trailer and yellow metal auctions per year, with around a dozen specialised auctions split between webcast, hybrid and timed online auctions. Hybrid auctions commence as timed auctions, where buyers can park bids and conclude with a live webcast auction in lot order," says Lazarus.

Keeping an eye on when these auctions take place is a valuable way to figure out when to potentially purchase equipment.

When an auction date is set, and you have interest in something Lazarus advises bidders still to make time to physically see investment pieces.

"Viewing is essential, mandatory. It's not an optional extra. You cannot test-drive a vehicle. You are allowed to inspect the engine with the naked eye. Auctioneers must disclose all the information they have on the asset. For example, if the unit is a non-starter and a service history is available," says Lazarus.

Before viewing and at the viewing, acquaint yourself with the lots you are bidding on as much as possible and consider all information. It might still be worthwhile investing in a non-starter for parts, or there might be equipment that can be fixed efficiently and effectively.

### Trucks and trailers aplenty

"Truck tractors, rigid and trailers, are an evergreen favourite among fleet and logistics managers to replenish their fleet with newer models. There's a healthy appetite for most HDV and MDVs, but side-tippers, link and flat deck trailers almost always fly," says Lazarus.

For fleet owners, this means there's a good pool of vehicles to choose from in the auction space.

"There has been a notable upsurge in LDVs in line with the increase of online retail (etail). Backhoe, skid steer loaders, and wheeled loaders draw a crowd as do containers, cranes, refrigerated trucks, and excavators," says Lazarus, rounding out the equipment that is popular at PVA auctions.

Anomalies like fire trucks, garbage disposal trucks and buses are also popular, and these are often high-bid items. 🚚



# A GLIMMER OF HOPE FOR FLEETS

**The government's most recent pledges to begin the procurement of services in extensive new build and upgrade of road infrastructure offer a glimmer of hope to businesses in the transport and construction industries. Manson hopes that by expanding and improving public facilities, the easing of congestion will slow their general degradation and make them safer for road users while feeding the economy.**

By Justin Manson of Webfleet, Bridgestone's Mobility company

**P**art of the reality of South Africa's failing electricity and water systems is that the facilities in place were not originally designed to serve as large a population as today relies on them to live. The roads bear an even greater burden due to the disrupted rail network provider currently working to rescue routes and refurbish equipment. This should make these revamped rail routes more relevant to modern mining, industrial and commercial operations that could benefit from its potential cost-effectiveness.

Over the coming three years, according to the Finance Ministry's annual budget published in February, the Government will be spending an estimated R903-billion on hard infrastructure. Most of this will be focused on strategic transport and logistics, and water and sanitation.

Earlier in February, the South African National Road Agency (Sanral) announced that it had awarded four long-overdue, major construction tenders for projects on the new N2 Wild Coast highway in the Eastern Cape and the N11 in KwaZulu-Natal earlier this year. Politics aside, these should be welcomed, as these provinces have each suffered their own challenges related to their roads and traffic.

Now, stepping into a new economic era driven by knowledge, creativity and design. Industrially manufactured and locally designed goods, from art works to high-tech equipment for a variety of sectors, will grow in scale as the South African resources sector undergoes its own transformation, with reserves remaining an unknown projection.

Sanral's investment creates much needed capacity in the country's major coastal economies, boosting the construction industry while opening a key artery of trade. It forms part of a broader government programme mandated to uplift economic growth of KwaZulu-Natal and the Eastern Cape.

The roads agency states: "The

much shorter and quicker N2 route will dramatically reduce traffic carbon emissions, travel time and costs. The 1,5-to-3-hour reduction in travel time for light-to-heavy vehicles using the current N2 and R61 routes between KZN and EC will result in a projected time cost saving to the economy of R1,5 billion per annum. The new route will also open access to the unique, but under-developed, Pondoland region, boosting regional and local socio-economic development, particularly in tourism and agriculture."

The 410-km N2 Wild Coast Highway, running between the N2 Gonubie Interchange and the Mtamvuna River bridge, is a key step in government's Strategic Infrastructure Projects SIP-3, South-Eastern Node and Corridor Development.

While new roads are certainly desired, refurbishment of existing infrastructure is also needed, and will drastically improve the safety of passing motorists, something needs to be clarified along with the announcement of new projects.

In the recently published maiden Webfleet Road Safety Report, where we surveyed a large sample of fleet operators, it emerged that 7% of accidents are caused by poor road conditions. If we can bring this down 2-3%, we would save thousands of lives each year.

Government, supported by the private sector and local communities, must also urgently repair the existing rail infrastructure. Abandoned stations, overgrown gantries and rusted tracks could all be brought back to life, to further ease congestion and begin the drastic improvement in road surface quality across the nation.

Fleet owners should be preparing for a massive evolution in South African logistics. They will have to contend with more customers, upholding stricter contractual conditions. Lack of insurance or vehicle telematics, for instance, will be a non-starter. Managers and those



Justin Manson of Webfleet, Bridgestone's Mobility company

utilising their service will want to keep an eye on the live on-board diagnostics data, which will be relayed back to central command for directors and customer to see the entire operation in detail, making for quicker and better decisions on live route planning, vehicle health and driver well-being.

The job now, during the construction of this new infrastructure, is to collect as much data as we can throughout the development, ensuring that live traffic information is captured and fed back to road users as close to real-time as possible.

Eventually, through technological refinement, devices fitted to monitor vehicle statistics will become so sensitive, they will pick up that a vehicle has gone through a pothole.

If this can be mapped out, it could expedite local government's maintenance schedule to further improve urban roads, the very heartbeat of the economy. 🌐





Workers should never change screens on their own. They should ensure there is always someone there to help should an individual get into a dangerous situation.

## TIPS FOR SAFE SCREEN MEDIA CHANGE-OUTS

**Downtime is inevitable. And when you're up against the clock and the pressure is on — that's when accidents happen. From risks of falls or back injuries and cuts, rushed jobs where production is waiting on the change-out can lead to distracted workers and greater risk of accidents. By Serge Raymond, MAJOR product specialist**

**A** regular preventative maintenance schedule can help alleviate these risks, but sometimes unplanned maintenance is necessary. Breakdowns happen. In these cases, there are steps workers can take to reduce risk in screen media change-outs.

Here's how the top ways to keep screening equipment at the top of the game:

### **Always wear personal protection equipment**

This may seem like an obvious statement, but PPE is not something to take lightly.

A good example of this is hand safety. It can be tempting to forego wearing work gloves for convenience or increased

dexterity when handling nuts and bolts, but the risk is never worth it. Sharp edges on the tail end of screens and at the hooks can cause cuts to workers' hands, not only posing a danger to the individual, but further delaying the operation resuming production.

To reduce risk of injuries, look for a screen media manufacturer that puts safety first. For example, some manufacturers include metal shrouds on their media. That means no sharp edges on the wire for workers to worry about during handling and installation. However, this should never be thought of as a replacement for PPE.

### **Take enough time**

This is probably the most effective

way to prevent injuries, but often the hardest to accomplish — especially in a situation where production is waiting on the change-out. In these scenarios, it's important to remember that safety and attention to detail go hand in hand. Workers must take the time they need to complete their work safely, constantly being aware of their surroundings and taking the extra steps necessary to minimise risks.

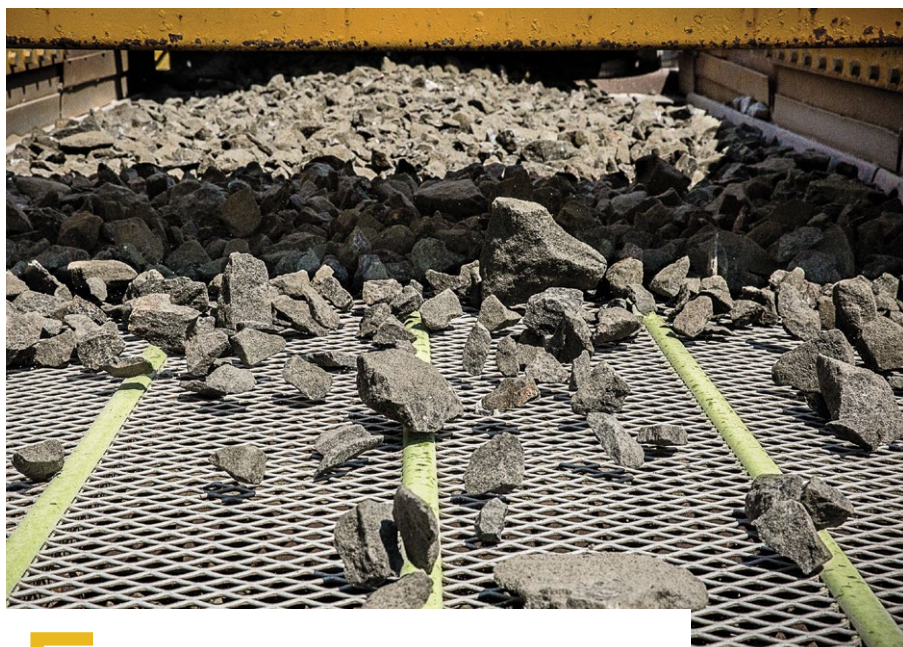
For example, if a nut becomes jammed in an impact socket, workers should always disconnect the power source before trying to remove it. Though this can take a few extra seconds, it can prevent harmful accidents to employees.

Workers should never change on their own. They should always ensure there is someone there to help should an individual get into a dangerous situation. Additionally, it's important that workers are diligent about using proper lockdown procedure, as well as wearing safety harnesses if the vibrating screen is high off the ground. While these steps may seem time-consuming in the moment, they can prevent serious and even life-threatening injuries.

### **Minimise trips up and down**

Planning the job properly is extremely important not only for the job's efficiency, but also for the crew's safety. Every trip up and down extends the process and exposes workers to more risk. We recommend bringing a toolbox along with all the necessary tools, including extra





FLEX-MAT screen media from MAJOR features up to 40% more screen capacity than traditional woven wire and up to 50% more than traditional polyurethane and rubber panels, setting a new standard in performance for aggregate, mining and industrial producers.

bolts, washers and nuts. A good rule of thumb is if you need to replace five, bring 15. This ensures you will have what you need to finish the job, even if a few things are accidentally dropped.

These tips should help operations minimise safety risks when

changing out screen media, but they are just a starting point. Be sure that every employee is well trained on proper safety procedures when it comes to screen media installation, and work closely with your OEM or OEM-certified technician. 🌟

We are collaborating with the Tyre Importers Association of South Africa (TIASA) and the Tyre Equipment Parts Association (TEPA) as well as the government to ensure steps are taken to drive improvements and sustainability in the collection and processing of tyre waste.



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# A LOOK AT LIEBHERR'S FIRST LRH 100.1 UNPLUGGED AT A JOBSITE

**The piling rig LRH 100.1 unplugged is one of the latest models in the electrically driven unplugged series from Liebherr. All eyes are now on its performance on its first jobsite.**

**T**he Liebherr's LRH 100.1 unplugged has found its first jobsite in Sweden. The Swedish company Hercules Grundläggning AB is using this model to drive nearly 300 concrete piles into the ground and has noted that it is satisfied with the first performance.

If unplugged vehicles roll out, this is good news – showing that there is logic in purchasing equipment that does not run on fuel.

## No emissions

"I am retiring in two years. It is very nice to operate such a machine for the last few years, says Mats Andersson who operates the piling rig LRH 100.1 unplugged on the jobsite in Karlstad, Sweden.

For his age, and health, he is pleased to avoid exhaust and noise

emissions, and vibrations that are part of operating jobs. It is the first application and endurance test for the battery-powered piling rig from Liebherr.

The electro-hydraulic drive of the LRH 100.1 unplugged has the same performance specifications as the conventional version. Both are operated in the same way, which is especially convenient for machine operators if they often switch between machines.

The Ground Pressure VisualiSation of the new piling rig calculates the current ground pressure in real-time and compares it with the specified safety limits of the relevant job site. The ground pressure is displayed in the operator's cabin. This means the operator is permanently aware of whether the machine is situated in or is approaching a critical area.

An exceptional feature of the electric drive concept is Zero Emission. The unplugged machines of this series do not produce any exhaust fumes and are extremely quiet. This strikes the right note, especially in noise-sensitive regions and finds favour with construction site personnel like Mats Andersson.





The battery is charged using a conventional jobsite electric supply.

"That was no problem at all," observes Andersson.

Operation can continue as normal while charging. To change to battery operation, you just need to pull out the plug, therefore: unplugged. Whether attached to the electric supply or not, the performance and range of application remains unchanged.

### The testing ground

A building complex with flats, offices and shops on the ground floor is being built in Karlstad. In order to transfer the load of the building into load-bearing soil layers, Hercules Grundläggning AB is driving piles into the ground with the LRH 100.1 unplugged.

"We are installing 284 piles with sizes of 270 x 270 millimetres and lengths

between 15 and 20 metres," explains Andersson.

The LRH 100.1 unplugged excels with its large working range. A radius of up to 8.7 metres has the advantage that the machine does not have to be constantly moved. The design of the leader enables inclinations of up to 18° in all directions. Furthermore, it is also possible to raise or lower the leader by 4 metres (e.g., when working in a foundation pit), which makes the machine even more flexible.

For the piling work, Hercules Grundläggning AB has equipped the LRH 100.1 unplugged with a Liebherr hammer type H 6. The hammer is modular and can be used with drop weights of between 3,000 and 6,000 kilogrammes, depending on requirements. At the jobsite in Karlstad, Andersson drives the piles into the soil with a 5,000-kilogramme weight from a drop height of 40 centimetres.

Here, we are using a free-fall hammer, i.e., it is not accelerated. We only compensate for the power loss with the cylinders. This has the advantage, especially when driving concrete piles, that these are not damaged so much as when using accelerated hammers.

"Here, we are using a free-fall hammer, i.e., it is not accelerated. We only compensate for the power loss with the cylinders. This has the advantage, especially when driving concrete piles, that these are not damaged so much as when using accelerated hammers," explains Liebherr's Product Manager Michael Rajek.

Depending on the length of the pile, between 800 and 1,500 strokes of the hammer are necessary for each one. In only 10 to 20 minutes, Mats Andersson can lift the pile and drive it into the soil. "The control system is designed in such a way that the operator can now adjust the pile-driving energy and the number of strokes independently of each other, and thus ideally adapt to the conditions."

The hammer used by Hercules belongs to the latest generation in the series. "We have more or less changed the whole architecture of the existing H 6 hammer. The new steel construction is specially designed for stiffness, longevity and for reliability." The noise reduction on the jobsite due to the battery-powered piling rig was also continued with the new hammer. "We have a soundproofed pile helmet and pile helmet guide." Due to the redesign of the hammer, the noise emission has been reduced by about 35 per cent. 🌱





# HOW JET DEMOLITION KEEPS ITS FLEET READY TO FLY

Jet Demolition owns a comprehensive selection of mobile demolition equipment, ranging from mini excavators to a 102 tonne, 35-metre-high reach excavator. The specialised demolition work tools for 33 excavators vary in size from a few hundred kilograms to 15 tonnes, many of which were either custom-built or imported, and not available locally. So how does the company keep these machines ready for action? The answer is simple, proper maintenance, writes *Adriaan Roets*.

**J**et Demolition has been established as a premiere demolition company in South Africa. But the cog to keep the company's machines running is the equipment used in various projects that can run simultaneously.

That means an expansive fleet of equipment is needed for day-to-day operations. That fleet is also consistently expanding, which makes it an impressive operation. But for Jet Demolition Contracts and Project Manager Kate Bester, it allows the company to be productive.

"We have recently taken delivery of three new Hitachi machines, which are currently being equipped with OilQuick systems, the first for a demolition company in Africa. We are very excited about the addition of the OilQuick system to our fleet, as it will allow for improved safety, flexibility and productivity on our sites, resulting in happier clients, and an improved safety profile," she explains.

"With a stringent policy of regular maintenance and replacement, our entire fleet has changed entirely over the course of our existence, but the primary goal remains: To ensure that we have access to good, reliable, and specialised equipment, when we need it."

Jet Demolition Contracts and Project Manager Kate Bester







The nature of demolition works will always include risk as a core consideration.

We have adapted risk management and control as our primary function, above all else, and will therefore always analyse our everyday activities to identify and develop the safest, most practical approach.

The new machines will be cared for at the company's own workshop.

"Jet Demolition has its own fully-equipped workshop, as well as a collection of the most critical spares in our warehouse. We also have our own team of diesel mechanics that maintain our fleet, with regular services undertaken in strict accordance with proven intervals," says Bester.

While keeping maintenance close to home, the effective management of the fleet also relies on the operators and fault detection from them, to ensure no project has to be halted due to equipment failure.

"We rely heavily on our operators to ensure that any issues are reported timeously, so we are able to attend to them before they become detrimental. Our fleet is well maintained, and regularly replaced. Our core equipment is replaced much more regularly than conventional construction equipment, as a failure midway through a controlled demolition activity would have an immediate and direct consequence," says Bester.

Regular replacement of equipment means that Jet Demolition can have a varied fleet, and that includes the latest technologies to ensure the business is always ready to take on more work, but also has some spare equipment for last-minute or unscheduled projects.

"By heavily investing in acquiring and maintaining a diverse fleet of equipment over a long period of time, we have managed to ensure a degree of redundancy in our fleet. This means that when an emergency project comes about we have the flexibility to be able to rapidly allocated and relocate equipment to the site, without



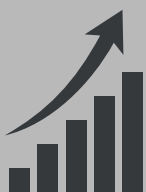
By investing in acquiring and maintaining a diverse fleet of equipment there is flexibility to be able to rapidly allocate and relocate machines.



Jet Demolition has its own fully-equipped workshop, as well as a collection of the most critical spares in its warehouse.



Some machines in the fleet run on OilQuick systems, the first for a demolition company in Africa.



The first excavator was purchased in 1994, the same year that Jet Demolition was registered. Since then, its fleet has steadily expanded to include a wide variety of machines. This includes excavators currently ranging from 1,4 tonnes to 102 tonnes.

QUICK TAKE





impacting adversely on ongoing operations,” explains Bester.

This versatility is what sets Jet Demolition apart from other service providers when it comes to demolition needs.

“Depending on where the emergency project is located, we are generally able to mobilise the first machines within a few hours, with the support of traffic and police authorities to escort our vehicles. We will then supplement the first machines on site with additional resources, as may be required,” says Bester.

### Why Demolish?

Bester believes there are various influences and factors that will result in demolition being the chosen recourse, and when Jet Demolition steps in.

“Primarily, there are three main reasons that can be attributed to the decision to demolish,” says Bester.

### She lists them as:

**Advances in technology, resulting in operational redundancy:** As industry develops, new technology is oftentimes introduced into existing infrastructure,

with limitation. These technological improvements can oftentimes be absorbed into existing operations, but eventually, retrofitting is no longer beneficial or cost effective. In these cases, it then becomes necessary to remove structures within operational environments, either to be wholly replaced, or to systematically reduce operational liability.

**Scheduled End-of-Life:** All facilities and structures have a finite life. After the beneficial and safe working life of a facility has been reached, the facility invariably deteriorates, and becomes a hazardous installation. In these cases, demolition would be called for to reclaim the beneficial use of the land.

**Unexpected End-of-Life:** These are typically projects characterised by unforeseen events, accidents, incidents and natural disasters. Most commonly, the projects fall within the ambit of emergency response, and typically require immediate intervention to preserve life or remaining infrastructure.

“As per the three main causes above,

the only real extension of a structure’s life would be via timeous preventative maintenance. It stands to reason that being pro-active would better preserve a structure, as opposed to reactive repairs,” she says.

“The nature of demolition works will always include risk as a core consideration. We have adapted risk management and control as our primary function, above all else, and will therefore always analyse our everyday activities to identify and develop the safest, most practical approach,” she adds..

### Why fleets matter

To ensure this safety and practicality, Jet Demolition’s unique fleet plays a key role.

“We have a wide range and large quantity (up to 15 tonnes in size) of specialised demolition tools that can be equipped to our core fleet, and that aren’t readily available within South Africa. That, in addition to systems such as the OilQuick couplers or our own in-house quick-coupler systems, set our fleet apart from those machines which are typically available commercially within South Africa,” says Bester.

Creating the Jet Demolition fleet has also been something that took commitment, spanning decades.

“Our earliest projects were primarily related to blasting, supplemented by rental machines to assist with cleaning and clearing debris, along with hot-works. Our first excavator was purchased in 1994, the same year that Jet Demolition was registered. Since then, our fleet has steadily expanded to include a wide variety of machines, with our excavators currently ranging from 1,4 tonnes to 102 tonnes. With a stringent policy of regular maintenance and replacement, our entire fleet has changed entirely over the course of our existence, but the primary goal remains: To ensure that we have access to good, reliable, and specialised equipment, when we need it.”

For Bester one of the best aspects of the South African demolition industry is diversity.

“Commonly, in developed countries, companies specialise in one aspect of the demolition process only. It is not uncommon to find companies abroad that exclusively undertake controlled implosions, or asbestos remediation. In the South African environment, though, we often undertake a range of services within a single project. This diversity sets South African demolition projects apart from those undertaken by our international colleagues.”

This diversity is reliant on the equally diverse machines Jet Demolition own in its fleet. 🌐



# THE BALL IS IN MOTION TO CLOSE SA'S HYDROGEN SKILLS GAP

**The emerging green hydrogen industry is facing a multitude of challenges. One significant challenge is the skills needs and training for a hydrogen-ready workforce. This pertains to both current and future skills needs and training requirements.**

By Yershen Pillay, CEO of CHIETA

**T**he main barriers to closing the hydrogen skills gap in South Africa are a lack of expertise, funding, and a lack of training facilities and equipment such as electrolyser simulators. For this reason, more needs to be done to develop South Africa's education infrastructure and physical infrastructure to support both current and future demand. If we are unable to develop this infrastructure in the next five years, we may miss the opportunity to be a leader in this rapidly growing industry. We need to plan now for the future growth and expansion of hydrogen energy.

In the future, a more comprehensive assessment of skills requirements will be needed. The current desktop modelling places a greater emphasis on engineering qualifications with extraordinarily little attention paid to occupational qualifications. Hydrogen safety training has been less of a priority, yet safety skills programmes will be a vital part of hydrogen education. Hydrogen can be an extremely dangerous gas to work with as it is highly flammable and hence appropriate training is essential.

In attempting to close the hydrogen skills and training gaps in South Africa, research by the Chemical Industries Education and Training Authority (CHIETA) has identified 17 specific training and skills requirements. Approximately 14 000 jobs are likely to be created including hydrogen systems engineers, technicians, gas fitters, and other associated trades and services.

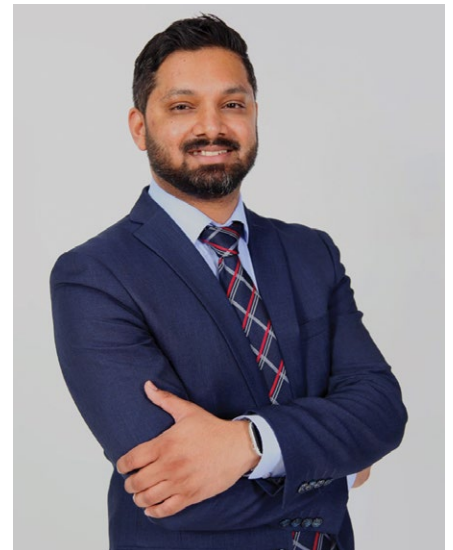
The technical and regulatory uncertainties in South Africa provide a major challenge for effective skills planning. For this reason, leadership needs to be provided for enabling policy and regulatory changes. The education sector needs to work more closely with industry for joint skills planning and the co-creation of future training courses and learning materials. What is needed is more

cross-sector collaboration and research development by engaging with industries such as transport, mining, manufacturing, energy, infrastructure, and agriculture.

South Africa lacks the cross-sector collaboration to support skills development and training on green hydrogen. Cross-sector collaboration and joint skills planning between government, the private sector, and training authorities should be an apex priority for a hydrogen-ready workforce. Without cross-sector collaboration, a fragmented and piecemeal training landscape may evolve in which hydrogen training is expensive, exclusive, and inaccessible to all.

Digital skills are the foundation for hydrogen skills. For this reason, South Africa needs to prioritize digital literacy skills programmes. A coherent digital literacy skills curriculum is required for hydrogen education. To this end, CHIETA has prioritized digital literacy skills by launching SMART Skills Centres across the country. CHIETA SMART Skills Centres provide free digital literacy skills programmes including experiential learning using virtual reality technology for certain occupations. This first-of-its-kind SMART centre in Saldanha Bay has been opened to the public since the 1st of February this year. Eight new centres are planned over the next two years.

The biggest risk facing South Africa is the inability to seize the moment and implement green hydrogen at scale because of the lack of adequate skills and appropriate expertise. To mitigate this risk and close the hydrogen skills gap in South Africa requires a multipronged strategy that includes better coordination from government, cross-sector collaboration with industry, digital literacy programmes, and specialised training on electrolyzers, fuel cells, and hydrogen systems. The relevant expertise will have to be sourced to develop and deliver the training required by the



Yershen Pillay, CEO of CHIETA

**Hydrogen safety training has been less of a priority, yet safety skills programmes will be a vital part of hydrogen education. Hydrogen can be an extremely dangerous gas to work with as it is highly flammable and hence appropriate training is essential.**

industry. The country needs an explosion of training to become a leader in the global hydrogen economy. 🌐





## THE SPEEDY RISE OF COMPACT LOADERS

**The compact track loader has been a top-selling machine in America, out-selling many other compact products in that country. The picture in South Africa isn't that much different, compact loaders are becoming preferred, and they are slowly infiltrating the market as options to hire. But why are they so popular? Versatility and speed are the answer, says Yanmar CE's Buck Storlie.**

In many major global markets, the undisputed king of compact equipment is the mini-excavator. And they are popular in the US, too, where some 60,000 units are sold every year. But even this huge number is dwarfed by sales of compact track loaders, which currently sell an incredible 90,000 units a year.

### **Big in the states**

The compact track loader, or CTL, has leapfrogged the skid steer loaders in the US for instance. The upward trajectory of CTL sales in recent years has been near vertical. "I think it's particularly popular in the US because it can cover ground and move material so fast – this is a big country with big sites," says Buck Storlie, Yanmar Compact Equipment (CE) product manager for North America. "The tracks give the edge over skid steers' wheels, in that they can work more days a year, even in very damp conditions, thanks to the tracks' much lower ground pressure. With their greater traction, they are also more stable and have a higher ability to push into a pile. And they are extremely versatile tool carriers, which gives them the flexibility to do a wide range of jobs, with





## QUICK TAKE

Compact track loaders, or CTLs, has leapfrogged skid steer loaders in the US.



These machines can cover ground and move material fast.



The TL100VS comes equipped with a 103.5 horsepower Tier 4 Final Yanmar diesel engine.



The TL100VS' load-sensing system offers both improved efficiency and fuel savings.



**The tracks give the edge over skid steers' wheels, in that they can work more days a year, even in very damp conditions, thanks to the tracks' much lower ground pressure.**

minimal tool change-over times. And, at the end of the day, you can put it on a trailer and tow it home behind an average pickup."

Yanmar Compact Equipment introduced the TL100VS compact track loader — the first machine in its new compact track loader line. The loader is designed specifically for the construction, utility and rental industries. The TL100VS offers Yanmar reliability, productivity and intuitive features for enhanced efficiency





and easy training for new operators. Yanmar launched the TL100VS in Las Vegas this year.

"We are thrilled to introduce the new TL100VS to Yanmar's lineup of reliable compact equipment," said Buck Storlie. "The TL100VS is a perfect example of Yanmar's dedication to providing customers with a full line of compact equipment in North America. The TL100VS and the rest of the upcoming compact track loader line incorporate the qualities people have come to expect from Yanmar compact equipment — reliability, performance and quality in a compact package."

### Compact King

The TL100VS comes equipped with a 103.5 horsepower Tier 4 Final Yanmar diesel engine and standard 40 gpm high flow to optimise performance capacity and efficiency on the jobsite. Travel speeds up to 8 mph round out the performance-enhancing features while 4.5 psi ground pressure allows smooth performance on sensitive, unstable surfaces.

The new construction-grade loader features a torsion axle suspended undercarriage with a pivot link system at the rear axle. This linkage technology uses a spring load to reduce oscillation and stabilize the machine, helping to improve material retention and ride quality. Additionally, the TL100VS includes large line sizes, hydraulic coolers and direct-drive pumps, transferring more flow and pressure directly to the attachment and reducing power loss.

The TL100VS improves operator experience with premium 360-degree visibility and a state-of-the-art 7-inch color display for improved convenience on the

jobsite. Operators can work longer days in comfort with a standard suspended seat and maximise safety with a removable roof hatch escape.

### Efficiency at heart

The TL100VS includes several optional efficiency-enhancing features to improve the operator experience and overall productivity. These include a load sensing system, work tool positioner, return-to-position technology, self-leveling, ride control and auto 2-speed capabilities. These intuitive features help improve productivity on the jobsite and level out the learning curve for new operators to expedite the training process.

The TL100VS' load-sensing system offers both improved efficiency and fuel savings. The system regulates the 40-pgm hydraulic pump, so it only produces what's necessary to complete the work rather than using maximum flow all the time.

The work tool positioner allows operators to create a preset for the angle of the attachment based on the task at hand, allowing return to position at the push of a button. Similarly, return-to-position technology complements the work tool positioner by allowing operators to set a designated height for the loader arms. The work tool positioner and return-to-position features can be paired together or used independently to adjust to the needs of the jobsite.

Operators can move material more quickly with less loss with the TL100VS self-leveling and ride control features. The self-leveling technology uses dual-direction capabilities to automatically level the load both while raising the loader arms and — unlike many other CTLs —

while lowering them. Speed-sensitive ride control offers operators the convenience of enhanced material retention at higher speeds without needing to actively switch the feature off while switching to more slow-moving applications, such as grading. As the compact track loader starts moving above a certain speed, the ride control automatically activates to enhance suspension and reduce spillage, then senses when to deactivate when the machine is moving more slowly. Operators can adjust the default speeds for ride control based on personal preference.

Auto 2-speed rounds out the efficiency-enhancing features for the new TL100VS. The feature allows the compact track loader to shift automatically between low and high-speed modes. This creates a more seamless transition between the two modes, providing operators improved control while working in tight places, grading or in other applications that require finite control, as well as allowing a faster increase in speed while traveling longer distances such as between work areas.

### Technology at its best

The TL100VS incorporates Yanmar's optional SmartAssist telematics from the company's mini excavator line. Features range from error detection and notification to real-time operational status updates and daily work reports. SmartAssist also includes integrated theft protection, allowing the machine's owner to set a range from a specific location and trigger an alert if that range is exceeded.

The compact track loader will also include a new remote-control option. The feature is available as a factory or field-install option and allows operators to control the loader from a distance with a harness-mounted control box. The new feature improves operator safety in potentially dangerous situations such as on steep slopes. It also increases operator independence when they may benefit from a larger view of the jobsite during operation or the ability to complete tasks outside of the loader without needing to get in and out of the cab.

### Reliability

The TL100VS' durable steel-embedded rubber-tracked undercarriage provides construction-grade reliability. Heavy-duty bar-tread tracks complement the undercarriage through improved ride quality and increased vibration resistance. The bar-treaded tracks also increase traction in extreme conditions such as snow, mud and soft soils for year-round dependability. 🌱

# FOLLOW THIS PATH TO GREENER BUSINESS PRACTICES

To minimise environmental impact, many organisations seek to implement eco-conscious strategies into their operational practices. If reducing their environmental impact were not enough of an incentive, implementing sustainable practices could result in increased efficiency for businesses while giving them a competitive edge with customers looking for sustainability-focused providers.

By Tennille Bell, General Manager: Sales at Programmed Process Outsourcing (PPO)

**B**y making resource conservation a priority, businesses can position themselves for long-term success and contribute to a more sustainable future. Here, Business Process Outsourcing (BPO) companies can play a crucial role in making this shift to sustainability easier to achieve by adopting greener practices and technologies in their operations, and by offering consulting and support services to assist their clients in doing the same.

Along with saving the planet, pursuing more sustainable practices makes good business sense, and there are several positive benefits to be gained from going green.

## **Fulfilling environmental responsibility:**

Sustainable practices help businesses lessen their environmental impact by reducing waste and conserving natural resources.

## **Money talks - the economic benefits:**

Sustainable practices can result in increased efficiencies. By reducing energy consumption, businesses can lower utility bills. By reducing waste, businesses can reduce disposal costs and spend less on consumables.

## **Giving customers what they want:**

Consumers are more concerned about the environmental impact of the businesses they support. By adopting sustainable practices, companies can attract eco-conscious consumers and build relationships with them.

## **Regulatory compliance edge:**

Worldwide governments are implementing more stringent regulations and by proactively adopting sustainable practices, businesses can ensure compliance and avoid potential fines and legal issues.

## **New competitive advantage:**

Sustainable practices can differentiate businesses from the competition, helping to establish themselves as leaders in

their industry. This will help attract new customers and enhance the brand's reputation.

## **Outsourcing for sustainability**

Going green isn't something that businesses have to plan, implement and achieve on their own. As a quick win starting point, BPO services such as data entry and document management can help companies reduce their paper usage and waste.

Outsourcing digitisation is an effective strategy that can help companies convert their paper-based documents into digital formats. This eliminates the need for paper storage and reduces the amount of paper waste generated by the company, as well as eliminating the costs associated with printing.

## **Push productivity, not paper**

Going paperless has more than a sustainability outcome. It can also boost productivity. For example, in a warehouse scenario that previously had a supervisor running the floor with a clipboard and a pre-printed spreadsheet to track individual performances, replacing the clipboard with a tablet to facilitate digital performance capturing will boost performance. Whether it's picking, packing, receiving, or putting away, the supervisor can capture individual performance numbers in real-time, which are displayed on a TV monitor for all in the warehouse to see.

This way individuals can see exactly where they are in the target range, what they need to do to achieve the target, and when they are over the target and into the green on an earnings basis.

## **Cut the commute**

By replacing paper with a tablet-based tracking solution, it is possible to pick up the pace on performance, while reducing the carbon footprint and consumables cost of the business. Not only does this allow



Tennille Bell, General Manager: Sales at Programmed Process Outsourcing (PPO).

the supervisor to better track production, but anyone can log in remotely, monitor performance and implement direct impact changes without being on-site. This allows the warehousing team to respond to fluctuating demands, proactively. Digitisation of other paperwork (such as contracts and invoices) and manual processes also save time, while reducing all costs associated with document management, including storage and disposal. Face-to-face meetings and interviews have already been replaced with online video meetings, eliminating the costs and carbon impact of travel. BPO services can help companies adopt environmentally-friendly practices by encouraging them to reduce their paper usage and waste. This can include providing recommendations on how to minimise paper usage and promoting recycling initiatives. ♻️



## Referro takes Northern Cape by storm

Referro Systems hosted a successful automation event showcasing cutting-edge innovation in South Africa's least populated province.

The two-day Automation Open Day event at the Sivos Training Centre in Kathu, Northern Cape highlighted the province's industry and mining sectors, and how new technology can benefit industries based here.

Adrian van Wyk, Managing Director of Referro Systems, explained that the event was a success with about 100 delegates in attendance.

The Automation Open Day provided valuable insights and solutions from industry experts representing some of the world's leading electrical, automation, and global software and hardware brands for the industrial sector - such as Rockwell Automation, ElectroMachinica, Comtest (Fluke), Allen Bradley, Marechal South Africa, Throughput Technologies, and AllPronix.

Highlights included presentations on various topics, including mining operations management, machine safety, renewable



applications in engineering, and ThinManager modern automation visualisation.

The second day of the event was geared toward insightful and informative presentations. It included discussions on smart motor control, reducing electricity costs, and alert alarm notifications.

Van Wyk believes that the event was a

testament to Referro Systems' commitment to providing innovative automation solutions.

"Delegates from the Northern Cape expressed how they believed that such events provided great value as a platform to strengthen existing skills and systems that aid the mining and industrial sectors in their region," he says. 🌐

## Transport and digitalisation key to boosting mineral mining

South Africa's reserve of critical minerals presents an opportunity for the country to accelerate economic growth.

With that growth, there would be a boost in employment opportunities and energy transition; key factors in some of the social ills faced in the country.

The South African government has implemented several measures aimed at scaling-up investment, and increasing exploration and production while optimising the entire mineral value chain.

Some of these measures include the digitalisation of licensing systems. This can improve the efficiency and transparency of the license application, grant and management processes and, as a result, the Department of Mineral Resources and Energy (DMRE) seeks to digitise and modernise its mining license system. On 24 March 2023, the department issued a request for bids for the development of a customised and digital mining license platform which will enable the ministry to enhance the accuracy and accessibility of industry data while reducing the time spent in assessing and approving mining applications. This in turn is expected to speed up the deployment of mining projects and increase production.

Another key focus is on the revitalisation of the transport industry and infrastructure.

Challenges associated with South



Africa's rail network have negatively impacted the country's mining sector and the ability of mining firms to move goods and services.

A new partnership between mining industry employer organisation, Minerals Council South Africa and state-owned rail and ports operator, Transnet, is set to stabilise and improve South Africa's rail network and port infrastructure and operations, thereby strengthening mineral trade.

These are some of the solutions set to

be explored at the African Critical Minerals Summit in July.

In a bid to showcase investment and partnership opportunities within South Africa's mineral sector, the DMRE will host the first-ever African Critical Minerals Summit in partnership with the African Energy Chamber. The event will take place in July 2023, uniting African policymakers and companies with global investors to discuss the future of Africa's mining industry and the energy-mineral nexus. 🌐



## New eBook highlights data-driven quality control

A new, free-to-download publication outlines the different ways today's advanced digital sorting data services can help mining operations.

Sensor-based sorting machines inspect every single piece of material that passes through the processing line, collecting a wealth of data. The digitalisation of sorting-related services is opening a world of new possibilities. The e-book, titled 'The Benefits of Data-driven Quality Control', focuses on how to efficiently produce high-quality product with maximum control and minimum waste.

From a quality management perspective, every sensor in the sorters is a valuable source of information about the products that pass through them. Today's sorting data services turn sorters into connected devices and provide a secure, near-live monitoring dashboard for the mine's sorting lines. Mining processors are able to continuously monitor and optimize the sorting line's output quality.

On-site observation, manual sampling and time-consuming reporting and communication become a thing of the



past: the sorter itself provides a constant feed of information based on continuous product sampling on every object.

The standard approach of regularly checking metrics on individual machines provides 'snapshots' of the situation at specific moments in time, but does not provide a complete overview. Continuous access to quality data across machines, lines, processes, and plants puts mineral processors in control all the

time. Machine operators can move fast as required, responding to changes in material composition on the line to ensure consistently high quality of the product.

A modern sorting data platform can be a powerful quality management tool by turning the data into actionable information by processing, enriching, and visualising it in easy-to-read graphs, creating customised reports and comparisons that provide valuable insights. 🌐

## New Develon ADT makes tracks in Norway

Doosan recently celebrated the production of the 10,000<sup>th</sup> Articulated Dump Truck (ADT) from the company's plant at Elnesvågen outside Molde in Norway. Something special is also happening as the 10,000<sup>th</sup> machine is the first in Europe to bear the colours of the new company brand Develon.

Develon's new ADT range includes two 6x6 models - the DA30-7 and DA45-7, which are Stage V compliant machines - the DA30-7 has a payload of 28 tonnes and the DA45-7 has a payload of 41 tonnes. The range was extended at Bauma 2022 with the introduction of a new 4x4 version of the DA45-7 ADT, designed to compete with rigid dump trucks (RDT) in the 40-ton class.

Like all Develon ADTs, the DA30-7 and DA45-7 feature an articulation joint located behind the pivot ring to ensure even weight distribution of the front axle even at maximum steering articulation.

This, combined with a free-swinging rear tandem bogie, ensures even weight distribution at each wheel and guarantees permanent 6-wheel contact and drive for even power distribution and excellent performance, especially on soft, uneven ground difficult surfaces, very steep slopes,



tight corners or a combination of all these difficult conditions.

The front pivot, unique tandem bogie and sloping rear frame combine for best-in-class rough and soft terrain capability. The unique body shape and sloping frame distribute the load evenly across all wheels, making these machines the best haulers for soft groundwork.

The design of the joint also ensures that the load is evenly distributed to the left

and right wheels when cornering, which is very important for the traction and stability of the machine. The DEVELON Stage V DA30-7 and DA45-7 ADT models offer all of these great features.

New ADTs may also soon be cruising Africa, as there is a growing market for ADTs in short-duration mining projects, quarries and contract mining, particularly in southern Africa, the UK and Australia, as part of a strategy to introduce new machines. 🌐



## Ctrack notes further growth in logistics

Following a challenging 2022, the South African logistics sector bounced back somewhat during January 2023, and that momentum was sustained during February.

The Ctrack Transport and Freight Index (Ctrack TFI) increased by 1.7% in February compared to the previous month, following a revised monthly increase of 1.4% in January (and declines in the preceding four months).

On an annual basis, the Ctrack Transport and Freight Index increased by 2.5%, which is an improvement even though the increases are far below the annual growth rate of 13.7%, which was recorded as recently as August 2022.

Some sub-sectors revealed a welcome improvement in the performance of Rail Freight, although of an extremely low base. While still deep in negative territory on an annual basis, the Rail Freight component of the Ctrack Transport and Freight Index increased by 6.4% monthly.

On an annual basis, the Rail Freight component returned a decline of 20.9% in February 2023, the 11th consecutive decline recorded and confirmation that rail remains the Achilles' heel of the South African logistics sector.

The growing focus on environmental concerns has recently placed the unhealthy split between road and rail transport under the spotlight. A report themed 'Decarbonising South Africa's Transport Sector' states that to enable South Africa to cut greenhouse gases in the transport sector to zero, between 15% to 20% of road traffic must move to rail.

This would represent a major U-turn on a multi-year trend, and the report noted: "This will require integrated policy support, coordinated infrastructure investments and collaboration amongst all key stakeholders. Without a deliberate and



Hein Jordt, Chief Executive Officer of Ctrack Africa

coordinated local effort, South Africa's transport sector will be on a trajectory that is inconsistent with South Africa's climate commitments or Nationally Determined Contribution under the Paris Agreement by 2030 and inconsistent with net-zero by 2050." The report is part of a series of publications from the Climate Pathways and Just Transition Project run by the National Business Initiative (NBI) in partnership with Business Unity South Africa and Boston Consulting Group.

"While reducing the number of vehicles on the road is an easy way to reduce emissions, that might not be possible in a South African context. However, a sophisticated and well-managed fleet management system can significantly contribute to the more efficient running of large fleets, and in that way, emissions can be reduced," says Hein Jordt, Chief Executive Officer of Ctrack Africa.

In February 2023, the Road Freight component of the Ctrack Transport and Freight Index increased by 16.9% on an annual basis, the 23<sup>rd</sup> straight month

of double-digit annual growth rates recorded. When examining this trend in detail, some interesting, divergent trends become evident. The number of heavy trucks on the N4 toll routes increased by double digits during February 2023, while the number of heavy trucks on the N3 toll route declined by 3.0%. During the same period, overall road freight payload for the country showed continuous growth.

The Storage and Handling sub-sector of the Ctrack Transport and Freight Index remained under pressure for most of 2022, with a trend of declining inventory levels evident before the Transnet strike made matters worse. The sub-sector declined by 20.5% in February on an annual basis, 5.7% on a monthly basis and 15.9% on a quarterly basis.

The transport of liquid fuels via Transnet Pipelines increased by 4.3% on a monthly basis in February 2023, with the pipeline component of the Ctrack Transport and Freight Index improving by 12.3% on a quarterly basis, however, this is still 2.3% lower than a year earlier. 🌱

## Daimler Truck Southern Africa named Top Employer

For a second year, Daimler Truck Southern Africa (DTSA) has retained its status as a Top Employer in South Africa.

DTSA also added Top Employer Industry Leader 2023 in the automotive sector as an additional honour.

The two top spots were made official by the Top Employers Institute in the Forbes Africa – Top Employers Supplement. Daimler is ranked as the 7<sup>th</sup> Best Employer in South Africa in the Top Employer rankings.

Michael Dietz, President and Group CEO of Daimler Truck Southern Africa says; "To be one of the leading employers in South Africa for the second successive year is

something that we are outstandingly proud of as DTSA. Moreover, this year we took it a notch higher as we were also ranked as number 1 in the automotive sector for the first time. I am humbled by these notable accomplishments, they are a testament to our every single effort and commitment to ensuring that we continue to maintain excellent people practices and foster a favourable working environment for our people. A huge thank you to our esteemed employees for their immense contribution to ensure continued success, to us as DTSA, our people remain an indispensable asset". 🌱



Michael Dietz, President and Group CEO of Daimler Truck Southern Africa



## Hino awards top branch



With an impressive 300 new trucks sold in a year, and servicing up to 14 trucks daily, Hino Isando collected this coveted trophy at the recent Toyota/Lexus/Hino awards function in Johannesburg. Situated in the industrial and commercial hub of Gauteng, the Isando-based dealership is one of the largest in the Hino network locally.

Dealer Principal Bobby Pringle led the drive for excellence from the front in 2022 and received the full and enthusiastic backing of his team, which now numbers 32

employees, to snag the trophy this year.

"I have aligned my management team so I can track their progress continually in terms of the Hino Dealer of the Year performance measuring tool, which is known as the Pyramid of Excellence. We got close in 2019, when we were runner-up and sold the most Hino trucks in that year too," explains Pringle.

Hino Isando was the 22<sup>nd</sup> exclusive truck dealership in the Hino national network of 64 dealers.

Currently the facility has six double work bays. The workshop is equipped to undertake Certificate of Fitness (COF) testing and has an express service lane to minimise downtime when urgent servicing or repair work is required.

The dealership has an extensive parts stock, and this is replenished at least twice a day. From the outset it has been eco-friendly in terms of having movement-sensor lighting and recycles rain water for the wash bay. 🌱

## Meet Goodyear's new PBU director

The Consumer Product Business Unit (PBU) at Goodyear is in good hands thanks to the appointment of Shane Petersen as the new director.

Petersen comes in with a wealth of experience spanning over 20 years in sales, marketing, retail operations and business transformation.

Importantly he has held leadership roles in the petroleum, consulting and facility maintenance industries.

"I am very excited to lead a dynamic team that is extremely passionate about delivering the Goodyear consumer tyre promise to our customers and partners. As a collective, we will continue with our contribution to the sustainable growth of the broader automotive industry," says Petersen.

"Goodyear prides itself on the customer-centric business model. Our goals are to continue to listen to our customer



needs, grow and collaborate with our strategic partners while creating dynamic and meaningful value propositions, underpinned by agility in our prevailing market conditions. In addition, I am pleased to join the company at the time where it celebrates 125 years globally and 75 years

of production in South Africa," he adds.

Petersen holds a Master's in Business Administration (MBA) from the Power Business School in Madrid, Spain, and a Bachelor of Business Science (Honours) in Marketing and Economics from the University of Cape Town. 🌱



# EMPOWERMENT THROUGH STRATEGIC PARTNERSHIPS

**Business resiliency and continuity remain among the most trending outcomes sought by any end user. Regarding the ICT sector, security, asset performance management, efficiency, and equipment lifecycle management are major priorities. However, as this demand grows, we still see 38% of infrastructure-related incidents resulting in loss of production. In addition, about 25% of end users reported needing help to meet their sustainability goals.**

By Muhannad Nabulsi, Services Channel Transformation Leader, MEA at Schneider Electric

**W**ith this in mind, we see a steep increase in demand for specialised infrastructure services, prompting a response from technology and equipment providers and local infrastructure service providers (entities that provide value-added, after-sales, operational services to another party). To meet this demand and provide end users with relevant value-added services, technology and equipment providers embrace the strength of local small, medium, and large infrastructure service providers that have established long-term market presence with specialised competencies on board.

Therefore, companies like Schneider Electric aim to support more local providers and empower them towards digitalisation through programmes like Schneider Electric's EcoXpert network that fosters an ecosystem of elite partnerships and initiatives such as Potential.com's SME Empowerment Programme. Potential.com founder and CEO Shadi Banna commented on the significance of supporting SMEs to prioritise digitisation efforts, which will be significantly helped by the programme's partners.

It is critical that these partners understand trends and challenges specific to each industry and can bring the appropriate technology, process, and talent required for implementation. This type of strategic partnership means that it is ever more critical for technology and equipment providers to empower local infrastructure service providers with two key pillars that support this type of strategic partnership.

Firstly, technology and equipment providers must provide suitable offerings and empowerment packages

to their partner ecosystem to foster complementarity and leverage all available competencies to offer the best value-added services to the customer. On top of that, technology and equipment providers need to focus on capacity building, with an eye on developing local talent within the local infrastructure service provider's network and enabling collective learning within these communities.

With these two pillars in mind, technology and equipment providers would play an instrumental role in empowering wide-scale digitalisation and electrification within national infrastructures.

This need is prompting technology and equipment providers to work hand in hand with their strategic partners to help drive these solutions and deliver exemplary service to the right consumer. Remember, digitalisation is not one size fits all, meaning specialised talents within local infrastructure service provider organisations must be trained to deliver the right solution to the right customer and at the right price.

Datacentres store and process data within servers and other ICT equipment; their energy demand varies according to size and is focused mainly on cooling applications. According to a study by The Parliamentary Office of Science and Technology in the United Kingdom, larger data centres operate more efficiently than smaller ones. Suppose we cross-reference this data with the study by Gartner that states that by 2027, machine learning in the form of deep learning will be included in over 65% of edge use cases, up from less than 10% in 2021.

This empowerment, whether in the



Muhannad Nabulsi

form of capacity building to develop local talent or through service offerings that promote complementarity is critical to meet the growing demands of the ICT sector. Remember, strategic partnerships are a win-win-win engagement that combines strong coverage capabilities with the power of large-scale enterprise solutions from global technology and equipment providers to transform end users' infrastructure into a more digital and electrical one. Thus, more reliable, more resilient, more efficient, and more sustainable infrastructure. 🌱





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## Alcohol and drug testing **specialists** **Ensuring safer working environments** for over 40 years

High speed testers capable of testing high volumes of people at site entrance/exit points and portable instruments with digital readouts for use at remote sites providing immediate printed evidence.

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