

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

For informed decision-making

FEBRUARY 2023

18 YEARS OF **MAXIMUM**  
EQUIPMENT



**TIPPERS:** Keep tippers in tip-top condition

**GRADERS:** The longevity of Caterpillar graders

**LEASE EQUIPMENT:** Reducing downtime with full maintenance lease equipment

**SMART COMPACTION**

Smart compaction at your fingertips

PAGE 22





# SKT90S

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# ASSET MANAGEMENT IS EVEN MORE IMPORTANT THAN WE THINK

**S**peaking to an American consultant with extensive experience in South Africa is a refreshing way to put into perspective the current electricity crises, because the discussion was solution-based, where capital equipment plays a significant role in reducing energy waste.

Steering clear from the outright discussion of the many ills that are playing out due to Eskom's inability to protect the national grid and safeguard small businesses or the people of the country from energy shortages, it was rather a discussion on the small cogs that form part of a larger machine.

In this case, it is estimated that with cultural and technological changes within

the mining sector, the industry (in America) can save around 20% of energy from the national grid when assets are maintained expertly.

It does offer insight into how important it is to be open to the role of technology in protecting the national grid. When alternative energy, machine optimisation and new training are included so as not to rely on the 'old' ways of doing business, it's possible for capital equipment to be less reliant on the national grid when machines are always in tip-top shape, not over-used and, importantly, fall within new global ESG standards.

In South Africa mining is the lifeblood of the economy, and the recent Mining Indaba heralded the significant ESG practises at African mines.

What also came to the fore is that it is becoming important for mines to find solutions for ongoing problems like, load-shedding, themselves.

Speaking at this year's Africa Mining Indaba the Minister of Mineral Resources and Energy, Gwede Mantashe was criticised for not sharing government-backed solutions to the energy crises.

The Minister did not address the country's power shortage in the long term – and the effects thereof. While he discussed deregulation and embedded generation, Mantashe steered clear of offering support to mines and he did not

divulge much on how there will be an improvement in energy available from Eskom's plants or how Eskom is improving generation capacity nor how emergency power will be procured.

ESG discussions were equally mute and the Mantashe steered clear of mentioning key actions and developments relating to the Just Energy Transition, capacity building and skills transfer for the future, and maintaining good relationships with communities. As a result he missed the opportunity to show investors that South Africa is taking ESG issues seriously.

These are indicators that solutions should stem from small changes within the industry itself, and asset management is a relatively straightforward way of starting to tackle ESG as well as energy problems.

An optimised fleet of trucks, for instance, reduces carbon emissions. Equipment that is maintained and not over-indentured reduces electricity usage. These are small cogs, but when built up and included in well-orchestrated operational excellence, these cogs can help an entire system to eventually be able to ensure energy reductions and reach globalised ESG targets that can deliver good, after a dark period of energy uncertainty. It's the fact that capital equipment has that power, that makes the prospect so exciting. 🌟

**Adriaan Roets - EDITOR**



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# 18 YEARS OF MAXIMUM EQUIPMENT

**Maximum Equipment's diverse range of products is certainly global, but throughout the company's 18-year history, the equipment it offers has found a home in South Africa. And when it comes to the excavators, TLBs, telehandlers hydraulic hammers and specialised attachments, Maximum Equipment is the best.**

**M**aximum Equipment started operations in 2005 with the sales and marketing of quality used equipment. Since then the company has built an 18-year legacy that has seen it grow into a revered market specialist.

This year Maximum Equipment is

celebrating 18 years of operation and, with it, some momentous occasions in expanding capital equipment options in South Africa and southern Africa.

Maximum Equipment's mission statement is to grow the brand into a regional company with a reputation for supplying high-quality, well-engineered construction, high performance mining

QUICK

TAKE



Maximum Equipment started operations in 2005 with the sales and marketing of quality used equipment.

and earthmoving equipment, coupled with specialised solution-driven attachments.

It's something that it has been able to provide time and time again.

Through an impressive cycle of organic growth, and with more than 80 years of collective experience in the industry, the team at Maximum Equipment has become synonymous





#### TALKING POINT



"Our strength is our personal relationships with our customers and our passion for after-sales and service"

Vaughan Ellis, MD at Maximum Equipment



The company has successfully represented the Hidromek brand for eight years in South Africa.



Maximum Equipment has branches in Johannesburg and Durban with three sub-dealers in Cape Town, Bloemfontein, and Queenstown.



The company offers a range of finance products including leasing, rental and flexible repayment options.

with its range of quality products supported by reliable after-sales and service backup.

Maximum Equipment holds appointments as a featured supplier of quality plant and machinery to many blue-chip South African organisations in the earthmoving, mining, forestry and construction industry.

#### A range of Equipment

In 2005 Maximum Equipment expanded into the plant hire market specialising in excavators and attachments, most notably hydraulic hammers.

A year later in 2006, Maximum Equipment secured the sole dealership for Southern Africa for the Komac brand of hydraulic attachments and hammers.

Komac, based in Korea, is a leading manufacturer of hydraulic breakers and attachments.

Maximum Equipment also sourced detachable Rock drill and Vibro Ripper supplier from Fine Technologies in South Korea.

These kinds of relationships are also on display when it comes to Turkish OEM





Hidromek, which has a long and trusted relationship with Maximum Equipment.

"Some of the successes Maximum Equipment has achieved in the last 18 years have been related to successful representation of the Hidromek brand for the past 8 years," says Vaughan Ellis, MD at Maximum Equipment.

In 2018 Hidromek and Maximum Equipment announced the expansion of their relationship, and apart from excavators, Maximum Equipment also became the distributor of Hidromek's range of backhoe loaders in the local market.

It cemented Hidromek as a role player within the equipment industry locally and led to Maximum Equipment offering the behemoth Hidromek HMK 370 LC HD excavator locally.

The HMK 370 LC HD excavator is designed as a heavy-duty type machine, making it a perfect fit for challenging mining conditions and for carrying heavy-duty attachments such as crusher buckets and hydraulic breakers.

The Hidromek machine is the only excavator in South Africa that comes standard with Mine spec with a total of nine spotlights, a reverse camera, factory-fitted beacon light and a cab guard, as standard. The excavator showed Maximum Equipment's mettle for bringing great machines to the local market.

#### Another introduction

This year Maximum Equipment will also strengthen the Merlo brand locally.

According to Ellis, the Merlo brand was successfully included in Maximum

Equipment's line up in 2019. Now it is looking forward to the relaunch of the Merlo self-loading concrete truck after a long absence.

The Merlo DBM 2500 and 3500 are the two models on offer.

These quality Italian manufactured machines offer a great construction concept and, combined with exclusive technical features, have an enhanced use in the concrete industry.

The renewed DBM truck mixers are presented with a new Deutz engine in line with Tier 3 emission standards while simultaneously maintaining their distinctive characteristics such as structural solidity, ease of use and efficiency in terms of productivity, manoeuvrability and reduced consumption.

#### Customers first

According to Ellis, there's one thing that has set Maximum Equipment apart from equipment suppliers.

"Our strength is our personal relationships with our customers and our passion for after-sales and service," he exclaims.

The philosophy behind that success is simple because, according to Ellis; "Maximum Equipment is big enough to deliver but small enough to care."

Maximum Equipment has two branches in South Africa, one in the economic heartland, Johannesburg, and another in Durban, South Africa's port city.

Added to that Maximum Equipment has three sub-dealers in Cape Town, Bloemfontein, and Queenstown.

This ensures customers have ease of access to support and the latest equipment nearby.

All this is strengthened by the Maximum Equipment sales team which is supported by finance specialists with a solid understanding of operational and financial requirements across all spectrums of the equipment business.

This translates to a range of finance products, including leasing, rental and flexible repayment options. To ensure customers stay up to date with news from Maximum Equipment the company runs various marketing initiatives that are disseminated through social media, advertising in local construction and plant hire magazines, billboards located strategically on national highways and, more recently, the branding of airport buses.

One thing is certain, after 18 years Maximum Equipment has only become stronger – and that success will well carry into the future. 🌟





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- ✓ We ensure maximum variety of equipment
- ✓ Our clients enjoy the reassurance of availability



FAW Trucks head office in Isando, Kempton Park.



# KEEP TIPPERS IN TIP-TOP CONDITION

When it comes to sheer variety FAW Trucks has cemented itself as a go-to brand, with a rich history in South Africa spanning 29 years. But for the ultimate variety, it is the FAW range of Tippers that gets the job done.



"FAW is committed to offering customers high quality products that are well suited to local conditions while offering high levels of safety, convenience and comfort."

Yongjun Li, CEO of FAW Trucks South Africa

**F**AW Trucks believes that the correct commercial vehicle solution can be matched to a specific need and that each specific need is key to getting the best value for money as well as ensuring road safety and efficiency. During its 29-year history in South Africa FAW Trucks has continually expanded its model range to the point where it now offers a variety of models in various configurations. "FAW is committed to offering customers high-quality products that are well





On the smaller side, FAW Trucks offers the 8.140FL Tippers as a turn-key solution.



Overloading Tippers can have a detrimental effect on running costs since they will result in increased fuel consumption and tyre wear



The maximum load weight is carefully calculated by manufacturers, taking into consideration axles, suspension and the tipper's construction



FAW Trucks offers a range of vehicles that are sold with Tipper bodies already installed



When it comes to Tipper maintenance telematics systems can help fleet managers stay on top of maintenance and servicing by monitoring hours used and kilometres driven

QUICK TAKE

suited to local conditions while offering high levels of safety, convenience and comfort," says Yongjun Li, CEO of FAW Trucks South Africa.

The comprehensive and continually refreshed offering of locally assembled FAW Trucks means that they are a one-stop shop that can offer turnkey solutions for a wide variety of commercial vehicle needs. Configurations include freight carriers, truck tractors, tippers and mixers.

### Hats off to the tippers

Tippers are considered one of the true workhorses of the commercial vehicle industry. These trucks are tasked to carry heavy loads in a variety of conditions.

"While FAW's range of Tippers are designed especially for the conditions in which they are required to operate, the way vehicles are used and looked after can make a big difference. If you treat your vehicles well, they will reward you with many trouble-free

**FAW is committed to offering customers high-quality products that are well suited to local conditions while offering high levels of safety, convenience and comfort**

kilometres, a lower cost of ownership and less downtime," says Li.

FAW Trucks offers some advice to ensure tippers stay in tip-top condition.

### Avoid overloading

Overloading is one of the fastest ways to shorten the lifespan of a vehicle.

The maximum load weight is carefully calculated by manufacturers, taking into consideration axles, suspension and the tipper's construction.

These guidelines should be adhered to if you hope to get many reliable kilometres from your truck as well as remain within the law.

Overloading can have a detrimental effect on running costs, since it will result in increased fuel consumption and tyre wear.

### Keep it clean

Cleaning vehicles on a daily or weekly basis is important to ensure their longevity. Moving parts like axles, brakes and Tipper struts should be washed clean





of dust and mud, if not they could have a serious effect on these sensitive yet vital components.

The cabin is the driver's office and should be kept clean as a normal office is, all loose items should be removed on a daily basis, touch surfaces wiped down and seats and flooring vacuumed. The accumulation of dirt will accelerate wear and tear and a dirty truck is not conducive to a good corporate image. The interior of FAW vehicles is constructed with hard-wearing, premium materials, that ensure a comfortable working environment, but which are also easy to keep clean

### Use telematics

Telematics are vital to running an efficient operation whether your fleet consists of two or 200 trucks. These advanced systems are able to give fleet managers real time updates on a variety of factors including location and speed.

They are a great way to monitor and improve driving behaviour and productivity.

Telematics offer an excellent tool for managing loads as they can assist by preventing overloading, ensuring vehicles are kept in pre-determined zones by means of geofencing and even preventing the load from being tipped in unauthorised locations. In that way, in that way the safety of vehicles, drivers and the load are ensured.

### Stick to the maintenance schedule

For vehicles like Tippers that operate in extreme conditions such as high temperature or dusty environments regular maintenance is key.

FAW has carefully calculated the recommended service intervals required to ensure the longevity of your purchase and adhering to these is critical. In addition, vehicles that continuously operate in extremely dusty conditions might require more regular maintenance of items like air filters.

Telematics systems are able to help fleet managers stay on top of maintenance and servicing by monitoring hours used and kilometres driven, allowing for the planning of periodic maintenance in a manner that minimises the impact on productivity.

### These trucks for the job

FAW offers a wide range of vehicles that are sold with Tipper bodies already installed.

The variety of models also allows owners to get the right truck for the right job, and as a result, even smaller companies that don't have a big fleet will still have the right trucks for individual and diverse loads.

Each model has been carefully configured taking into consideration the Tipper bin and the weight that it is able to carry, resulting in solutions that are fit for purpose.

FAW offers Tippers ranging from 3 cubes to 18 cubes, all with the appropriate axles and engines to back up this load carrying ability. Thanks to this wide variety of Tippers there is one for every need.

The FAW 8.140D is a three-cube solution that features a six-ton body and payload allowance. It boasts a spacious ergonomically designed cab and Cummins ISF3.8S common rail diesel engine mated to a six-speed ZF manual transmission.

The FAW 15.180FD can carry six cubes as part of its 10-ton body and payload allowance. A spacious, ergonomically designed, semi-sleeper cab ensures excellent driver comfort. Powering this model is a FAW six-cylinder in-line turbocharged and intercooled engine paired to a FAW six-speed fully synchromesh manual transmission.

The J5N 28.290FD has a 10-cube carrying capacity in its 850 high strength steel Tipper bucket, making it ideal for a variety of applications including construction. A fully floating, ergonomically designed cab is equipped with a reinforced bumper. Powering things along is a Weichai WP10 six-cylinder in-line turbocharged, and inter-cooled diesel engine paired with a nine-speed fully synchromesh manual transmission.

The J5N 33.340FD is a robust 15.5-cube hub-reduction Tipper that is ideal for mining applications. It features a Weichai six-cylinder in-line turbocharged, and inter-cooled diesel engine mated to a FAW nine-speed synchromesh manual transmission.

The J5N 35.340FD 18-cube is the largest of the FAW Tipper offerings with its 18-cube Tipper body, constructed from 850 high-strength steel, making it ideal for construction applications. It too is powered by a Weichai WP10 six-cylinder inline turbocharged and inter-cooled diesel engine paired to a nine-speed fully synchromesh manual transmission.

"Thanks to FAW's manufacturing facility in Coega, Gqberha, we are in the unique position of being able to offer our customers a turn-key Tipper solution that is built in Africa for Africa and is ready to work, with no aftermarket alterations required," concludes Li. 🌟



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The CAT 120 GC Motor Grader in action.

# THE LONGEVITY OF CATERPILLAR GRADERS

**Producing 1000 world-renowned graders is a cause for celebration. It means that 1000 machines had found a home to create haul roads at a variety of mines, or areas where they offer economic significance. Last year, when the 1000<sup>th</sup> unit of the Cat 24 Motor Grader exited the assembly line, the celebration allowed Cat Graders to shine as important pieces of equipment.**

**C**aterpillar executives and motor grader production team members at a ceremony in September last year gathered in Decatur in America to celebrate the production and sale of the 1,000<sup>th</sup> Cat 24 Motor Grader.

The historic machine, now in Perth, Australia, conveyed the value the Cat 24 brings to the mining operations.

Sam Vedhakumar Manoharan, vice president of product management, earthmoving, said: "The Cat 24 Motor Grader was and continues to be a game-changer for maintenance efficiency of the

wide haul roads necessary for ultra-class trucks. We thank the many global mining operations and dedicated Cat dealers around the world for their loyalty to the Cat 24 grader."

New Cat 24 Motor Graders feature 30% higher power, 13% more weight and a longer rebuild life than previous generations of the graders.

It also offers an 8.5m mouldboard option and will soon feature a high-performance circle design for further improved reliability.

## **A strong family**

Complementing the Cat motor grader

offering, the new Cat 120 GC Motor Grader offers the right balance of high-performance features with reduced fuel consumption, low maintenance costs and easy-to-operate controls.

It is the most recently introduced grader in the Cat lineup and is available in South Africa.

Introduced in 2021, the CAT 120 GC Motor Grader is excelling in low- to medium-duty applications, thanks to the 120 GC's reliable, low-cost operation in a range of applications that include government and municipal work, road maintenance, and finish grading.

Its powershift transmission and balanced machine design ensure appropriate drawbar power to the ground with the fuel-efficient Cat C4.4 engine.

Adapting engine power and torque to application demands, the 120 GC features electronic throttle control to improve grading productivity. With precisely matched engine power ranges for the standard rear-wheel drive and optional all-wheel drive, standard Eco mode operation increases fuel economy up to 5%, lowering owning costs. The hydraulic cooling fan, with an optional reversing fan for high debris applications, only runs when necessary to further reduce fuel consumption.

With its familiar steering wheel and lever layout consistent with the 120, 140

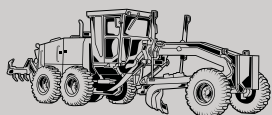




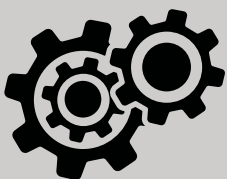
Inside the CAT 120 GC Motor Grader



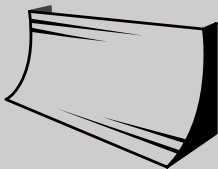
Cat 150 MG with GRADE with 3D.



The CAT 120 GC Motor Grader was introduced in 2021



The model features the familiar steering wheel and lever layout consistent with the 120, 140 and 160K models, the efficient hydraulic system provides more precise and predictable control for a consistent grade



The 120 GC offers 3.m, 3.7 m, and 4.3-m mouldboard options



Cat GRADE with 3D for motor graders is available with retrofit kits for pre- and post-2019 M Series models equipped with or without the Attachment Ready Option (ARO)

and 160K models, the efficient hydraulic system provides more precise and predictable control for a consistent grade. Its transmission with torque converter eliminates the need for an inching pedal, so only throttle and brake pedals are required to simplify operation. The drive system's no-spin differential automatically unlocks in the turn to eliminate required input from the operator. The parking brake automatically engages when the machine is in neutral and the service brake is disengaged.

Built with long-life machine structures for reliable operation, the 120 GC's standard drawbar circle mouldboard increases durability with hardened circle teeth and replaceable wear inserts protecting main component structures. This design stays factory tight to provide long-term precision grading, while the circle drive slip clutch option protects the drawbar, circle and moldboard from potential damage if the machine strikes an immovable object. Easy to maintain, the available Circle Saver option reduces daily greasing requirements and repairs to the circle and pinion. The grader's new front axle design maximizes bearing life to minimize maintenance.

A narrow machine width of 2.4 m plus a cab choice of standard or low profile to reduce overall transport height to 3.12 m – which improves the machine's





transportability. For operating comfort, the cab offers an option between mechanical or air suspension seats, while the control console and steering wheel easily adjust to the operator's preference. Pressurised to prevent debris entry, the cab's optional HVAC system circulates fresh air to keep the windows from fogging.

A range of options is available to increase machine flexibility and meet specific customer requirements.

The optional Digital Blade Slope Meter shows the operator the grade without relying on manual grade checkers. Available all-wheel drive increases traction and efficiency, while the increased engine power that comes with the option improves performance on slopes and with poor underfoot conditions.

The 120 GC offers 3m, 3.7m, and 4.3m mouldboard options to meet a range of road coverage requirements, and a newly redesigned mid-mount scarifier improves visibility to

the attachment while decreasing overall machine length. Improving machine performance, the 120 GC features a common front bolster for a choice of front lift group, counterweight, or front blade option, which aids in spreading more material faster. The rear of the machine accommodates a ripper or tow hitch option.

### Improved grading efficiency

While the Cat 120 GC is enjoying the spotlight the Cat GRADE with 3D for motor graders allows contractors to realise the improved grading efficiency, accuracy, and productivity of automated grading systems without the limitations associated with GPS masts.

The integrated mastless grade system can be installed and calibrated at the factory on new machine orders or as a field retrofit for existing models in customers' fleets.

Retrofit kits are available for pre-and post-2019 M Series models equipped with or without the Attachment Ready Option (ARO).

Previous GPS systems for motor graders required 1.8-m masts mounted to the ends of the mouldboard, exposing the components to potential damage and theft. The antennas/receivers were often removed and installed daily, limiting the machine's time in the dirt, and the masts limited the blade's range of motion. The masts also limited the types of applications for the motor grader.

With GNSS antenna/receivers mounted on the cab and front chassis of the motor grader, the new Cat GRADE with 3D system offers a factory-installed solution that significantly reduces the potential for component damage and theft as well

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Caterpillar executives and the motor grader production team with the 1000<sup>th</sup> unit of the Cat 24 Motor Grader in September 2022. It cemented Cat motor graders as a historic brand and shined a spotlight on the versatility of the Cat Motor Grader line-up.

as eliminates the need for daily removal. Removing the masts and cables deliver maximum productivity and a full range of motion for the moldboard.

The Cat GRADE with 3D system delivers accuracy and efficiency while improving productivity. By offering automatic blade control, the system reduces manual operator inputs and allows operators to be more productive. E-Fence comes from the factory for Cat GRADE with 3D. When activated, E-Fence prevents the mouldboard from contacting the tires

The Cat 24 Motor Grader was and continues to be a game-changer for maintenance efficiency of the wide haul roads necessary for ultra-class trucks. We thank the many global mining operations and dedicated Cat dealers around the world for their loyalty to the Cat 24 grader.



and ladder and prevents the circle from potentially damaging the link bar.

The Cat 140, 150 and 160 motor graders are the first models equipped with the new mastless Cat GRADE with 3D. 🌟



## Condition Monitoring is at the heart of machine reliability

WearCheck, Africa's leading condition monitoring company, specialises in a range of sophisticated condition monitoring techniques which help to boost the availability and reliability of machinery, thereby helping our customers to operate more efficiently and save money on maintenance costs.

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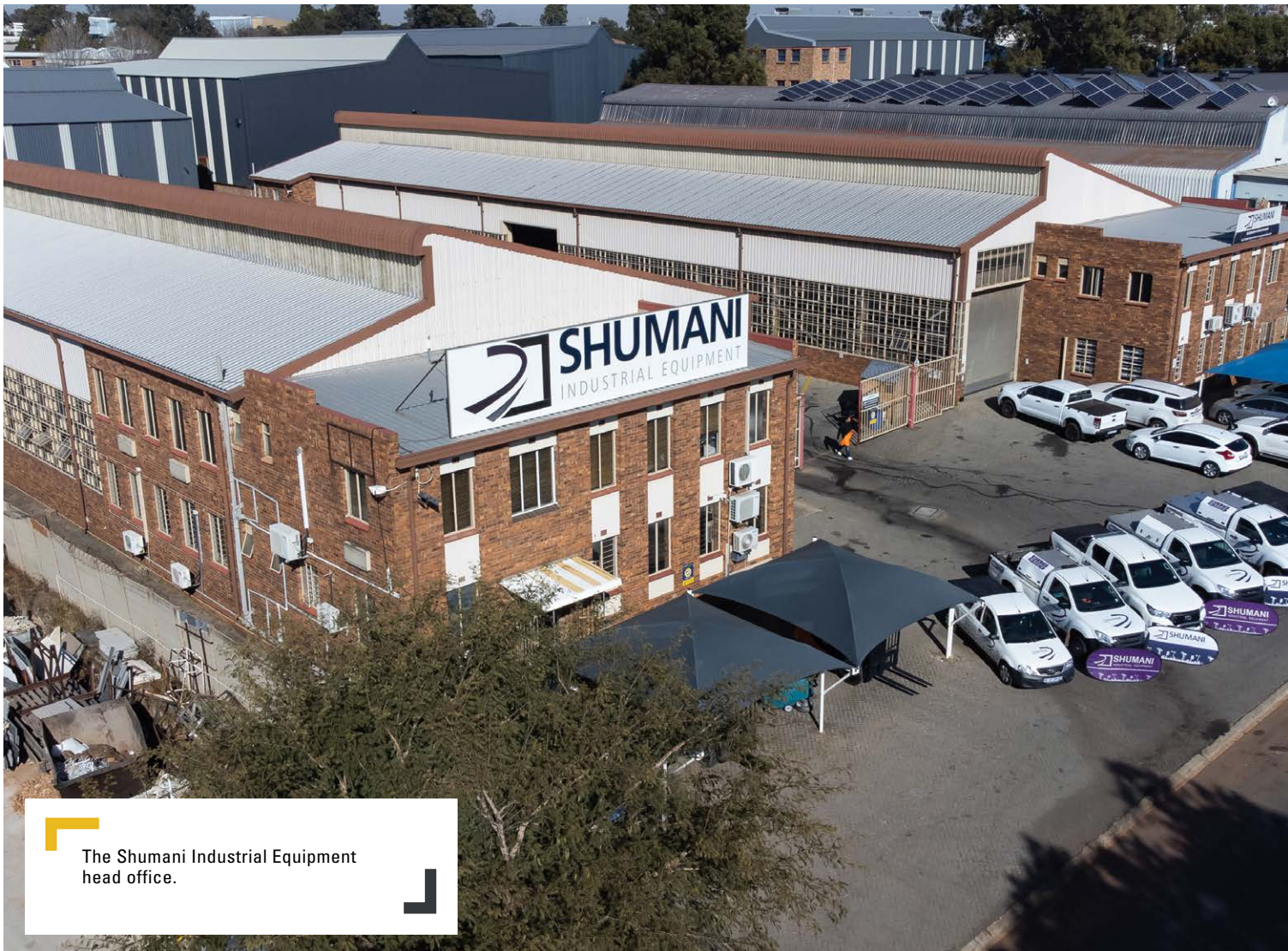
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The Shumani Industrial Equipment head office.

## REDUCING DOWNTIME WITH FULL MAINTENANCE LEASE EQUIPMENT

Shumani Industrial Equipment has carved out a segment of the capital equipment market by providing long-term full maintenance leases on a variety of equipment. For business owners, developers as well as companies within construction or mining, it allows peace of mind over reliable uptime of equipment where all equipment maintenance is covered, without having to invest in fleet ownership, writes **Adriaan Roets**.

"Key customers continue to be an important focus as they invariably have long-term contracts that take advantage of the full range of backup and technical support service we can offer."

Victor Nemukula, MD at Shumani Industrial Equipment



**F**lexibility is the main attraction of what Shumani Industrial Equipment offers. From a variety of equipment with full-maintenance lease agreements to leasing the equipment for a short time or in the long term, the flexibility provides the industry with choice during uncertain times.

"We're witnessing a resurgence in growth as the economy is starting to grow, albeit at a slow pace," says Victor Nemukula, MD at Shumani Industrial Equipment.





## QUICK TAKE

Shumani is the largest black-owned and managed industrial equipment supplier in South Africa



Shumani allows lease buyers to have contact with their service department, to ensure machines are always up and running



There has been growth in the demand for electric forklifts in South Africa



Load shedding is having a huge impact on the total uptake of equipment in general. Companies are spending their capital budget on solar technology to minimise the impact of power cuts on their production



In spite of Covid-19 and the latest bouts of load shedding, South Africa is continuing to grow.

Since the pandemic, there has been a marked improvement in business activity

locally, and Nemukula believes the leasing of equipment is more favourable in the current climate after companies froze their equipment spending in 2020 and now have to replace or upgrade

**The future of the forklift industry is electric. We are already seeing a gradual move away from internal combustion engines. Over time, only electric forklifts will operate across the breadth of the economy.**

existing fleets as the economy makes a return.

### Shedding light on leasing

Shumani Industrial Equipment is a 51% black-owned and managed industrial equipment supplier. It offers solutions for forklifts and materials handling, cleaning, access, and compact construction equipment, as well as engines, generators, agricultural equipment, and compressed air solutions. What has made Shumani unique is that it offers full maintenance lease agreements.

These agreements include any maintenance support required during the leasing period, and this is based on a





An example of the 45t Reach Stacker available from Shumani Industrial Equipment.



Doosan is still one of the preferred diesel equipment that is offered with full maintenance lease agreements through Shumani.

two-hour response time on a 24/7 basis.

Equipment can function with a 98% uptime due to the maintenance of equipment factored into the lease agreement.

When measured against ownership one of the main reasons a lease is a better option is that it can free up capital to focus on operation, according to Nemukula.

### Uptake on electrical equipment

At Shumani there's still a preference for diesel equipment, and diesel-powered equipment is the most popular in the market in terms of overall volume sold. However, according to Nemukula, there's a shift in preferring alternatively powered equipment in specific sectors, like materials handling.

"Load shedding is having a huge impact on the total uptake of equipment in general. Companies are spending their capital budget on solar technology to minimise the impact of power cuts

on their production. Electric forklifts are still popular as the technology improves," says Nemukula.

Materials handling is the backbone of the South African economy and an integral part of the logistics industry. "The growth in demand for electric forklifts, as well as the uptick in the economy, are drivers of the forklift market," says Nemukula.

"The future of the forklift industry is electric. We are already seeing a gradual move away from internal combustion engines. Over time, only electric forklifts will operate across the breadth of the economy," Nemukula mentions.

Over their lifespan, these forklifts are more cost-effective to operate.

"Shumani's focus is on improving customer satisfaction using available technology," adds Nemukula.

"Key customers continue to be an important focus as they invariably have long-term contracts that take advantage

of the full range of backup and technical support service we can offer."

Shumani has a full complement of technicians, most based at client sites. These technicians provide maintenance on customer equipment, ensuring that Shumani delivers a guaranteed uptime when forklifts are ordered through the maintenance lease agreement.

### What leases entail

In their simplest form, Shumani's lease agreements allow customers to receive preferred equipment on a long-term rental basis, and during that time the equipment has a full maintenance plan.

"We provide them with full management of their units and give them reports on performance customised to their requirement. These types of agreements give customer peace of mind," says Nemukula.

According to the MD, big role players usually want Shumani to provide equipment and ensure that uptime is kept high.

"We also give them an uninterrupted service, so they concentrate on production without being worried about the piece of equipment. They also don't want to commit a big portion of their budget to buy equipment so lease the equipment with full maintenance," he says.

Virtually all equipment in the Shumani fleet is available on this agreement, and it is the biggest part of Shumani's business.

Importantly Shumani allows lease buyers to have contact with their service department, to ensure machines are always up and running.

"As Shumani has grown over the years to be a large organisation, we've set up a call centre to give our customers a seamless service," says Nemukula.

### Expanding business

Shumani ended 2022 by successfully expanding into the supply of port-handling equipment such as reach stackers and empty container handlers.

These are available on either a long, short term or outright purchase basis. Long-term rental is mostly over 60 months and fits in with their established business of leasing equipment.

Having supplied this equipment to Transnet Freight Rail and Transnet Port Operations on a short-term rental basis, Shumani decided to supply customers directly, especially as it owned the assets itself. 🌟



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# Nedbank partners with the automotive industry to drive competitiveness amid turbulence

By Amith Singh | National Manager: Manufacturing

The South African automotive industry, which generates around 18,7% of domestic manufacturing output, plays a significant role in our country's economy, with a GDP contribution comparable to that of mining and agriculture. The 2022 Automotive Export Manual, released by the Automotive Industry Export Council earlier this year, also revealed that vehicle and automotive component exports increased by 18,1% in 2021 to comprise 12,5% of total South African exports.

Unfortunately, the industry has been hit hard by recent global and local events, including global supply chain disruptions and operational levels at South African ports being at well below international standards, further exacerbated by riots and cyberattacks. More recently, the flooding in automotive-intensive KwaZulu-Natal and onerous load-shedding schedules resulted in the manufacturing production figures released for April 2022 showing a substantial decline of 7,8% year on year.

With most of these setbacks hopefully behind us, and efforts being made to stabilise electricity supply and improve the situation at our ports, savvy automotive manufacturing firms should consider the five trends that Deloitte's 2022 manufacturing industry outlook highlighted. With business agility critical for organisations to operate through unprecedented turbulence, the report identifies key strategies to drive competitiveness.

These include embracing technology to create more connected, reliable, efficient and predictive processes; carefully reviewing cyberdefences and resilience in the event of cyberattacks; and closely monitoring the fast-evolving environmental, social and governance (ESG) landscape and adjusting operations accordingly. Proactive approaches to these challenges will help automotive manufacturers mitigate setbacks while creating a competitive advantage.

Nedbank's deep understanding of the manufacturing industry has enabled it to develop tailor-made solutions in this field, making it the expert strategic banking partner to grow its clients' businesses. The bedrock of our manufacturing portfolio is the deep, lasting and value-adding relationships we develop with our clients and key industry stakeholders. These solutions are underpinned by our continuous drive to innovate in our financial and administrative functions, enabling you to take your business to the next level.

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Similarly, as the green bank, we offer a comprehensive range of solutions to promote the sustainability of our clients' businesses, giving them the competitive advantage that is so vital in the market.

Our vast experience in global trade enables quicker, more efficient cross-border transactions when importing and exporting, and easy access to funds smooths out cash flow fluctuations between production cycles, enabling clients to take advantage of discounts and bulk offers.

But the real value we offer is our partnership approach, which means clients benefit from a committed partner with industry expertise who will advise on growth, investment and financial strategies based on their deep insight into each client's unique financial situation.

For more information about our specialist manufacturing services, email us at [manufacturing@nedbank.co.za](mailto:manufacturing@nedbank.co.za).

Singh is Nedbank Commercial Banking's national manager for the manufacturing sector. He holds a degree in business management from the University of Cape Town, a postgraduate degree in sales management, and is a qualified Neethling Brain Institute practitioner. He has been in banking for 19 years.

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# SMART COMPACTION AT YOUR FINGERTIPS

With the promise to increase quality while reducing energy consumption, the latest smart compaction concept by Hamm combines a range of cutting-edge solutions for measuring, documenting, and analysing compaction processes.

**A**longside its Smart Doc app, Hamm is rolling out a second compaction assistant in the form of Smart Compact. With the app the roller manufacturer is aiming to enable users to integrate collision prevention systems by means of a PDS interface (proximity detection system) with their machines.

Coinciding with the launch of the new tandem rollers from the HX series, Hamm is also bringing the Smart Compact assistant to market. This system actively supports drivers in selecting the right drum and the right type of compaction (vibration, oscillation or static).

When operating the roller, the drivers simply specify whether a base-, binder or asphalt surface course is to be compacted. Smart Compact takes care of the rest.

The system does this by evaluating different physical properties of the asphalt, such as temperature or rigidity.

It also considers the complex cooling behaviour of the asphalt. There is also the

The system then automatically cancels the dynamic compaction and puts the roller into ECO mode. This reduces the engine speed by up to 20% and reduces fuel consumption by up to 15%.

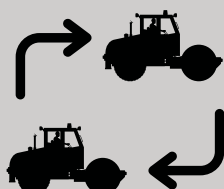




When operating the roller, the drivers simply specify whether a base-, binder or asphalt surface course is to be compacted - Smart Compact takes care of the rest



The user guidance has been developed through a UX design process. As a result, it combines the demands of machine operation with a contemporary look and feel



Hamm introduced the HX series to the market with the HX 70i and HX 90i models and is therefore replacing the DV+ series



During the compaction process, important process parameters and the compacting progress are displayed and recorded on the end device. The 'compaction maps' recorded show users immediately where still need to be compacted

option of integrating a weather station to provide local weather information. Smart Compact uses all this information to determine the most suitable compaction settings for each of the two drums. This makes Hamm the first manufacturer in the world to automate the separate setting of the individual drums, increase process reliability, and raise the quality of the compaction to a new level.

### Fuel-saving

Equipped with these measured values, Smart Compact recognizes when dynamic compaction is no longer advisable – for instance if the asphalt temperature is too low. The system then automatically cancels the dynamic compaction and puts the roller into ECO mode. This reduces the engine speed by up to 20%. This alone reduces fuel consumption by up to 15%.

### Modern operation

From the operator's perspective, one of the best things about the assistant is how easy it is to use. Data input and data output are managed via a dedicated display on the dashboard; and because it turns with the seat, the driver can always view all the relevant information. The user guidance has been developed

TAKE

QUICK





With its compaction assistant Smart Compact, Hamm becomes the first manufacturer in the world to automate the separate setting of the individual drums, increase process reliability, and raise the quality of the compaction to a whole new level.



Smart Doc records the speed, the frequency, the amplitude, the proportion of jump operation and the achieved compaction value (HAMM Measurement Value), and can automatically create test reports as a reliable and accurate basic proof of continuous compaction control.

through a UX design process. As a result, it combines the demands of machine operation with a contemporary look and feels. This allows workers to give their full focus to driving the machine.

### Smart Doc

With Smart Doc, Hamm presents an Android app for compaction documentation and self-monitoring. The app can be used with the GNSS receiver on the user's smartphone. For day-to-day operations, however, Hamm recommends the Smart Receiver, a GNSS receiver specially designed for construction applications. With the app, users can transparently document the compaction in earthworks and in asphalt construction and share the result with third parties. Smart Doc also meets the requirements of continuous compaction control (CCC).

The app generally combines data from the machine control system with the positioning data from the smartphone.

During the compaction process, important process parameters and the compacting progress are displayed and recorded on the end device. The "compaction maps" recorded show users immediately where still need to be compacted. Consequently, the system has proven itself to be a useful tool for training new drivers.

Smart Doc can be used to generate a compaction report at any time. This way, construction companies can provide evidence of high-quality compaction for earthworks with the required basic continuous compaction control. At the same time, the number of passes is optimized, since the occurrence of double passes is reduced by approximately 30%. This in turn reduces diesel consumption and, ultimately, CO2 emissions.

Currently, Smart Doc can be used and retrofitted in the H CompactLine series, the HC CompactLine series, the H series, the HC series, the HD+ series, and the HX series. Smart Doc can even be used

to document double passes on other manufacturers' machines. The app is free and can be installed via the Google Play Store on all Android smartphones and tablets from Android 6.0. It is available in German, English, Spanish and French.

### Collision prevention

Since the start of 2022, a PDS interface (proximity detection system) can also be used to integrate modern collision prevention solutions. The interface provides data that can be used by different systems to autonomously detect people or objects in front of and behind the machine and to automatically stop the roller when needed. The interface is available for rollers from the HD+ series, the HX series, the HP series, and the HC series. The system goes together with the HX series is the new flagship for the Hamm fleet. Designed for asphalt compaction, the HX 70i model (7 t/55.4 kW) and HX 90i (9 t/74.4 kW) achieve high surface outputs on large construction sites.

### Intelligent drive control

A foundation for high compaction quality is intelligent drive control with automatic reversing in the new machines. In combination with the electrically adjustable seat operating unit, it guarantees quality and comfort. It brakes and accelerates the rollers quickly, but smoothly. The seat also turns automatically in the direction of travel when reversing. This is unique in the market. It produces first-class surfaces and always ensures ergonomic working with safety.

### Easy mixing and spreading

A revised dual-circuit additive mixing unit for the combination rollers saves water and increases the range, as the sprinkling system at the front and rear is controlled separately. Water and additive can be sprayed separately or as a mixture. For spreading surface courses, Hamm has improved chip spreaders in its range for the HX series: The HLS 150 line spreader (760 l) and HLS 170 line spreader (960 l), as well as the HDS disc spreader (750 l, spreading width 8 m). All models have the option for height adjustment. Optionally, an innovative lowering device is available, making installation and removal possible without a forklift truck or crane. The spreaders are operated from the operator's platform and are fitted with automatically rolling tarpaulins and integrated LED lighting. 🌞



# HOW TO STAY ON THE ROAD WHEN THE TIDES HAVE TURNED

By Justin Manson, Sales Director at Webfleet

**H**igh inflation, high fuel prices, slow economic growth and mounting congestion on South Africa's roads is placing significant pressure on the transport and logistics sector. This is the reality in which Justin Manson of Webfleet – Bridgestone's mobility solutions company – advises businesses to apply technology-driven solutions to substantially bring down vehicle and fleet operating costs, increasing driver safety and ensuring business sustainability over the long term.

In 2023, the resilience of the South African economy will be truly tested, as businesses find ways to navigate the myriad of potholes along the road to sustained economic recovery.

The frequent reports of in-road incidents that involve heavy vehicles only puts more pressure on transport and logistics operators, who already have a lot to deal with in an economy expected to grow by less than 2%, as well as the logistical challenge of heavy traffic on the roads. Companies will have to do all they can to save where they can, especially considering higher transport costs driven by rising energy prices - without neglecting vehicle maintenance and safe driver behaviour.

As a nation that relies heavily on the trucking sector as the lifeline that keeps our economy going from the supply of food on shelves to ensuring provisions of healthcare tools and supplies in hospitals these savings will have to be beneficial even for the pocket of the end consumer.

South Africa does have some relief on the horizon, with the recently announced scrapping of e-tolls and the President promising to put a pause on the already approved 18,65% energy tariff increase for the 2023/24 financial year.

Easing the burden on South African roads will require innovative solutions, while the government works to steadily make much-needed upgrades on the country's rail infrastructure and improvements in enforcing road laws. Transporters can remain competitive while operating safely, bringing much needed supplies, like food and medicine across thousands of

kilometres within the bounds of the law.

Webfleet's recently released inaugural Road Safety Report revealed insights that may inform how businesses can make better decisions when making use of fleet services. One of the main ways to mitigate the impact of other motorists, especially around peak times, is to relook their scheduling and route planning. In so doing, with the aid of artificial intelligences (AI), they can reduce the risk to public safety, while also making for a smoother journey - saving on both time and fuel.

Businesses should use telematics solutions to automate significant events on and off the road, particularly rest breaks for drivers, as well as maintenance scheduling for vehicles. This ensures long-term sustainability of resources (human and equipment), saving a fortune over time.

Combined with continuous driver training, effective real-time management of fleets on the road prevents unwanted incidents and improves predictability of service.

Fleet management technologies that identify safe driving habits can also improve dispatching, routing and visibility including at-risk drivers, recognising hard braking and speeding, all without complicated installation. In cab camera technology can identify phone distraction, distracted driving, not wearing a seatbelt, eat and drinking while driving as well as not maintaining a safe following distance, all through the use of progressively evolving AI technology. GPS data regularly updates road and traffic conditions for live route optimisation, with head office able to see where each vehicle at any given time.

Video-based collision detection protects people and assets, while fuel usage monitoring can save as much as 20% in fuel costs. Furthermore, automated job dispatching makes the lives of drivers much easier, and happier.

So, while it may not always be possible to avoid other traffic users, or external factors like fuel prices and the weather, long haul carriers can keep on trucking through any crisis, safely and more profitably using the fleet management technologies with real time data available to them. 🌟



Justin Manson, Sales Director at Webfleet

**Businesses should use telematics solutions to automate significant events on and off the road, particularly rest breaks for drivers, as well as maintenance scheduling for vehicles. This ensures long-term sustainability of resources (human and equipment), saving a fortune over time.**







The Kwatani engineering department is where all R&D and design work resides.

## RECYCLING GOES HAND-IN-HAND WITH SCREENING

**There is growing pressure for industry to conduct more recycling of waste products, as the world embraces the concept of a circular economy. Relevant screening technology, argues Kwatani's Warren Mann, is going to be a vital contributor to this recycling journey. As a specialist in vibrating screens, Kwatani is adept at finding solutions for difficult recycling challenges.**

**R**ecycling waste material is a no-brainer for the planet, and suitable screening applications have to be developed to make it a reality. "Everyone wants to recycle more; it makes sense environmentally and it's the right thing to do," says Kwatani business development manager Warren Mann. "Recyclable waste is generally low value, however, so any recycling solution must have a highly cost-effective strategy for separating different elements of the product."

### Screens have more power

Mann highlights that, unlike most mined materials, the shape and other characteristics of products that the industry wants to recycle are often irregular

and difficult to screen. Strands of copper wire, for instance, simply do not pass through a screening medium as easily as aggregate stone or sand. Similarly, chips of rubber produced by a tyre shredder are also likely to be highly varied in shape, size and consistency.

"This means that anyone wanting to screen industrial waste in a commercially sustainable way is unlikely to find an off-the-shelf screen design to do this," he explains.

"Detailed testing of material on different screens – or with a range of screening dynamics and parameters – is usually the only way to find a cost-effective solution."

The real challenge is that most recycling demands an economy of scale, in which a sufficient volume of material can be effectively recycled to overcome the low margins of the final product. It is therefore not enough to find an in-principle solution; the duty that a screen must accomplish is a key variable in its success.

### Testing is the future

"Kwatani has decades of experience in understanding customers' screening

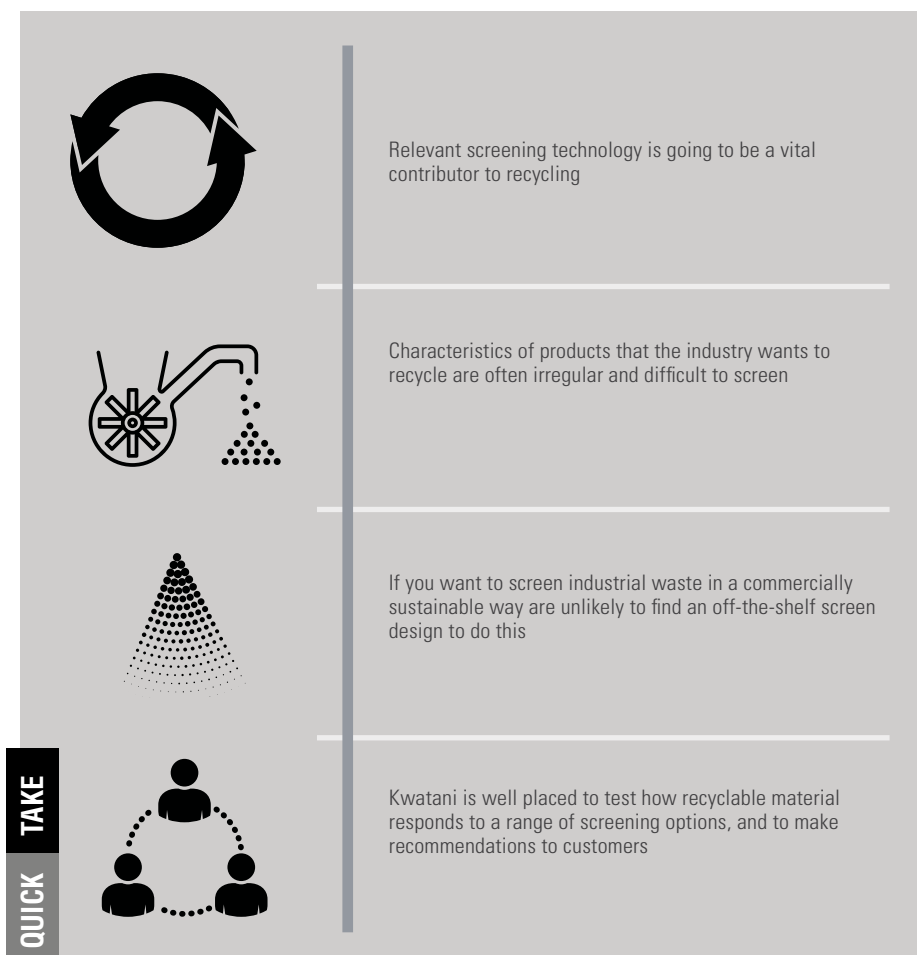




A Kwatani rectangular separator is typically used for high-volume screening.



Kwatani round separators are typically used for low-volume screening.



needs, so we can design and manufacture a screen that is fit for purpose," he says.

"This expertise extends across a range of material and commodities – making us familiar with how different products respond to screening."

The company's testing laboratory is where investigations tend to start, and customers can witness how their material performs under different screening conditions. Mann explains that a machine used to screen corrosive products like crushed batteries would need to be built from specialised materials of construction, for example. There are also materials that tend to clog the screening surface, so a self-cleaning kit may be required.

"No matter what the material is to be recycled, Kwatani is well placed to test how it responds to a range of screening options, and to make recommendations to customers," he concludes. "The testing we conduct will give recyclers valuable insights into how best to proceed, by avoiding the trial-and-error method that costs them more in terms of time, effort and resources." 🌀





## THE KEY TO PROVIDING SAFE WORKING ENVIRONMENTS AT HEIGHT

**Eazi Access is one of Africa's market leaders in the rental, sales, servicing and training of work-at-height and material handling solutions. The company has a strict commitment to safety, reliability and productivity across its work and the industries it serves. This has resulted in Eazi Access partnering with trusted OEMs, JLG and Linde Material Handling, to provide safe working environments.**

**S**afety is achieved through the different equipment Eazi Access has on offer. Within the equipment range, it has aerial lifts, boom lifts, scissor lifts, telehandlers, and low-level access lifts ensuring workers are lifted safely and efficiently. Within the industry, this lifting equipment is commonly referred to as Mobile Elevated Work Platforms (MEWPs) which have multiple benefits, and are available to customers on a rental or sale basis.

### The world of MEWPs

MEWPs are safe, manoeuvrable and time-saving machines used to lift workers into spaces they otherwise would not be able to reach.

MEWPs are used on both indoor and outdoor worksites to eliminate the risk of accidents associated with climbing, lifting, and even falling on the job.

The need to keep workers safe while accessing high areas is common between many different sectors, making MEWPs versatile and universally needed. They are also flexible between different tasks on the same project. They can be easily adjusted for different heights, and some are even designed for use on smooth and rough terrains.

This makes a worksite more accessible by increasing the workers' reach, whether they're in a warehouse, at a mine, on a



"Renting MEWPs for hard-to-access jobs can save money by increasing productivity across the worksite."

Blaize Wulfsohn, Eazi Access GM



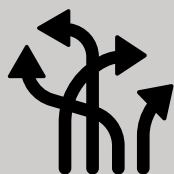
Last year Eazi Access held its first-ever showcase at the pit lanes of the iconic Kyalami Grand Prix Circuit and International Convention Centre in Midrand.



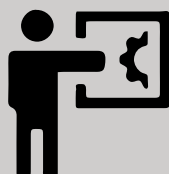
Eazi Access was founded in 2003



It has a 100% South African-owned company, with an extensive footprint across the country and a growing presence throughout the rest of Africa



Eazi Access has the largest, most diverse fleet of equipment, which is backed by an expansive and experienced network of skilled technicians



Eazi Access and its training business, Uplift Quality Solutions are both members of the Institute for Work at height (IWH)

construction project or at an event.

According to Eazi Access when a customer is looking for a MEWP, they invest time in performing a thorough diagnosis before recommending a suitable solution.

They even go on-site where they take measurements and look at the size of the area and fully understand the objectives of the customer for the job at hand.

After the assessment Eazi Access will recommend the best-fit solution for the job on-site. We can provide a complete solution for the different industries from the highest machine which is up to 58.56 metres to the smallest scissor lift that can be used in the warehouse.

### Safety first

According to Blaize Wulfsohn, Eazi Access GM: "Compliance and Enterprise Risk Management other industry drivers for MEWPs include health and safety as they reduce fatigue and risk, productivity through increased flexibility and efficiency, while technology advances have also led to more reliable mobility and control. Renting MEWPs for hard-to-access jobs can save money by increasing productivity across the worksite."

He explains that as a business they are enthusiastic about the safety, efficiency, and cost benefits they can deliver to their customers and they pride themselves in





consistently ensuring that every customer, regardless of industry, size, or scope of needs, receives the highest level of service and professional advice to ensure customers get the right machine for their specific requirements.

"One of the ways we ensure safe working environments for our employees and customers is through training and compliance to regulations which is essential in creating safe working environments," says Wulfsohn. To operate access equipment, workers are required by law to undertake training. As a business, providing this training is beneficial to Eazi Access customers and their operators.

"Our safety promise underscores every facet of our business. Uplift Quality Solutions, our training business, specialises in operator training on mobile elevated work platforms (MEWPs), telescopic boom handlers, forklifts, overhead cranes, and mobile cranes. Customers can choose between having their operators trained in line with industry standards and manufacturers' specifications, or we can provide readily available, trained Eazi Access operators to work on-site," Wulfsohn adds.

### Training is important

Eazi Access and its training business, Uplift Quality Solutions are both members of the Institute for Work at height (IWH), which is the recognised industry professional body registered with SAQA (South African Qualifications Authority).

Members of the IWH are declared fully competent to practice in a specific field of the Work at height Industry and members have to comply with the IWH Code of Ethical conduct. Uplift Quality Solutions is accredited as a training provider by the IWH and is also registered with full accreditation with the TETA (Transport Education Training Authority).

The association with IWH and the associated accreditations with the TETA and IWH provides comfort to customers on the quality standards of the training provided, the quality of equipment used for training as well as the issuing of legitimate IWH training certificates.

The IWH training certificates have the advantage of avoiding the delays with issuing of training certificates by the TETA and allow the trainee to start operating the respective equipment soon after the training.

Keeping safety and training topical within the industry is a key target adopted through the years. However, despite the increased training provided, incidents still happen. Also, with newer and improved models being delivered to the market training continues to be crucial for anyone operating a MEWP. 🌟



# NEW REPORT ADDRESSES 'FACTORY BLINDNESS' IN SA

South Africa's manufacturing industry must keep evolving to remain competitive in the face of global competition in recent years.

**T**hat's the main bullet point from PwC South Africa's new Smart Manufacturing 2023: Manufacturing Excellence 4.0 presentation released at the start of February.

In the presentation, Vinesh Maharaj, PwC South Africa Smart Manufacturing Lead, and his colleague Daniel Reddy, PwC South Africa Smart Manufacturing Senior Manager, unpacked key challenges in the manufacturing sector – but also provide some potential solutions.

While there has been a longstanding battle between effectively producing products against demand and maintaining a sustainable cost base, a key modern-day challenge remains - the reality that agile manufacturing is becoming more cumbersome to implement.

However, many of the common challenges faced by manufacturing organisations today can be addressed or assisted by the use of technology.

While digital concepts have a valuable role to play in manufacturing processes, Manufacturing Excellence programmes remain imperative. Manufacturing Excellence can be understood as the overarching improvement programmes that businesses deploy to extract value. When it comes to transforming manufacturing operations using traditional methods, several concerns have come to the fore. They include:

- Even though most manufacturers have continuous improvement programmes, they do not result in step-changes in productivity and often do not have prominence in organisations.
- The availability and trustworthiness of information to make decisions and perform problem-solving.
- The waste is created through the process of implementing a Manufacturing Excellence programme.
- The change management and buy-in from all stakeholders across the organisation.
- The alignment of the Manufacturing Excellence programme (with overarching business strategy and objectives).
- The integration between core manufacturing processes and support

functions.

"This forces manufacturers to think about how to orchestrate all these moving parts while still maintaining a balanced production environment," says Maharaj.

The gap between amalgamating traditional methods of manufacturing with the digital way of doing things still exists.

Another pertinent question is also asked by the PwC team, whether your organisation is experiencing 'Factory blindness'?

To remain globally competitive and uphold a high manufacturing excellence maturity level, manufacturers must remain lean, fit and ready to react in the best possible way to meet targets. Maharaj says many manufacturing facilities exhibit a low manufacturing maturity, where old ways of working progressively evolve. The lack of step changes in manufacturing maturity may result in South African companies gradually falling behind their global peers and eventually risk obsolescence.

Factory blindness describes the normality that is felt by factory workers in their daily routines, disabling them from seeing an environment that is out of order or that needs improvement. This phenomenon typically occurs when workers have been conducting the same routine activities for many years and have become resistant to adapting them to become more efficient and effective.

"There seems to be an inert comfortability that is associated with conducting activities the way that it has always been done," Maharaj says. "This makes organisations blind to the fact that there are improved, safer and more efficient ways of working in your factory."

## Addressing a lack of action and visibility

There are significant benefits to optimising and uncovering the hidden truths of your plant, with the process of gaining visibility being top of mind for most manufacturing executives. "The interesting part about creating visibility and uncovering the actual performance of a plant is that a common truth is created, and less valuable time is spent on the mundane activities that go along with formulating this image," Maharaj says.



Vinesh Maharaj, PwC South Africa Smart Manufacturing Lead

There are benefits to blending traditional programmes with digital systems. "At the end of the day, any improvement initiative needs to deliver tangible value to the customer. This is generally viewed as a method to either develop the value proposition through enhanced services or a cost reduction," says Reddy.

He adds that the objective here is to induce a culture of measurement using digital tools that sustains the business's ability to innovate against a quality-fitting function.

## Challenges with implementing traditional Manufacturing Excellence programmes

Organisations can experience various challenges while trying to implement Manufacturing Excellence programmes. From a lack of training and support from leadership, to fear of redundancy and realising that the digital journey is an ongoing one, our report addresses these concerns.

Reddy says: "Introducing digital tools will help mitigate these common challenges. There is always an inherent risk that the use of technology can hamper or even exacerbate these issues, however when technology is applied in conjunction with strong cultural and process efficiency fundamentals, it can be used to ease the transition to a culture of continuous improvement."

"It is imperative that manufacturers understand their maturity to chart a course to performance excellence, and realise that the effort required to institute these changes and optimise these processes has been reduced significantly with the introduction of digital tools," concludes Maharaj. 🌟





# WACKER NEUSON IS ON A ROLL

**A delivery of 50 pedestrian dual-vibration rollers again showed that size is relative.**

**Compact construction, agricultural and forestry equipment specialist, Wacker Neuson South Africa, has big plans within the equipment space.**

**A**ccording to Wacker Neuson's Area Sales Representative, Frans Bopape, the robust RD7 pedestrian dual-vibration rollers machine is packed with more functions than an average walk-behind roller, delivering best-in-class performance in the compaction of soil, gravel, concrete, and asphalt in the construction of roads and foundations.

Bopape explains that while most other rollers on the market can only be used on soil or asphalt, the extremely versatile Wacker Neuson machine incorporates a dual vibration system that enables customers to choose their application.

"Our operator-friendly roller is designed to handle both surfaces with ease."

For enhanced operator safety and comfort, all control elements are located directly on the guide handle, giving the operator complete control of the machine from his operating position.

With this in mind the Lanseria-based Hire All ordered 50 of these compact machines at the start of 2023. Hire All has been a leading supplier of plant and

equipment hire for 40 years, with a current fleet comprising of more than 200 product lines and over 6 000 machines.

"Selecting Wacker Neuson as a preferred supplier aligns with Hire All's well-established reputation as a leading supplier of trusted equipment," states Dennis Vietze, Managing Director of Wacker Neuson Sub-Saharan Africa.

"To this end, they put a lot of thought, planning and research into each purchase to ensure that they provide only the best product solutions to their customers."

## Compact and versatile

"The versatility of the RD7 is one of the benefits that impressed us most and, given the high suitability of the rollers to our market, we are confident that the machine is going to be very popular with our customers," says Hire All Marketing Manager, Deborah Rogers.

Wacker Neuson delivered the first fifteen rollers to Hire All's headquarters just two days after receiving the order, with the remainder arriving just 1.5 months later.

"We sent some of the rollers directly to our customers and distributed the rest of the machines to our eight Gauteng branches located in Blue Hills, Florida, Honeydew, Jet Park, Krugersdorp, Lanseria, Montana and Wynberg as well as to our Emalahleni facility in Mpumalanga," says Rogers.

Operator training on the RD7 was



"To this end, they put a lot of thought, planning and research into each purchase to ensure that they provide only the best product solutions to their customers."

Dennis Vietze, Managing Director of Wacker Neuson Sub-Saharan Africa





## Wacker Neuson's place in SA

"Wacker Neuson products stem from exceptional German engineering and it is for this reason customers can never go wrong when choosing our machines and equipment to complete their projects. Companies like Hire All enable us to further expand our African footprint by bringing the premium Wacker Neuson brand to more customers across South- and Sub-Saharan Africa," says Vietze.

Wacker Neuson South Africa extended its machine attachment portfolio as newly appointed, authorised dealer for Italy-based machine attachment specialist, Cangini Benne.

Last year Wacker Neuson South Africa was enabled to distribute and sell the complete range of Cangini Benne attachments within the South and Sub-Saharan African territories.

Cangini Benne was established in Italy in the 1980s and the brand has been present in Southern Africa for approximately ten years. The company is globally renowned for the design and production of one of the widest attachment portfolios on the market which include standard and hydraulic work tools for excavators, skid-steer loaders, wheel loaders, and telehandlers. Wacker Neuson leads the international market in the design, manufacture, and supply of all these compact machines.

The relationship between the two companies kicked off in 2014 when Antonio Cannaò, International Sales Director for Cangini Benne, visited the Wacker Neuson stand at the Nampo agricultural show.

Cannaò considers Wacker Neuson a valuable addition to the Cangini Benne dealer network.

The agreement gives Wacker Neuson access to the full Cangini range. The Cangini excavator buckets, hydraulic brooms, and mulchers are particularly popular with Wacker Neuson customers because of their high quality.

Cannaò adds that they see great potential in the Southern African region for hydraulic tools for both excavators and front-mounted machines such as tilting hitches, selector grabs, mulchers, concrete mixer buckets, different types of sweepers and sweeper buckets as well as a unique laser-guided dozer blade.

He points out that these will be the perfect match for Wacker Neuson's skid steer loaders and wheel loaders for very accurate and fast grading. 🌱

## QUICK TAKE

The RD7 pedestrian dual-vibration rollers machine is packed with more functions than an average walk-behind roller



The machine delivers the best-in-class performance in the compaction of soil, gravel, concrete, and asphalt in the construction of roads and foundations



Wacker Neuson South Africa extended its machine attachment portfolio as newly appointed, authorised dealer for Italy-based machine attachment specialist, Cangini Benne in 2022



The relationship between the two companies started in 2014



presented to Hire All personnel by Frans and Rainer Schmidt, Product Managers for Wacker Neuson at the Hire All headquarters.

"Wacker Neuson's great and diverse product portfolio, which is supported by a matching spares offering, enables us to repair the machines with minimum downtime," notes Rogers.



## Digital security needed at mines

In 2022 40% of industrial control system (ICS) computers globally were attacked with malware.

In Africa, the figure sits at 47% according to Kaspersky. For countries monitored on the African continent, the three countries which experienced the most attacks on ICS infrastructure were Ethiopia (62%), Algeria (59%), and Burundi (57%). South Africa and Uganda both stand at 36% of attacks. This is a high-growth threat landscape in Africa that no public or private sector entity, especially in critical sectors like energy and mining, can ignore.

"One infected USB drive or a single spear-phishing email is all it takes for cyber criminals to bridge the air gap and penetrate an isolated ICS network. Traditional security is not adequate to protect industrial environments from rapidly evolving cyber threats. As attacks against critical infrastructure increase, choosing the right approach to secure systems has never been more important," says Brandon Muller, Kaspersky tech expert and consultant in the Middle East and African region.

Mines are also hotbeds for potential attacks, especially at a time when Industry 4.0 digital technologies link key operational systems to data analytics and cloud environments. Mines are confronted by escalating cybersecurity threats but lack the in-house skills to adequately protect their ICS environments. Combining ICS cybersecurity solutions with ongoing user education and training are non-negotiable especially when human lives are at risk.

"It is a holistic approach towards ICS cybersecurity that incorporates hardware, software, and user awareness training components that will result in a hardened defensive posture around all aspects of OT security processes," says Muller.

One of the best ways to achieve this is through the right security awareness and training solutions that go beyond basic training. Delivering training that is easily digestible, practical, and memorable so it will always stay top of mind. Companies must provide training to ensure staff are armed with the very latest skills and knowledge, especially given how quickly cyber incidents evolve. 🌐



Brandon Muller, Kaspersky tech expert and consultant in the Middle East and African region.

## ESG tops mining goals in 2023

Environmental, Social and Governance (ESG) principles internationally are becoming more aligned with mines locally.

Ralph Heath, Managing Director: Earth and Environment Africa and Head of Mining Africa and Verushka Singh, Principal Associate: Climate Change, WSP in Africa share their insights on the commitments made and what comes next as ESG tops the mining agenda.

"WSP recently reviewed the public commitments made by 12 of the top mining companies internationally, and some promising trends emerged," says Heath.

"Decarbonisation is the foremost commitment made by miners. Even more encouraging is that addressing climate change, switching to renewable energy and incorporating sustainability into decision making are in the top five."

If mines are to meet these commitments, they will need to expand their existing multi-disciplinary processes for identifying, assessing, and managing risks.

Regulators are increasingly requiring an understanding of climate change risks and opportunities – and the disclosure of climate-related risks in particular. In parallel, there is a growing expectation from investors, lenders, insurers, and communities of interest that companies



demonstrate how climate-related risks are being managed.

"Purchasing or investing in new renewable power supplies, undertaking capital works programmes to upgrade the capacity of electrical distribution networks, electrification of diesel-powered equipment, addressing fugitive emission sources and applying water stewardship principles are some of the key ways we're seeing mines acting on the "E" part of their ESG commitments," says Singh.

"But it cannot stop there, as the "S" and "G" are also gaining importance for stakeholders from investors to communities."

WSP is focusing on several strategic areas for its mining clients, to support them in taking account of, and action towards, ESG holistically. These include water, waste, and energy efficiency and security, coupled with care for human resources and communities, and of course longer-term rehabilitation of the environment through customised mine closure strategies. 🌐



## African resources should be under the spotlight

Shortages in supplies of crucial basic and precious metals have garnered less coverage and attention in global news cycles.

"The sanctions against Russia – one of the world's biggest exporters of raw materials – is causing knock-on effects that are rippling throughout many spheres of business, from the sustainability of Africa's mining operations to the stable functioning of the manufacturing base," explains Igor Hulak, a Partner at Kearney, a leading global management consulting firm.

Since early 2022, the five base metals that Russia produces on a vast scale – nickel, aluminum, copper, iron, and zinc – have experienced sharp price increases, and continued supply disruptions are likely to see prices rise further still.

"Nickel, which is a critical ingredient in lithium-ion batteries and essential for the global energy transition, is in short supply. Russian companies such as Norilsk Nickel, the world's largest nickel producer, had historically supplied global markets. However, the sanctions have made Russia, which accounts for roughly 10% of the global

share of nickel, unable to meet this global demand," Hulak notes.

"This deficit in global supply presents an opportunity for African nickel producers, such as Zimbabwe and Botswana, to step in and fill the gap. However, overcoming existing inadequate export infrastructure will be a major challenge, requiring government buy-in and a collaborative multi-sector approach. Though the challenges are formidable, Africa must find a way to seize this opportunity and emerge as a key player in the new global metals market," Hulak asserts.

According to Hulak, market and pricing drivers are currently indicating long-term price increases for the platinum group metals.

This presents a golden opportunity for South Africa, still the world's largest producer of these metals, to step in and fill the supply gaps. Moreover, this is a unique opportunity for South Africa to leverage its already strong position and expand its operations in the sector to meet the escalating global demand.

Hulak goes on to add that platinum group metals are typically associated with rare



Igor Hulak, a Partner at Kearney

earth metals such as rhodium, iridium, and palladium. With Russia unable to supply such metals, and with potential higher demand for these metals from increased military activity, it creates a market gap that African countries can fill. 🌐

## QGC partners with Marula Mining for improved development

QGC sharpens its focus on sustainability as they partner with Marula Mining.

Signing on as a majority shareholder and major investor QGC is set to transform the African-focused mining and development company and fast-track its progress.

"With over 19 years mining experience, I think I can add a lot of value to the company. I have developed over 47 projects to the mining stage, have run two large scale mining companies and currently have 9 mines under my management. QGC has the network to open international partners for sales and marketing and we intend to fund the company and bolster the value of the assets within a short period of time. We want to make sure this is a company that we can all look to for massive growth and future profits. After careful due diligence and geology, we believe Marula Mining is a big play and we intend to throw a lot of our time and efforts to get it there during this year" says mining magnate, Quinton van der Burgh.

"With Quinton, we can now go full throttle and realize the assets we have." says Marula Mining CEO Jason Brewer.

Marula Mining is a battery metals investment and exploration company and has interests in several high-value mine projects in Africa; Blesberg Lithium and



Tantalum Mine in South Africa, Nkombwa Hill Project in Zambia and Kinusi Copper mine in Tanzania.

"Lithium is one of the most sought-after commodities for the electric vehicles sector, for lithium-ion batteries and you have trading prices at an all-time high", said Brewer.

"Renewables are a very exciting space to be moving into and it's through joint ventures that QGC is able to do so, at the same time expanding our commodities portfolio", says Quinton van der Burgh, Q Global Commodities CEO

Marula aims at identifying and investing in advanced and high-value mining projects throughout East, Central and Southern

Africa that can deliver rapidly for its shareholders and can be taken through to production and generate positive returns for all stakeholders.

"Our Board and management team aims to establish Marula as a socially and environmentally responsible, sustainable, and profitable producer of critical metals and commodities that are of increasingly strategic importance to modern technologies and the global economy," said Brewer.

This is echoed by QGC, a company that historically places great emphasis on the principle of sustainability of the environment as it encompasses the assumption of intergenerational equity. 🌐



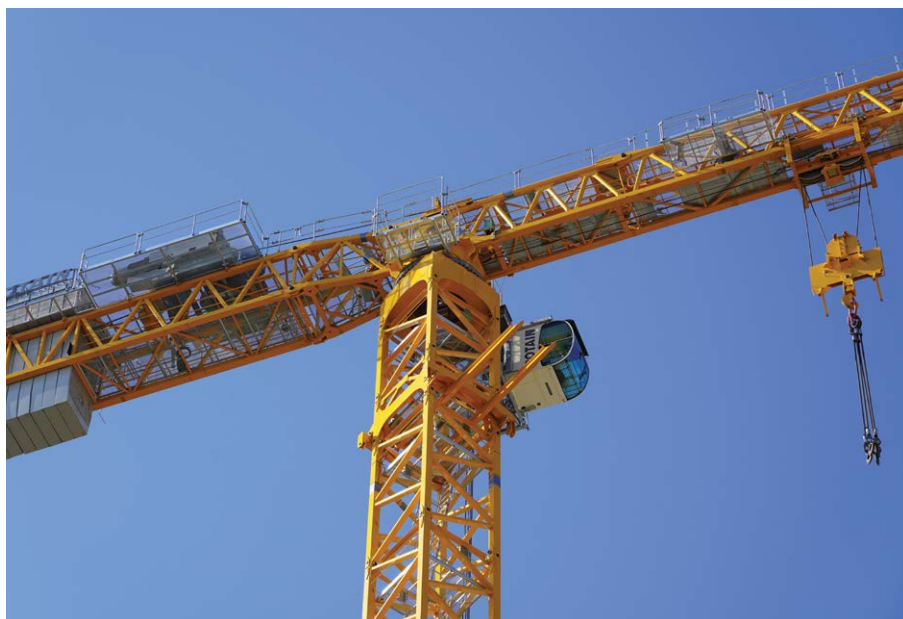
## A crane for emerging markets

Manitowoc announced the launch of the Potain MCT 1005 M50, the largest topless tower crane to be manufactured at its Zhangjiagang facility in China.

The crane is specifically designed for use in emerging markets and Southeast Asia and offers a 50t capacity. One of the main highlights of the Potain MCT 1005 M50 is its seamless integration at job sites.

The MCT 1005 M50 allows for the handling of an impressive 8t at the end of its maximum 80m jib, which is configured from 11 sections of either 5m or 10 m in length. Only three sections are required to deliver its shortest configuration of 20 m, at which distance it can lift its full 50 t. The same maximum capacity is also available between 3.5 - 16.8 m when the jib is built to 80 m, or from 3.5 - 25.2 m when the jib is 30 m in length. Many customers will also appreciate the option of configuring the crane with the 45 m jib, which delivers a hefty 24.8 t maximum capacity at the jib end.

These heavy payloads are supported with counterjib options of 15 m for jib configurations of up to 45 m; 17.5 m for jib configura-



tions of up to 55 m; and 20 m when working with jibs from 60 to 80 m. This versatility aids the crane's ability to work in proximity to other cranes or nearby structures. Over 1,070 m of rope is available on the drum and

the crane's payload is efficiently transported horizontally, thanks to the smooth and precise frequency drives of Potain's 25 DVFC 25 trolley. Slewing speeds are set at between 0 - 0.7 rpm via the RVF 174 Optima+ system.

## A boost in hydrodemolition

Water that cut shapes and removes concrete is becoming more popular, as advancements in hydrodemolition technology increase.

Aquajet, a global leader in the design and manufacturing of hydrodemolition technology, announced the delivery of its 100th Aqua Cutter in North America.

The milestone marks the growing demand for the hydrodemolition method in applications ranging from road and bridge repairs to dam and parking garage rehabilitation.

Hydrodemolition equipment has evolved over the last 30-plus years. Aquajet's first robot was built on the base of a small drilling rig and featured snowmobile tracks cut into two narrower tracks. At that time, the technology only worked horizontally.

Today's Aqua Cutter robots are highly sophisticated, with the ability to cut shapes, to remove material at different depths in the same pass and to reach horizontally, vertically, overhead, over bridge rails and more.

Aquajet's newest innovation, launched in 2022, is the Aqua Cutter 750V with patented infinity oscillation. The lance moves the water in an infinity, or Figure 8, pattern that removes more concrete in a single pass than previous models while significantly reducing the pipe hole effect.

"We attended our first World of Concrete in 1989 as a young company with innova-



tive new technology that offered a faster way to remove large amounts of concrete," said Roger Simonsson, Aquajet managing director.

"Over time, the use of the Hydrodemolition method has become more widespread and customers, including many from North America, have offered feedback to help the technology advance. It's gratifying to see how the Hydrodemolition industry has taken off in North America and around the world."

"This is a memorable and important milestone for Hydrodemolition in North America," said Aquajet business development manager Keith Armishaw.

"What once was seen as a niche application has grown to be a viable solution for a variety of applications and industry challenges. Aquajet robots get the job done and help address the shortage of labor with state-of-the-art capabilities. We're excited to see what the future holds." 🌟



## Zero concrete floor manufacturing machine failures with these bearings

The construction industry relies on the uptime and reliability of machinery in demanding build schedules.

Repeat failures of the concrete floor manufacturing machines can be of serious concern to the customer's management team and a solution became an urgent priority.

Now NSK's expert team of engineers found that the main problem was with the cassettes, due to poor wheel design and the ingress of contamination (because of incorrect bearing specification).

Non-ideal operating conditions are normal for this high-value construction process. It led NSK to propose a complete redesign of the wheel hub and stub axle assembly, including a sealed roller bearing unit selected specifically for the machine's loads.

By incorporating NSK's full-complement sealed bearing units, secured by circlips in the outer ring, it was possible to increase the load rating. That in turn led to integral seals providing greater protection for the bearings. The customer followed the proposals and produced a new shaft and housing to accept the redesigned NSK hub assembly. NSK's full-complement cylindrical roller bearings offer improved contact seals to prevent the ingress of foreign particles and water, a high



load rating (radial and axial) and a corrosion-resistant phosphate coating to ensure suitability for external environments.

The bearings are pre-lubricated with lithium grease and offer easy replenishment via inner and outer ring re-lubrication holes. If required, a snap ring (DIN 471) can be applied to the outer ring.

Regular bearing failures in a concrete floor manufacturing machine were leading to extensive downtime, costly lost production, and high maintenance costs. To rectify the problem, the customer turned to the expertise of NSK, which redesigned the wheel hub and stub axle assembly (with correctly specified bearings). ⚙️

## There can't be shortcuts in construction

Weak economic conditions in construction have led contractors to find new ways of surviving, and some strategies could undermine the longevity of roads and buildings, says AfriSam Construction Materials Executive Avi Bhoora.

"On the aggregates side, we find that the call for 'brown' material – as opposed to the high-value 'blue' material like quartzite, tillite and dolomite – is rising," he says.

"While some brown materials can be modified by additives, they cannot match the quality of competent rock."

In the past, G1 aggregate was the main base course for roads, with G2 as the sub-base, and G4 and G5 used for the selected layers. Bhoora says that recently there are efforts to substitute these, using products with names like G4A or G4A Special, for instance. Specifications are being adapted possibly because of cost pressure, but have not yet stood the test of time.

"It is uncertain whether the new specifications will be as effective, especially with the much heavier loads on our roads today. My personal view is that going this route might be short sighted in the long run."

In terms of the ready-mix market, he says the average strength of concrete supplied has



been gradually declining. AfriSam has long been known in the sector as a specialist in high strength products for demanding applications like high-rise buildings – with concrete strengths up to 100 MPa for high-rise projects.

"There are fewer projects like this currently, but there are also signs of users 'buying down' when it comes to ready-mix," he says.

He notes that there is still insufficient work entering the project pipeline throttling, holding back the potential of the construction sector to create jobs and build valuable infrastructure. Contractors and their supply chain remain under pressure, with low margins leading to the demise of amalgamation of important industry bodies. ⚙️



## Volvo biogas trucks coming to South Africa

Volvo Trucks will launch its new gas-powered truck locally.

The truck, able to run on liquified biogas can traverse long and gruelling transport tasks, while also reducing overall CO<sub>2</sub> emissions.

Volvo Trucks launched its first trucks able to run on liquified biogas five years ago, often called bio-LNG, which is a renewable fuel that can be produced from organic waste.

"Biogas is a great complement to electric transports, helping hauliers with their sustainability ambitions and aims towards climate neutral transports," says Waldemar Christensen, MD of Volvo Trucks South Africa. "That is especially true for Southern Africa, where fleets need to travel long distances to deliver cargo across the region for which bio-LNG trucks, with their larger 225kg fuel tanks and a range of up to 1 000km, would be ideal."

The Volvo FH and FM gas-powered trucks are getting a new power level of 500 hp, joining the previous 420 and 460 hp engines.

Eric Parry, Sustainability Solutions Manager at Volvo Trucks South Africa, points out that no single solution can solve climate change.

"The strengthened gas-powered line-up fits well with Volvo Trucks' three-path strategic



roadmap to reach zero emissions: battery electric trucks, fuel cell trucks and combustion engines that run on renewable fuels like biogas, HVO or even green hydrogen," explains Parry.

The first Volvo electric trucks in South Africa will arrive in March 2023. However, LNG and Bio-LNG infrastructure, supply and dispensing are still a major challenge in the country.

"Several technical solutions are needed because the availability of energy and fuel infrastructure differs greatly between countries and regions, and also because the requirements for each transport assignment can vary," comments Parry. "However, locally we are in a position to work with customers and suppliers to bring bio-LNG vehicles in as needed." 🌱

## Reduce fuel consumption with technology

Maintaining a fleet of vehicles may be challenging, but a fleet management system can make it easier for fleet companies as it fully monitors vehicles and gathers data on each vehicle as it runs. This is especially helpful at the start of 2023, due to the potential to maximise profit.

Thobeka Ntshangase, CEO and founder of MyFleet Track SA, says "With the petrol price drop it is the best time to maximise your profit. Ensure you have the best fleet management system in your fleet. My Fleet Track SA can offer you a range of personalised fleet management systems that are insurance approved"

She shares her tips that fleet companies can use to reduce their petrol consumption and save millions of rands in 2023:

### Plan routes ahead

- A proper plan prevents poor performance. From assessing driver routes to analyzing the best places to refuel your vehicles, planning can potentially lead to big savings. MyFleet Track SA can play an important role in effectively managing journeys and choosing the best routes. The ability to track and monitor vehicles aids in avoiding congestion and unnecessary trip overlap.

### Consider how you purchase your fuel

- Reviewing how you purchase fuel is important to determine the best and most cost-effective options. Fleet telematics systems can play an important role in alerting drivers to any anomalies in fuel costs, allowing for a quick and efficient investigation to determine the cause. Keeping track of fuel spending is also essential.

### Invest in fuel management systems

- Fuel management systems monitor and control fuel consumption within your fleet. They measure and track fuel inventories and how fuel is dispensed. They then use web portals to deliver this useful data to the fleet manager. They help fleet companies improve fuel efficiency and lower fuel costs by identifying good driving habits, vehicle maintenance, detailed fuel usage data, and route optimization.

### Reduce idling

- Vehicle idling can rapidly increase your



fuel consumption and take a chunk out of your profitability. Sitting in heavy traffic is sometimes unavoidable, but modern fleet management solutions help detect excessive idling, monitor gasoline consumption, and improve driver training.

### Maintenance management

- MyFleet Track SA controls the fuel spent to ensure that your vehicles are fully serviced on time and well maintained. Not only do fuel savings help you save money and benefit your business environment, but they can also reduce the costs related to vehicle repair and reduce the number of times you need to replace existing vehicles. 🌱



## The hydrogen market is still in its infancy

New research by Interact Analysis shows that the hydrogen transportation market is still very much in its infancy.

The new report covers all transportation ranging from passenger cars, trucks, trains and forklifts to the very largest off-highway machinery.

Overall, fuel cells are the most mature powertrain technology for hydrogen transportation, with most of the development currently made in the on-road and forklift segments.

Development for larger machinery in the off-road sector is mainly in the research and development phase as companies begin to explore the benefits of hydrogen technology.

Passenger cars, by far, make up the greatest share of the hydrogen vehicle market. Due to the lack of government incentives, as well as the shortage of refueling infrastructure and high price of hydrogen, the hydrogen vehicle market is in its infancy. South Korea leads the way for the hydrogen passenger car market, with America and Japan following behind. Up to 2025, the market looks set to be



dominated by passenger car sales, but from 2028 the hydrogen commercial vehicle market, in particular hydrogen trucks, is expected to outstrip the passenger car market.

China dominates the hydrogen commercial vehicle market, delivering over 2,000 units in 2021. This is due to strong government support for hydrogen initiatives, with much of the emphasis on city buses and trucks. Europe is the second largest market, with Germany dominating the majority

of the European market, followed by the US, which deployed over 60 fuel cell buses by the end of 2021. Japan and South Korea first emerged in the hydrogen commercial vehicle market in 2017 and by 2021 both regions had delivered over 100 hydrogen commercial vehicles, respectively.

The hydrogen off-highway market is currently led by forklifts, but we are beginning to see some traction from larger vehicles, including haul and dump trucks, and excavators. 🌟

## The art of transport

This year, a total of ten Automechanika trade fairs will be held around the globe. The focus is on sustainability and the transformation of the automotive aftermarket at all these fairs.

What could urban spaces look like in the future and how will we be mobile in the future? The photo artist Rafael Neff has developed his very own visions for this. In the motifs, futuristic-looking metropolises, new components and solutions can now be discovered alongside classic aftermarket products.

Michael Johannes, Brand Manager Automechanika, explains: "The new motifs exemplify the transformation of mobility - and do so in a characteristic way that is well suited to an Automechanika and thus to the aftermarket. To realise this, our exhibitors continue to support us with their products and solutions. The pictures impressively show the diversity of the range of products at our fairs in a new futuristic context. For this year's fairs, the topics of innovations, sustainability, transformation, further training and recruiting are at the top of the agenda."

In Malaysia, the automotive industry has been a major contributor to the country's economy for years and plays an important role in the overall industrial transformation, digitalisation and electrification. The festival



will take place in March.

Visitors can expect an exciting live and online programme such as the Digitalisation and Electrification Conference, the Smart Factory and Industry 4.0 Conference and the Fleet Management Conference. Further education and recruiting are also a focus at the fair. Experts will address the question of how to build a workforce that can handle new technologies, business models and

individual customer requirements.

The Automotive Manufacturing and Transformation Conference shows how companies can increase their competitiveness and productivity using modern technologies such as robotics, IoT and AI.

Automechanika Johannesburg will take place from 5 to 7 September, but there's been no confirmation if the same narrative will be included locally. 🌟



# STRENGTHENING THE ‘G’ IN ES

By Jaqui Pinto, Senior Associate at Webber Wentzel

**T**he government has introduced new or amended regulations relating to FICA and the import and export of certain minerals or other items, which may be relevant to different mining companies

ESG has become the latest buzzword globally and one which keenly affects the mining industry. As part of the ‘G’ in ESG in 2022, the South African government introduced legislative and policy amendments aimed at tackling issues of money laundering, terrorist activities and theft. These changes come at a time where the government has mentioned capacitating the South African Police Service and creating a Minerals and Precious Metals Theft Unit.

Although moves to combat these issues are welcome, some of the changes will affect the mining industry and may place inadvertent administrative burdens on companies. They should be aware of these matters, to ensure they comply.

## Financial Intelligence Centre Act

On 30 November 2022, amended schedules to the Financial Intelligence Centre Act, 2001 (FICA) were published which took effect from 19 December 2022.

Schedule 1 to FICA contains the list of accountable institutions and effectively determines a wider scope for FICA. The businesses set out in Schedule 1 must comply with a number of provisions of FICA when dealing with their customers. The obligations of accountable institutions include: (i) registration with the Financial Intelligence Centre; (ii) conducting customer due diligence; (iii) keeping records of client information and transactions; (iv) developing, documenting, maintaining, and implementing a Risk Management and Compliance Programme; (v) training employees on FICA compliance obligations; (vi) appointing a compliance officer; and (vii) reporting obligations.

The mining sector already supports responsible initiatives that combat

money laundering, including the reporting obligations that help to combat organised crime and all aspects associated with illicit trade. However, the latest amendments to FICA will directly catch various mining companies and bring them into the category of “accountable institutions” in terms of FICA.

The amendments have introduced a category of high value goods dealers as an accountable institution. According to the consultation paper, this change was aimed at the retail sector, as the risk of money laundering and terrorist financing lies in this area, but the definition of high value good dealer will catch many mining companies too. The new accountable institution related to high value goods is defined as “[a] person who carries on the business of dealing in high-value goods in respect of any transaction where such a business receives payment in any form to the value of R100 000.00 or more, whether the payment is made in a single operation or in more than one operation that appears to be linked, where “high-value goods” means any item that is valued in that business at R100 000.00 or more.”

Mines should carefully consider whether they fall into this definition, and if so, how they must start complying with FICA as an accountable institution.

## Trade Policy Directive

On 30 November 2022, the Trade Policy Directive and Notice in terms of section 6 of the International Trade Administration Act, 71 of 2002, on the exportation of ferrous and non-ferrous waste and scrap metal, was published (Trade Policy Directive). This Trade Policy Directive puts measures in place to address damage to public infrastructure and the economy by restricting the trade of waste scrap and semi-processed metals.

The Trade Policy Directive prohibits the export of certain ferrous and non-ferrous waste and scrap metal (including copper). Mining



Jaqui Pinto, Senior Associate at Webber Wentzel

companies should consider whether they will be caught by this, and if so, apply for the necessary permits.

The guidelines published by the Department of Trade, Industry and Competition on 30 November 2022 give details on the process to be followed to obtain the necessary permits (the Guidelines were amended on 1 December 2022). These guidelines are: (i) the Import Control Guidelines on the Importation of Certain Metal Processing Machinery and Mechanical Appliances, including Furnaces, Granulators, Guillotines and Shredders; and (ii) the Export Control Guidelines on the Exportation of Semi-Finished Metal Products (collectively, the Guidelines). Mining companies should check both Guidelines to see whether they will be affected.

The above actions indicate the growing trend towards increasing governance structures and regulatory oversight over certain aspects of various industries, and they are of relevance to the mining sector as well. Although the energy crisis has become front and centre of mines’ preoccupations, they should not lose sight of these changes, which could affect their ability to meet governance requirements and ensure that their adherence to ESG standards remains high. 🌱



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## What are drugged employees **costing your company?**

### LION ALCOMETER® 700



Developed to exceed the latest EN 15964 standards for police breathalysers. This ensures superior accuracy and trouble free CCMA & disciplinary cases. Multiple modes of operation: mouthpiece test, cup test or sniffer mode.

### SoToxa™ MOBILE TEST SYSTEM



A portable system designed for rapid screening for drug abuse.

- ✓ Easy to use - just 3 steps
- ✓ Rapid oral fluid collection
- ✓ THC sensitivity of 25 ng/mL
- ✓ Compact, portable & lightweight

## 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.

Find out why over 5000 businesses trust our products and expert levels support in policy development, legal advice and after sales service.