

CAPITAL EQUIPMENT¹ NEWS

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NOVEMBER 2024

ASTECCOLD PLANNER MAKES ITS DEBUT IN SOUTH AFRICAN ROAD BUILDING AND REHABILITATION



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CONSTRUCTION TRUCKS: Driving the future of construction: ISUZU's enduring legacy in South Africa

ELEVATING CONSTRUCTION: Develon's move into heavy equipment

EQUIPMENT REBUILDS: FLS on-site support underpins mine efficiency

EARTHMOVING
SANY Southern Africa:
expanding horizons
in construction and mining

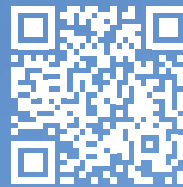
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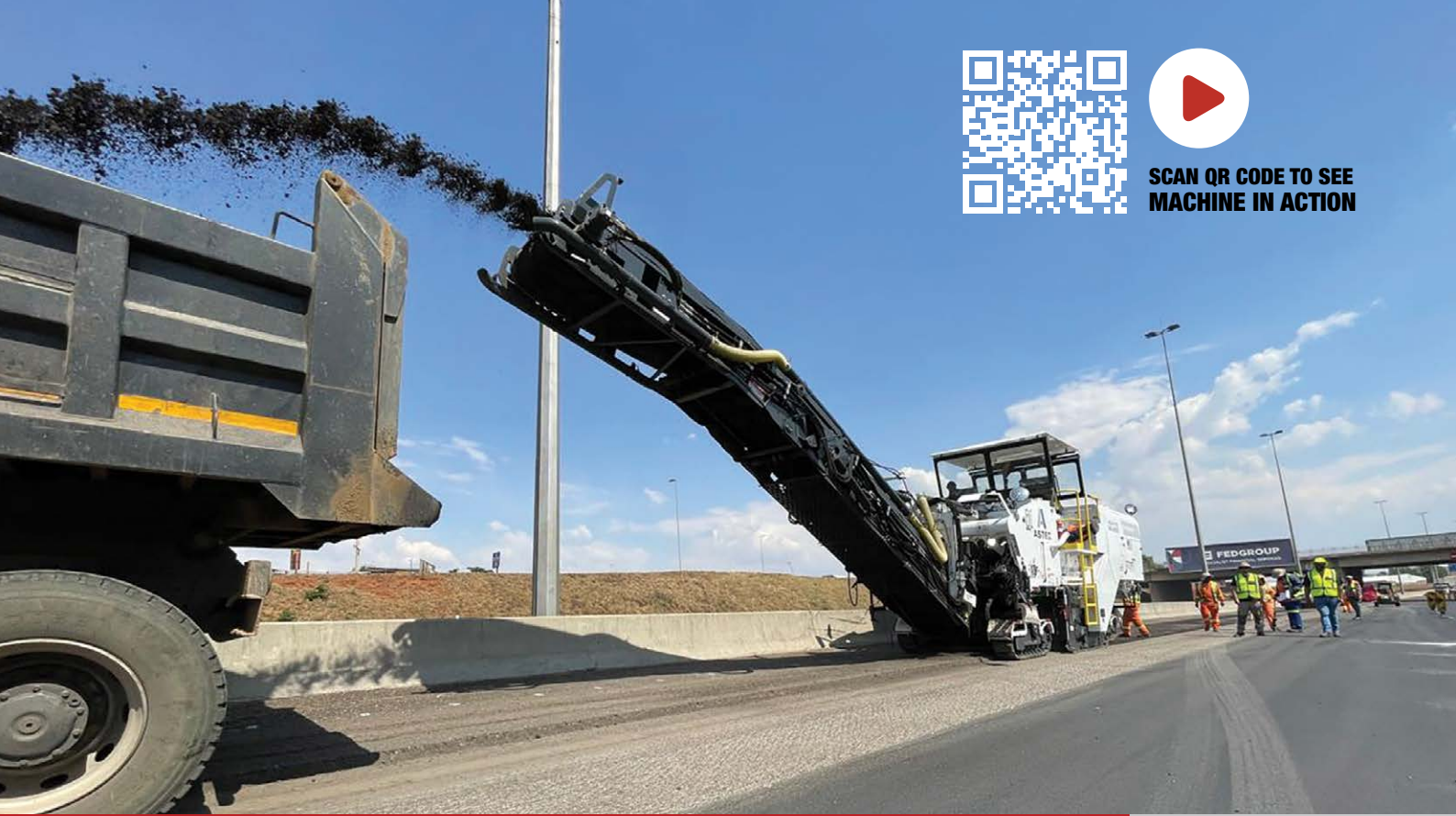
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PROJECTED GROWTH LEADS TO EXPANSION



According to the 'South Africa Construction Equipment Market Research Report' published in 2023, the South African construction equipment market was valued at USD431,7-million in 2022 and is expected to reach USD573,7-million by 2029. This is a compound annual growth rate (CAGR) of 4,5%.

In volume terms, by 2029 the South African Construction equipment market will reach 9 796 units. This growth is dependent on increased government investment in mining, renewable energy

sectors and an increase in the construction of public infrastructure.

The earthmoving construction equipment segment has the largest industry share while excavators account for the largest share within the earthmoving segment (excavators, backhoe loaders, wheeled loaders, etc.)

If the momentum is maintained, the construction of residential buildings and roads will drive the demand, for excavators especially, in the forecast period up to 2029.

Expansion is the order of the day

The November issue of *Capital Equipment News* focuses on construction equipment – especially that used for earthmoving. Juanita Pienaar spoke to three companies who are actively expanding their ranges to meet the needs of especially earthmoving construction equipment.

Develon is making a bold move into heavy earthmoving equipment. In the ever-demanding world of construction and mining, efficiency, strength, and durability are paramount. *Capital Equipment News* spoke to Johann Viljoen, National Sales Manager at Develon South Africa,

about how the company is stepping up its offerings to support Southern Africa's construction industry. Develon, formerly known as Doosan, has rebranded and expanded its footprint across Southern Africa, maintaining a steady commitment to quality and innovation through its network of branches and distributors. Read the article on page 12.

Another company that is actively expanding its horizons, is SANY. Since establishing its regional headquarters in Johannesburg in 2006, SANY has grown significantly, positioning itself as a key player across South Africa, Zambia, Mozambique, and Zimbabwe. In a bold move that underscores SANY's ambitions, the company recently announced a substantial investment into the South African market: a new R300-million headquarters in the East Rand. Turn to page 8.

John Deere's earthmoving equipment includes skid steers, backhoe loaders (or TLBs), wheel loaders, excavators, graders, dozers, and ADTs. Its focus is on the OEM's evolving role in the construction industry, something that started with its formal entry into the construction sector in 2021. 🌐

Wilhelm du Plessis -
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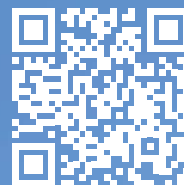
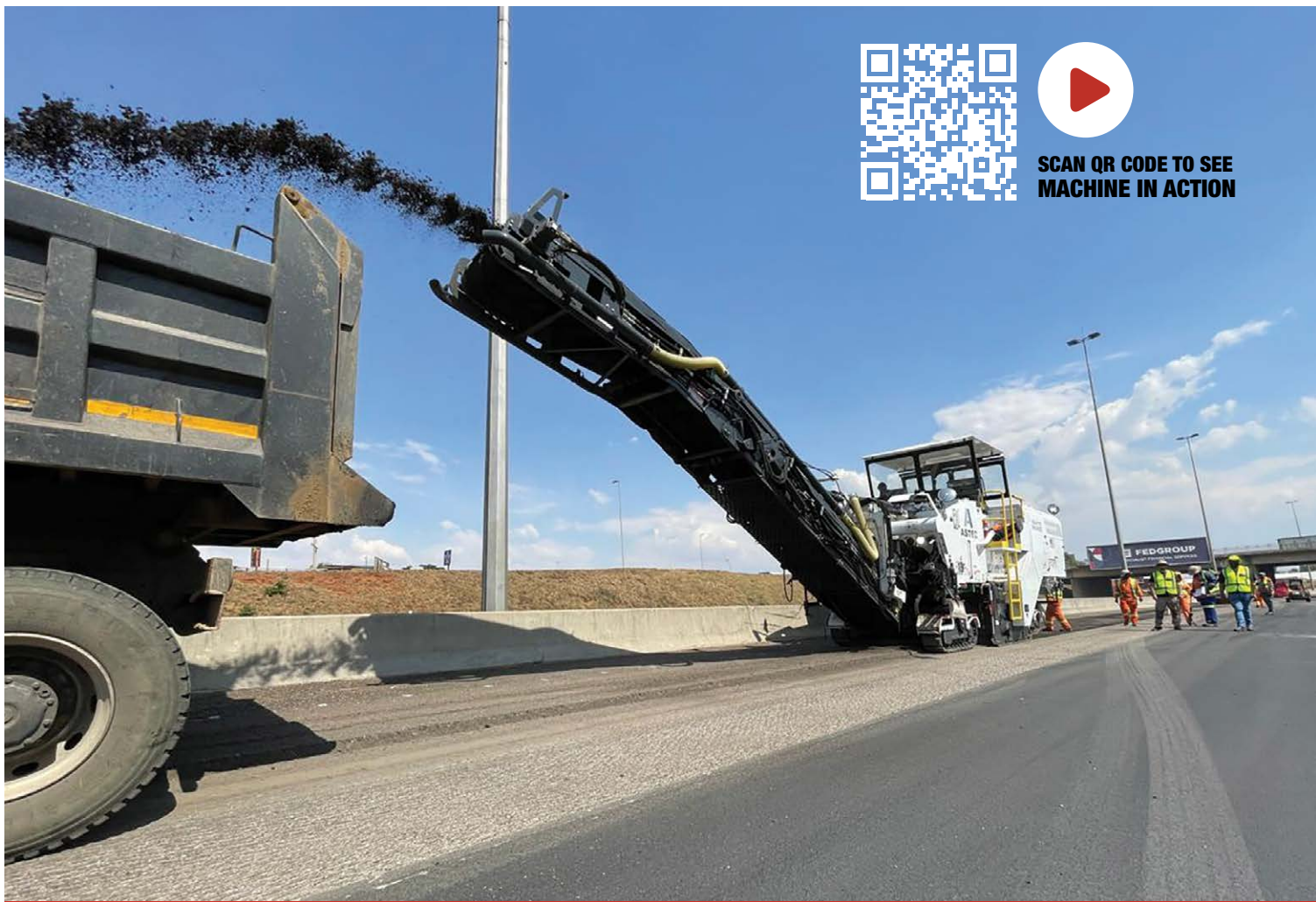
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ASTEC COLD PLANER MAKES ITS DEBUT **IN SOUTH AFRICAN ROAD** **BUILDING AND REHABILITATION**

A durable, powerful, high-performance machine is making its debut in South Africa and is poised to set new standards in road construction and rehabilitation. The Astec RX-600ex cold planer is being used for the first time ever in South Africa on the rehabilitation of the R21 highway in Gauteng.

Cold planing, also known as asphalt milling, is the removal or milling up of an asphalt surface to provide an improved surface for repaving or resurfacing. It ensures smooth and uniform roadways. The amount of asphalt removed depends on the condition of the original surface and the intended use. According to Philip Saunders, Product Sales Manager for Astec's Materials and Infrastructure Solutions divisions, cold planing is a cost-effective and sustainable process that can be repeated as needed. He notes that in addition to motorway rehabilitation and milling, the RX-600ex's applications include urban road projects. Its lighter weight and versatility ensure manoeuvrability in urban locations. It is also suitable for lane profiling and maintenance, Saunders explains.

Powered by a 630 horsepower Cummins QSX 15Tier III engine, the Astec RX-600ex has a 2007 mm wide QX1 asphalt milling drum with 16 mm tool spacing. Its key features include a dust extraction system, hydraulically folding conveyor, Astec's ACE Grade & Slope Automation with auto-cut entry, dual water spray bars and bolt-

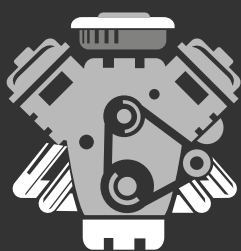


"The folding secondary conveyor available on the Astec RX-600ex as 'standard' simplifies transport and loading. A boost function, also offered as a standard feature on the machine, temporarily speeds up the conveyor should it become overloaded."

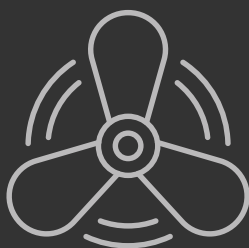
**Philip Saunders, Product Sales
Manager for Astec's Materials and
Infrastructure Solutions divisions.**



QUICK TAKE



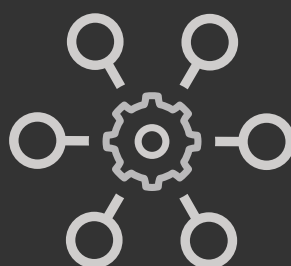
Powered by a 630 horsepower Cummins QSX 15Tier III engine, the Astec RX-600ex has a 2007 mm wide QX1 asphalt milling drum with 16 mm tool spacing.



The dust extraction system removes dust and debris from the milling operation through a hydraulic fan at the primary conveyor.



The ACE system provides the ability to automatically calibrate specific hydraulic parameters ensuring the machine consistently achieves the precise milling depth, while the grade and slope sensors maintain the prescribed parameters when in full operation.



The RX-600ex is part of Astec's expansive Rock to Road range, which includes equipment for every phase of road building - from quarrying, crushing and processing the aggregate to concrete production and road construction.

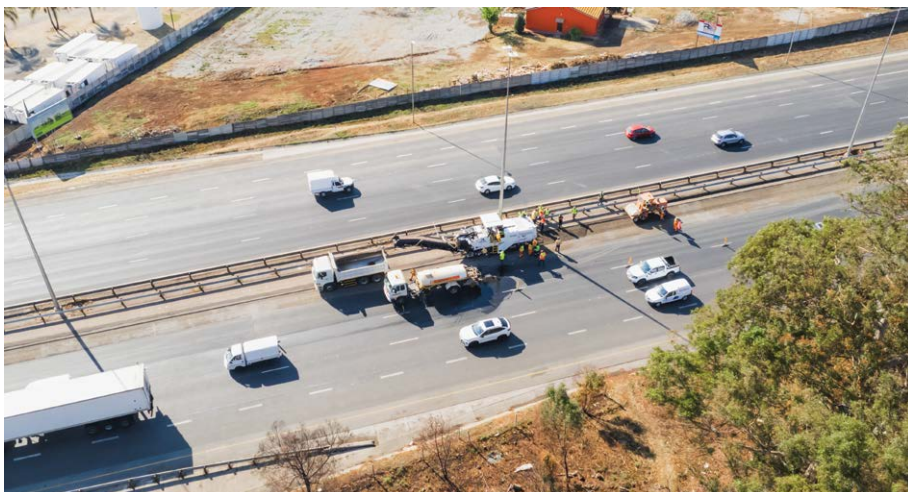
on track pads – all of which are standard on the machine. It also boasts an Astec QX1 quick change cutter drum, integrated dual operator platform with simplified intuitive controls and dual water spray bars.

Saunders expands on the benefits that these features deliver: "A standard dust extraction system improves operator comfort and safety. The dust extraction system removes dust and debris from the milling operation through a hydraulic fan at the primary conveyor. The dust is ejected at the end of the secondary conveyor into the dump truck. As the dust is ejected, the material exiting the secondary conveyor belt helps to channel the fine material into the dump truck."

"The folding secondary conveyor available on the Astec RX-600ex as 'standard' simplifies transport and loading. A boost function, also offered as a standard feature on the machine, temporarily speeds up the conveyor should it become overloaded."

He notes that the cold planer's Astec QX1 cutter drum improves access for bit and insert removal. "It has notches in the seating face, which allows for the use of a small wedge to remove inserts. Notches in the nose are for front bit removal with a fork tool. Shorter base blocks provide additional space at the end rings while the machine's shorter shank allows for easier bit removal from the rear of the shank," Saunders explains.

Astec cold planers like the RX-600ex have two independent spray bars to inject



water in the cutter housing. The front spray bar is primarily for dust suppression. The rear spray bar cools the drum.

The ACE system provides the ability to automatically calibrate specific hydraulic parameters ensuring the machine consistently achieves the precise milling depth, while the grade and slope sensors maintain the prescribed parameters when in full operation. New graphic displays allow the milling crew to easily select, calibrate, and control sensors with minimal time and effort. The ACE Auto-Cut Entry system automatically controls the drum's depth when initiating a cut, rather than requiring the operator to do so manually. It ensures that the drum connects with the pavement at the required depth and angle for the milling task.

This machine's operator platform is conveniently accessed from the right or the left side. Two control stations allow machine operation from either side. Saunders states that the simplified controls allow for easy operation from either side of the platform. "With multifunctional joysticks and accessible controls, operating the cold planer is clear and intuitive. The controls are designed to be operated with one hand to allow for truck signalling.

"When your track pads are ready to be replaced, you can simply unbolt the old ones and bolt on new ones, saving road builders time and money," he asserts. Because the bolts are not exposed to the surface, there is also the benefit of no asphalt build-up. "Traditional track pads utilise 'through bolts' which build up with asphalt and take longer to remove and replace," Saunders explains.

The RX-600ex is part of Astec's expansive Rock to Road range, which includes equipment for every phase of road building - from quarrying, crushing and processing the aggregate to concrete production and road construction. Astec supplies more than 100 products to a global customer base in the aggregates, construction, infrastructure and mining sectors, and offers worldwide training, education, service and support. The group's operations are divided into two primary business segments. Materials Solutions includes aggregate and other material handling and processing solutions, including crushers, screens, apron feeders and rock breakers. Infrastructure Solutions includes road building, asphalt and concrete plants, thermal and storage solutions. High-performance, fuel-saving machines like the Astec RX-600ex are ideally suited for infrastructure programmes in Africa. 🌍



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SANY SOUTHERN AFRICA: EXPANDING HORIZONS IN CONSTRUCTION AND MINING

Capital Equipment News' Juanita Pienaar recently connected with Hennie Louw, Marketing & Branding Generalist, and Jay Moodley, General Manager – Sales, both from Sany Southern Africa, SANY Group. This insightful discussion illuminated SANY's journey in South Africa, its steadfast commitment to the region, and its growing impact within the construction and mining sectors.



"SANY's journey from humble beginnings to continual breakthrough innovations has fundamentally altered the global perception of 'Made in China'."

Hennie Louw, Marketing & Branding Generalist - Sany Southern Africa, SANY Group.

A strategic presence in Southern Africa

Since establishing its regional headquarters in Johannesburg in 2006, SANY has grown significantly, positioning itself as a key player across South Africa, Zambia, Mozambique, and Zimbabwe. Hennie Louw explains that the company's presence is underpinned by its commitment to growth and sustainable development in the region. "SANY is proud to formally commit to the South African market and its clientele," he shares, "This commitment is underscored by our strategic decision to establish a firm presence on South African soil."

In a bold move that underscores SANY's ambitions, the company recently announced a substantial investment into the South African market: a new R300-million headquarters in the East Rand. According to Louw, this investment



“symbolises our long-term vision and steadfast commitment to fostering growth and prosperity within the South African business landscape.” This new facility is expected to solidify SANY’s role as a leader in the region, providing ample space to support its wide-ranging operations and customer base.

Commitment to quality and community impact

SANY’s growth in South Africa reflects a global mission to change perceptions of “Made in China” products, with a focus on quality, innovation, and reliable support. “SANY’s journey from humble beginnings to continual breakthrough innovations has fundamentally altered the global perception of ‘Made in China,’” Louw emphasises. This dedication to quality is paired with a strong sense of social responsibility; SANY aims to serve both its clients and the communities where it operates, creating jobs and contributing to local development.

With branches strategically positioned across South Africa - including Boksburg, Durban, Richards Bay, Middelburg, Kimberley, and Rustenburg - SANY ensures that it is close to the heart of its primary industries: mining and construction. “Our Parts Distribution Centre is a vital hub for SANY’s operations,” Louw says, adding that this facility is “meticulously designed to guarantee the timely and effective supply of spare parts across 14 countries in Southern Africa.” Additionally, SANY’s Central Warehouse, a 20 000-square-metre facility, enables reliable support for clients in the mining and construction industries, which often require immediate access to machinery and parts.

Advancing in construction and mining projects

SANY’s machinery plays a prominent role in several major construction and mining projects throughout South Africa. The company is deeply involved in road construction, government infrastructure, and large-scale projects such as the N3 upgrade, container handling at the Durban port, and material handling at the Richards Bay port. “Our SY210s are currently being used along the coastal belt in plant hire and civil works,” says Jay Moodley, who highlights that the SY210 has been instrumental in delivering robust and efficient solutions to diverse clients.

Moodley elaborates on the SY210, one of SANY’s leading 20-ton excavators, which boasts a unique set of features that sets it apart in a competitive market. “Our SY210 boosts a 6-cylinder



SANY has grown significantly, positioning itself as a key player across South Africa, Zambia, Mozambique, and Zimbabwe.

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“Our SY210 boosts a 6-cylinder engine, much preferred by clients, where our competitors have opted to use a 4-cylinder engine.”

Jay Moodley, General Manager – Sales.



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engine, much preferred by clients, where our competitors have opted to use a 4-cylinder engine,” he explains. Additionally, the SY210 is piped, which adds versatility, and it “has one of the lowest fuel consumptions in the market.” These features are especially valuable in the South African landscape, where projects often demand durable and fuel-efficient machinery.

Engineering for local conditions

Adapted specifically for the demanding conditions of Southern Africa, the SY210 combines robust engineering

with advanced technology to withstand the challenges of rugged terrains. “Its robust design and robotically welded frame give the SY210 added integrity to withstand African conditions,” Moodley notes, “together with 6-cylinder reliability and the best-in-class hydraulics.” This thoughtful engineering has been met with high praise from SANY’s clients, who often highlight the SY210’s durability, fuel efficiency, and overall value.

The feedback has been overwhelmingly positive, with recent clients emphasising how well the SY210 performs in terms of fuel consumption and durability. “Recent

sales of our SY210 have yielded positive customer feedback,” Moodley shares, “with comments on the robustness, fuel consumption, and overall value for money.” This glowing feedback serves as a testament to SANY’s commitment to delivering reliable machinery that meets the specific needs of the South African market.

Supporting long-term partnerships

Beyond providing reliable machinery, SANY has established a robust support network to assist clients with maintenance, parts, and troubleshooting. With branches in strategic locations, SANY ensures that it can respond quickly to customer needs. “Each location has the necessary manpower and equipment to react to our customers’ needs,” Moodley confirms. In addition, SANY offers competitive warranties and extended service packages, which allow clients to enhance the longevity and performance of their equipment. “Apart from our standard warranties, customers can also top up with our extended warranty packages and service plans,” Moodley explains, offering flexibility and peace of mind to long-term



owners of SANY equipment.

A future of innovation and expansion

As SANY looks toward the future, the company's Research and Development division remains focused on continuous product improvement and adaptation. "SANY's R&D division works tirelessly to continuously improve its products," Louw shares, "allowing our products to evolve in and with the markets it serves." This dedication to advancement ensures that SANY's machinery remains at the cutting edge, capable of meeting the evolving demands of South Africa's mining and construction sectors.

Alongside its established product lines, SANY is exploring new segments and innovations, including plans to enter the forestry sector with the SY210. "We will soon be entering the forestry segment," Moodley reveals, an expansion that demonstrates SANY's commitment to adapting its offerings to better serve diverse industries.

SANY has already expanded beyond traditional construction and mining equipment, now offering full microgrid solutions, and renewable energy.



Beyond providing reliable machinery, SANY has established a robust support network to assist clients with maintenance, parts, and troubleshooting. With branches in strategic locations, SANY ensures that it can respond quickly to customer needs. "Each location has the necessary manpower and equipment to react to our customers' needs."

Additionally, its road trucks, popular in other African counties such as Nigeria, will be made available to the South African market soon.

Through a combination of strategic investments, innovative products, and a strong commitment to local communities, SANY Southern Africa has cemented its reputation as a reliable and forward-thinking partner in the construction and mining sectors. As Louw succinctly puts it, "SANY introduces a very wide array of products and services as we aim to service our clients as a holistic solutions provider." With plans for continued growth and expansion into new areas, SANY Southern Africa is poised to further shape the industry, offering machinery and solutions designed to withstand the challenges of an ever-

evolving market.

In a bold move that underscores SANY's ambitions, the company recently announced a substantial investment into the South African market: a new R300-million headquarters in the East Rand.

SANY's Central Warehouse, a 20 000-square-metre facility, enables reliable support for clients in the mining and construction industries, which often require immediate access to machinery and parts.

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SANY has already expanded beyond traditional construction and mining equipment, now offering full microgrid solutions, and renewable energy. 🌞



ELEVATING CONSTRUCTION: DEVELON'S BOLD MOVES IN HEAVY EQUIPMENT

In the ever-demanding world of construction and mining, efficiency, strength, and durability are paramount. *Capital Equipment* Juanita Pienaar had the opportunity to speak with Johann Viljoen, National Sales Manager at Develon South Africa, about how the company is stepping up its offerings to support Southern Africa's construction industry. Develon, formerly known as Doosan, has rebranded and expanded its footprint across Southern Africa, maintaining a steady commitment to quality and innovation through its network of branches and distributors.

A new era for Develon

Following its rebranding from Doosan, Develon has redoubled its efforts to stay ahead in the heavy equipment market. "The rebranding signifies a new chapter," says Viljoen, "emphasising

advanced technology and cutting-edge solutions tailored to modern industry needs." This new identity underlines Develon's commitment to innovation and sustainability, key components in ensuring their machinery aligns with

industry needs, particularly in Africa's challenging climate and rugged terrain.

Develon's presence across Southern Africa includes a solid network of branches, where they provide technical support, spare parts, and operator training services. According to Viljoen, this extensive network allows Develon to "support local businesses with the right equipment for the job while minimising downtime through timely repairs and maintenance support".

Expanding into African construction

Africa's diverse construction demands require machinery that is not only robust but also efficient and versatile. Develon's strategy has focused on designing



equipment capable of withstanding Africa's rigorous work environments. Viljoen elaborates, "Our machines are built with high-powered engines and hydraulic systems designed to maximise performance and reliability under the harshest conditions." This level of durability is essential for African job sites, where downtime due to equipment failure can significantly impact project timelines and budgets.

Develon's product range, from mini



Africa's diverse construction demands require machinery that is not only robust but also efficient and versatile.



Develon's product range, from mini excavators like the DX75-5B for confined spaces to heavy-duty excavators like the DX1000LC-7, reflects a comprehensive solution for any project scale.



A high level of durability is essential for African job sites, where downtime due to equipment failure can significantly impact project timelines and budgets.



By exploring autonomous solutions, Develon is preparing to meet the industry's demands, not just locally, but on a global scale.

TALKING POINT



"Our equipment is not only powerful but also designed with fuel efficiency and sustainability in mind."

Johann Viljoen, National Sales Manager - Develon South Africa.

excavators like the DX75-5B for confined spaces to heavy-duty excavators like the DX1000LC-7, reflects a comprehensive solution for any project scale. "These machines are engineered to meet various applications within the construction and mining sectors," Viljoen states. Each model is specifically crafted to offer high productivity, efficiency, and safety on site. Their latest models, including the DA45 Articulated Dump Truck (ADT) and the DX1000LC-7 Excavator, are already making significant inroads in the Southern African market.



Automation is the future," Viljoen asserts. By exploring autonomous solutions, we're preparing to meet the industry's demands not just locally but on a global scale." This forward-thinking approach ensures that Develon remains a competitive force as the industry moves towards digital and automated solutions.

The powerful duo: DA45 ADT and DX-1000LC-7 Excavator

Develon's DA45 ADT and DX1000LC-7 Excavator are often paired together for mining projects, a combination Viljoen describes as a "powerful duo." The DA45 ADT, known for its stability and maneuverability on challenging terrains, has been designed with a low centre of gravity, robust suspension, and advanced steering capabilities. This makes it ideal for transporting heavy loads across uneven ground. Its powerful Scania engine offers high torque, contributing to its exceptional productivity and fuel efficiency.

The DX1000LC-7 Excavator, on the

other hand, boasts an advanced hydraulic system that enhances digging precision and control, especially during intensive excavation tasks. "This excavator is built to tackle large-scale projects with precision," Viljoen explains, highlighting its capacity for intense excavation thanks to high lifting power and an ergonomic cabin that reduces operator fatigue. Together, these machines streamline operations by pairing powerful digging capability with efficient material transportation, a combination that significantly boosts productivity on-site.

Sustainability and efficiency at the forefront

In today's industry, fuel efficiency and

reduced emissions are as crucial as power and durability. Develon's machinery, including the DX1000LC-7 and DA45, incorporates fuel-efficient engines designed to cut down on operational costs while aligning with global sustainability initiatives. Viljoen notes, "Our equipment is not only powerful but also designed with fuel efficiency and sustainability in mind". These attributes reduce emissions and help customers maintain a lower carbon footprint.

The DA45 ADT's innovative self-levelling suspension enhances stability and reduces wear on parts, further contributing to Develon's focus on longevity and reduced maintenance costs. Combined with telematics systems like Develon Connect, which allows operators to monitor fuel consumption, productivity, and maintenance schedules remotely, these features enable clients to manage fleets more effectively and ensure peak performance with minimal environmental impact.

Customer engagement and continuous innovation

Develon recently hosted an Open Day in Johannesburg, where customers from various industries, including construction, mining, and agriculture, gathered to experience the latest in Develon machinery. Viljoen describes this event as



“the perfect opportunity to connect with our customers, showcase our equipment, and demonstrate the innovations that set us apart.” The Open Day allowed clients to interact with Develon’s machines and learn more about their capabilities in real-world conditions.

Beyond demonstrations, Develon actively seeks to improve customer experience by integrating customer feedback into its equipment design. The operator-friendly cab design, advanced climate control systems, and all-around handrails in their trucks reflect a commitment to operator safety and comfort, attributes which have earned Develon high praise from its user base.

A strong network for support and training

Supporting customers across Southern Africa involves more than just selling machines; Develon offers a robust network of support services. Their training programmes focus on ensuring operators understand the safety protocols and efficient operation of each machine, which Viljoen views as critical to both productivity and job site safety. “Our training and technical support teams work closely with customers, providing expert guidance to help them get the most out of their equipment,” he says.

The network extends to a reliable parts distribution service, a valuable resource that helps minimise downtime. This

network is backed by a comprehensive parts supply chain that quickly addresses maintenance needs and ensures that parts are available when needed, reducing downtime and keeping projects on schedule.

Moving towards an autonomous future

Looking ahead, Develon is setting its sights on automation, an area where they see tremendous potential for growth in the construction and earthmoving sectors. Through Concept-X, Develon is investing in autonomous machinery, which promises to revolutionise job sites by reducing manual operation and optimising machine performance in real-time. “Automation is the future,” Viljoen asserts. “By exploring autonomous solutions, we’re preparing to meet the industry’s demands not just locally but on a global scale”. This forward-thinking approach ensures that Develon remains a competitive force as the industry moves towards digital and automated solutions.

A lasting commitment to Southern Africa

Develon’s mission in Southern Africa centres on delivering high-quality, durable, and efficient heavy equipment that meets the unique demands of the local construction and mining sectors. With a range of machines that are as versatile as they are powerful, and a robust support network, Develon is well-positioned to maintain its leadership in the region. As Viljoen concludes, “Our goal is to provide cutting-edge equipment that not only meets but exceeds the expectations of our customers, supporting them in achieving their project goals with efficiency and reliability.” 🌟





DRIVING THE FUTURE OF CONSTRUCTION: ISUZU'S ENDURING LEGACY IN SOUTH AFRICA

Capital Equipment News' Juanita Pienaar recently sat down with Billy Tom, President and CEO of ISUZU Motors South Africa, to discuss the company's 60-year journey in truck manufacturing, its contributions to the construction industry, and the strategies that keep ISUZU at the forefront of innovation and reliability in South Africa and across Africa.

A legacy of reliability

ISUZU's presence in South Africa began in 1964 with the introduction of the ISUZU Elfin TKG 10, a pivotal moment that laid the foundation for a long-lasting relationship between the brand and the country's growing automotive industry. As Billy Tom recounts, "The ISUZU story in South Africa is one of durability, reliability,

and adaptation to local demands." The company's entry into the South African market marked the beginning of a legacy, which has since expanded to include a wide range of trucks and bakkies, playing a crucial role in sectors like construction, mining, and agriculture.

In 1978, ISUZU made a significant stride with the KB40 diesel bakkie, which quickly became a top-seller due to its durability. The 1980s saw the brand introduce innovative features such as rack and pinion steering. This also included independent front suspension, keeping ISUZU ahead of the curve in terms of vehicle performance. "These advancements not only elevated our brand but also met the evolving needs of South African industries," said Tom.



"ISUZU's commitment to the construction sector is further exemplified by its extensive range of vehicles. From medium to extra heavy trucks, ISUZU offers solutions for various tasks within the capital equipment market."

Billy Tom, President and CEO of ISUZU Motors South Africa.



Supporting construction through adaptability

ISUZU has remained a trusted partner in South Africa's construction industry by focusing on designing vehicles suited to the unique conditions of the country's diverse terrain. The company's trucks, from the N-Series to the heavy-duty F-Series, are engineered to be robust and reliable, making them ideal for harsh construction environments. "We've tailored our production to withstand the demands of industries like construction," Tom explained. "Our enhanced suspension systems and durable components are key to ensuring that our vehicles remain reliable in tough conditions."

ISUZU's commitment to the construction sector is further exemplified by its extensive range of vehicles. From medium to extra heavy trucks, ISUZU offers solutions for various tasks within the capital equipment market. These vehicles cater to the unique operational requirements of the construction industry, offering versatility and reliability for businesses looking to maximise productivity.

Innovation for a sustainable future

A core aspect of ISUZU's strategy has been its investment in fuel-efficient technologies. "Fuel efficiency is crucial in today's market," noted Tom, adding that ISUZU's Dual-Fuel Compressed Natural Gas (CNG) technology helps reduce both fuel costs and emissions. This is a good step forward in assisting businesses in the capital equipment market, where managing operational expenses is key to profitability.

The dual-fuel system allows for flexibility by enabling operators to switch between CNG and diesel, depending on availability and pricing. According to Tom, this adaptability is a crucial benefit for companies seeking to reduce their carbon footprint while maintaining operational efficiency: "The combination of CNG and diesel leads to lower emissions without compromising on performance, aligning perfectly with South Africa's push towards decarbonisation."

ISUZU has also introduced advanced telematics through its ISUZU INSIGHT system. This cutting-edge fleet management solution provides real-time data, including GPS tracking and vehicle diagnostics, enabling fleet owners to monitor their operations closely. "Truck telematics is a game-changer for fleet and business owners," said Tom. "It enhances efficiency, improves safety, and reduces operational costs, which is vital for businesses in today's competitive landscape."

Strong community ties and economic contributions

While ISUZU has been a beacon of reliability in the construction industry,



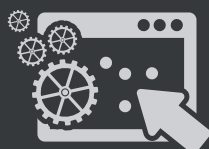
The ISUZU story in South Africa is one of durability, reliability, and adaptation to local demands.



The company's trucks, from the N-Series to the heavy-duty F-Series, are engineered to be robust and reliable, making them ideal for harsh construction environments.



A core aspect of ISUZU's strategy has been its investment in fuel-efficient technologies.



With over 60 years of experience and a deep connection to the local market, ISUZU's legacy in South Africa is one of endurance, reliability, and innovation.

TAKE

QUICK



environmental impact and aim to become carbon neutral by 2050," said Tom.

Resilience through change

ISUZU has navigated several transitions over its six-decade presence in South Africa, including its shift from being part of General Motors to becoming a wholly-owned subsidiary of ISUZU Motors Limited in 2018. This transition marked a new chapter in ISUZU's history, solidifying its independence and growth. "Our resilience is rooted in our commitment to quality and adaptability," said Tom. "We've built a solid reputation based on reliability, which has allowed us to maintain customer trust through significant organisational changes."

Looking ahead, ISUZU plans to leverage the African Continental Free Trade Area (AfCFTA) agreement to expand its footprint across the continent. By positioning itself as a leader in sustainable business practices, ISUZU aims to enhance its export capabilities and strengthen local partnerships in key markets. "Our goal is to transform ISUZU into a leader in sustainable business across Africa," said Tom.

A promising future in construction

As ISUZU continues to innovate, its contributions to South Africa's construction sector are set to grow. The company's focus on designing vehicles that cater to the specific needs of industries like construction ensures that ISUZU remains a key player in supporting the nation's infrastructure development. "We are committed to providing next-generation vehicles that set new benchmarks for the construction industry," said Tom.

With over 60 years of experience and a deep connection to the local market, ISUZU's legacy in South Africa is one of endurance, reliability, and innovation. The company's dedication to sustainability, fuel efficiency, and customer-centric solutions positions it as a vital partner in the future growth of the construction industry. 🌱

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Our resilience is rooted in our commitment to quality and adaptability,” said Tom. “We’ve built a solid reputation based on reliability, which has allowed us to maintain customer trust through significant organisational changes.

the company has also made significant contributions to South Africa's economy and local communities. By investing in local suppliers, ISUZU recently helped create over 200 jobs in the sector. "Our partnerships with black-owned businesses like Yenza and VSL showcase our dedication to localisation and the empowerment of local capabilities," Tom explained. These efforts not only bolster ISUZU's supply chain but also promote self-reliance in the South African economy.

Additionally, ISUZU's commitment to the environment is evident through its zero-to-landfill status, achieved by maintaining a 97% recycling ratio. The company's focus on sustainability aligns with South Africa's broader environmental goals. "We are dedicated to reducing our



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JOHN DEERE'S EXPANDING HORIZONS

A new era for John Deere in Africa and the Middle East

Although John Deere has long been a familiar name in Africa and the Middle East, its focus was traditionally on agricultural machinery. "John Deere has been in the Africa market for over 61 years," Makgate explained, "but primarily on the agricultural side. The company's formal entry into the construction sector began in 2021, marking a significant shift and a fresh approach to this new market segment."

In 2021 John Deere underwent strategic changes, referred to as a one Deere approach. From then the earth moving equipment range has been represented by our long standing John Deere dealer channel in AME. This decision brought a new level of independence, allowing John Deere to establish its own path and respond directly to the needs of the construction and forestry sectors.

Expanding the product range and embracing innovation

John Deere has shifted from providing utility machines to offering production-

Capital Equipment News' Juanita Pienaar recently sat down with Griffiths Makgate, C&F Sales Manager for John Deere Africa and the Middle East, to discuss John Deere's evolving role in the construction industry. Makgate shared insights on their recent advancements, growth strategies, and future plans in the region.

class equipment, extending its reach to industries such as mining. The product line expansion includes advanced technologies such as electric drive machines, which Makgate highlighted as an exciting development. This technology allows John Deere to improve efficiency and productivity, delivering machines that reduce operational costs and environmental impact.

Alongside electric drive technology, John Deere has introduced performance tiering



"Understanding the diverse needs of its customer base, John Deere recently introduced a rental option through its South African dealers. This allows clients who might not want to make a large upfront investment to still access top-tier John Deere equipment."

Griffiths Makgate, C&F Sales Manager for John Deere Africa and the Middle East.

TALKING POINT



on their earthmoving equipment, that enhances customer choice by offering different specification levels. “In simple terms, we have low spec, mid spec, and high spec options. This means customers get a machine suited to their needs, whether it’s a contractor looking for cost-effective options or a mining operation needing advanced technology such as machine monitoring and on-the-go reports,” Makgate explained.

Earthmoving equipment for every need

The John Deere range includes seven core product lines, addressing the diverse requirements of contractors, miners, and forestry operations. “Our earthmoving equipment includes skid steers, backhoe loaders (or TLBs), wheel loaders, excavators, graders, dozers, and ADTs,” Makgate noted, providing a robust selection for various construction needs.

Notably, John Deere has also introduced pull scrapers, designed to level soil effectively. “The pull scraper, or bowl scraper, is attached at the back of the ADT and scrapes soil for levelling purposes,” Makgate explained. This addition enhances versatility, offering more options for contractors working in complex terrains.



The John Deere range includes seven core product lines, addressing the diverse requirements of contractors, miners, and forestry operations.



John Deere has shifted from providing utility machines to offering production-class equipment, extending its reach to industries such as mining.



John Deere’s entry into the construction sector in Africa and the Middle East represents an exciting new chapter, marked by innovation, expansion, and a commitment to customer satisfaction



Understanding the diverse needs of its customer base, John Deere recently introduced a rental option through its South African dealers.

QUICK TAKE



Our dealers have call centres that respond to alerts in real time," Makgate added. "If there's a problem, the machine itself notifies the dealer, so we can address it before the customer even notices."

Meeting market demand with rental options

Understanding the diverse needs of its customer base, John Deere recently introduced a rental option through its South African dealers. This allows clients

who might not want to make a large upfront investment to still access top-tier John Deere equipment. "We have different types of customers," Makgate said, "some buy outright, while others prefer rental options." By giving clients access to a rental fleet, John Deere also ensures that

equipment can be rotated, resold, and even upgraded based on customer needs.

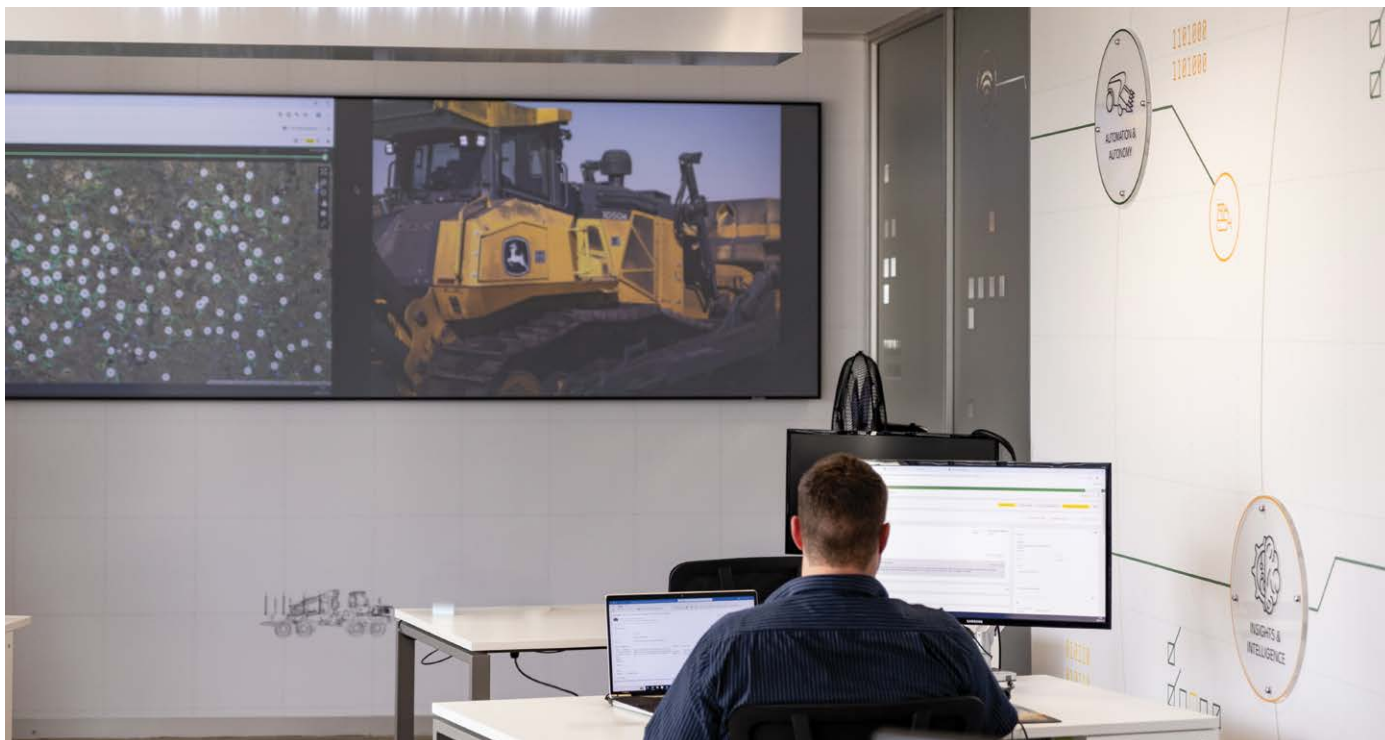
The rental programme has been well-received, reflecting a broader trend in construction to utilise equipment on a need-basis. "It's been received quite well," Makgate stated. "We've seen the fleet growing steadily as more machines go out on rental agreements." He pointed to the growing demand for ADTs and forestry equipment as evidence of the programme's success.

JDLink™: Monitoring and maintenance in real time

A key differentiator for John Deere's rental and ownership programmes is JDLink™, a monitoring system that provides real-time data on machine performance. "JDLink™ helps us mitigate risks," Makgate said. "It prevents equipment misuse, overheating, and failures by alerting operators and service providers about critical issues."

Through JDLink™, John Deere ensures that equipment stays in optimal working condition and downtime is minimised. The data collected is accessible to both the customer and the dealer, allowing them to act swiftly when issues arise. "Our dealers have call centres that respond to alerts in real time," Makgate added. "If there's a problem, the machine itself notifies the dealer, so we can address it before the customer even notices."

The system also allows customers to access machine data through your desktop or mobile devices, providing insights into operator behaviour, productivity, and equipment efficiency. These capabilities make JDLink™ an invaluable tool for contractors aiming to maximise equipment lifespan and productivity.



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We appointed existing dealers to serve the construction and forestry division,” Makgate explained. “Many of these dealers have been with us for over 60 years, so they know the John Deere brand and our products inside and out”.

A strong dealer network brings expertise and reach

John Deere’s vast dealer network across Africa and the Middle East is a strategic asset that enables the company to maintain high service standards and product availability. Instead of creating new dealer networks for construction, John Deere chose to rely on its well-established dealer network. “We appointed existing dealers to serve the construction and forestry division,” Makgate explained. “Many of these dealers have been with us for over 60 years, so they know the John Deere brand and our products inside and out.”

Makgate emphasised that while the agricultural and construction divisions share the same dealerships, they maintain separate teams to ensure specialist expertise. “We have dedicated construction and forestry departments,” he said. “The construction teams focus solely on construction equipment, so customers get the level of service they expect, with

trained technicians and specialised parts always on hand.”

This strategy not only simplifies operations but also strengthens John Deere’s presence across the region. Most dealers are located within 60 kilometres of each other, ensuring that support is readily available, even for machines operating in remote areas. “If a machine moves to a new location, there’s always a dealer nearby who can provide support,” Makgate said. “It’s not just about the machines but also about providing service, parts, and trained technicians close by.”

Maintaining consistency across the network

To maintain quality across its extensive dealer network, John Deere has implemented rigorous standards and support structures. “We have systems in place to ensure consistency in customer experience,” Makgate said. “When a dealer orders a machine, they must have special tools, parts, and

trained technicians in place before the machine is even delivered. We have monthly assessments and ongoing dealer development programmes to ensure every dealer meets our standards.”

The continuous training and evaluation programme supports the network, making sure that all customers receive the same high-quality experience, regardless of location. This approach reinforces John Deere’s commitment to service excellence, ensuring that every machine remains reliable and efficient throughout its operational life.

Driving innovation and expanding access

John Deere’s entry into the construction sector in Africa and the Middle East represents an exciting new chapter, marked by innovation, expansion, and a commitment to customer satisfaction. With a growing range of advanced machines, a reliable dealer network, and the ability to meet diverse customer needs through ownership and rental options, John Deere is well-positioned to make a substantial impact in the construction landscape.

As Griffiths Makgate highlighted, the company’s approach is rooted in understanding the specific needs of each customer and delivering solutions that align with their goals. Whether it’s through groundbreaking electric drive technology or the dependable support of a vast dealer network, John Deere is set to be a formidable force in the construction industry for years to come. 🌱

Reliability centred maintenance reduces total cost of ownership (TCO).



FLS ON-SITE SUPPORT UNDERPINS MINE EFFICIENCY

With its service centres in strategic locations in Africa, FLS builds closer relationships with customers to help transform mine efficiency.

According to Dirk Wesselman, Head of Field Services for sub-Saharan Africa and West Africa at FLS, being geographically close to customers is a vital starting point in providing high quality service support to the mining sector. Based at FLS's Chloorkop Service Centre in Gauteng, Wesselman highlights that the visibility and responsiveness of the company's field service technicians underpins its support commitment to customers in Africa.

"Our strategy of continuously growing our service centre footprint, and strengthening the capability of those centres, lies at the heart of operational efficiency and equipment reliability," he explains. "Having technicians regularly on site with customers means they can

frequently check the optimal performance of our crushers, screens and other equipment."

The service teams support the full range of FLS equipment in fields from liquid-solid separation to crushing, feeding and milling, including high pressure grinding mills, and even laboratory equipment.

"Since the acquisition of TK Mining business, we also continue to support the large installed base of ThyssenKrupp legacy mining equipment in the mining sector," he points out. "Our presence in key mining regions ensures that we can respond rapidly to customer callouts to ensure minimal downtime. More importantly, our regular on-site presence builds our understanding of customers' needs – so that we can work with

mines to plan maintenance and avoid unscheduled stoppages."

In addition to facilitating planned maintenance for mines, Wesselman highlights that many customers rely on OEM maintenance contracts with FLS as part of their efficiency programmes.

"These maintenance contracts are drafted to meet the customer's specific requirements," he says. "This arrangement puts a skilled team of specialised technicians at the service of the mine to ensure constant monitoring and rapid response. It can also be further enhanced with a 'reliability engineer' who focuses on detailed monitoring of all related equipment, to keep it performing optimally."

Wesselman also highlights the company's installation, commissioning and maintenance (ICM) contracts, which usually support a 'plug and play' plant upgrade involving a filter press or high pressure grinding roll (HPGR).

"Working with contracting houses, we are involved from the manufacturing stage through to installation supervision, cold and hot commissioning, and the ongoing



The service teams support the full range of FLS equipment in fields from liquid-solid separation to crushing, feeding and milling, including high pressure grinding mills, and even laboratory equipment.



Having technicians regularly on site with customers means they can frequently check the optimal performance of our crushers, screens and other equipment.



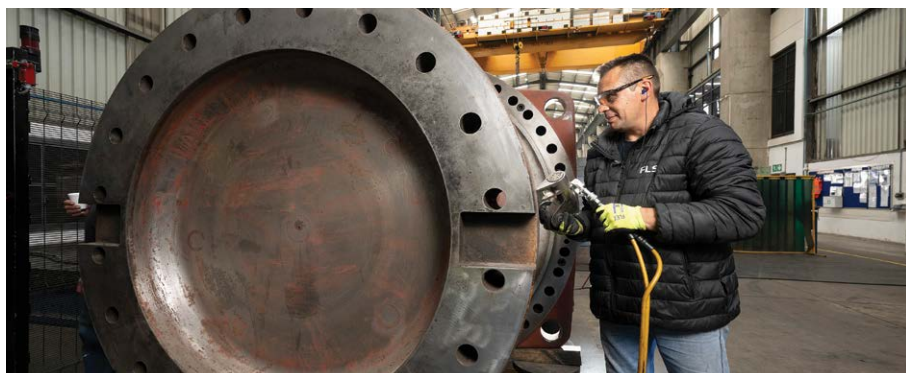
Where components and equipment need off-site repair or refurbishment, these can be taken to the company's well-equipped service centres where specialised artisans conduct the work with state-of-the-art equipment in accordance with OEM standards.



FLS's workshops can add considerable value by restoring these items to functionality, so that they don't need to be replaced with new units

TAKE

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Bringing equipment back to OEM standards increases the lifecycle of equipment.



Research and development is used by FLS to improve equipment reliability and performance.

”

Since the acquisition of TK Mining business, we also continue to support the large installed base of ThyssenKrupp legacy mining equipment in the mining sector,” he points out. “Our presence in key mining regions ensures that we can respond rapidly to customer callouts to ensure minimal downtime.



Foundational practical skills development is undertaken at FLS's Training Academy in Chloorkop.



We have developed our depth of infrastructure and expertise with exactly this goal in mind," he says. "With the information gathered from our inspections, we can support customers as they systematically plan and prioritise their repair and maintenance requirements.

maintenance," he says.

The collaborative relationship between FLS service centres and mining customers is often built on the regular audits and inspections that the OEM's technicians conduct on the equipment on-site. This creates the baseline for understanding the equipment's condition, so that appropriate interventions can be specified to keep the equipment operating at OEM standards.

"We have developed our depth of infrastructure and expertise with exactly this goal in mind," he says. "With the information gathered from our inspections, we can support customers as they systematically plan and prioritise their repair and maintenance requirements."

Where components and equipment need off-site repair or refurbishment, these can be taken to the company's well-equipped service centres where specialised artisans conduct the work with state-of-the-art equipment in accordance with OEM standards.

Philip McCormick, Head of Service Centres – Chloorkop and Stormill, highlights that these centres' depth of capability represents the company's commitment to supporting customers with cost effective refurbishment and repair services that can be delivered in short turnaround times. McCormick also emphasises the value of FLS's Training Academy in producing artisans and technicians who are specialised in the range of FLS offerings.

"With their specialisation in our products, our technicians are also able to identify any non-operational equipment on customers' sites which could still be refurbished," he says. "We even have examples where equipment like girth gears and mill drive pinions has not been stored correctly, and now requires refurbishment. Our workshops can add considerable value by restoring these items to functionality, so that they don't need to be replaced with new units." 🌟



Equipment rebuilds will reduce the total cost of ownership and the equipment lifecycle.



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Scania chooses RGM cranes for major expansion

Scania, renowned for its premium trucks, is enhancing its presence in Southern Africa with a new state-of-the-art facility in Aeroton. To support their high production requirements, Scania South Africa has placed an order with RGM Cranes for a range of overhead cranes to be installed by mid-January 2025.

Scania's decision to invest in this new facility stems from their significant growth in the region. Christian Håkansson, Head of Production at Scania South Africa explains, "Scania is doing exceptionally well in South Africa. Our production volume has increased significantly over the past 7-8 years, and we have outgrown our current plant. This new facility is necessary to meet the increasing demand."

RGM Cranes, a trusted partner of Scania South Africa, was chosen for this critical project due to their proven track record and

expertise in the motor industry. "We have an existing relationship with RGM Cranes in that they have consistently supported us with servicing our cranes, load testing and lifting tackle inspection. Their ability to deliver quality brands and meet tight deadlines made them the ideal choice for this project," adds Cornelius Viljoen, Workshop Manager at Scania.

Several factors contributed to Scania selecting RGM Cranes as their supplier. "We have a strong relationship with RGM Cranes and have had very productive discussions about development," says Håkansson.

Scania's new and improved facility in Aeroton, is set to become their operational hub for southern Africa, and beyond, and represents a significant investment in the region's industrial capabilities. With the support of RGM Cranes, Scania is poised to enhance its production efficiency and meet the growing demand for its premium vehicles. 🌟



Christian Håkansson, Head of Production at Scania South Africa.

Volvo Trucks launches next-generation safety systems

Busy traffic situations pose daily safety risks to vulnerable road users. This is why Volvo Trucks is introducing two safety systems focusing on protecting pedestrians and cyclists.

Volvo Trucks continuously develops its active safety systems to protect vulnerable road users such as cyclists and pedestrians, all with the purpose of taking steps towards the company's long-term vision of zero accidents involving Volvo Trucks.

The latest example is Volvo's Active Side Collision Avoidance Support, where the key word is active. This is an evolution of an existing safety system, with the active brake function being added. Using radar sensors to detect approaching cyclists, the system can warn the driver and if necessary, it can now also actively brake the truck to avoid a collision with cyclists when turning

the truck towards the passenger side.

According to a 2023 study by the Road Traffic Management Corporation (RTMC), heavy-load vehicles accounted for 9,4% of all fatal crashes on South African roads. Pedestrians are especially vulnerable to injury or death if they're involved in a truck accident.

"At Volvo Trucks, we are constantly working to improve our trucks' safety performance to protect both the driver and other road users. This safety system represents one of our latest innovations which will take us one step closer to our long-term vision of zero accidents involving Volvo trucks," says Waldemar Christensen, MD of Volvo Trucks SA.

The Active Side Collision Avoidance Support system will be available for customers to order as from November 2024 in the Volvo FH range, FM and FMX models in all markets globally, including South Africa. 🌟



Babcock propels fuel transporter Inyameko forward with DAF XF 480 trucks

Fuel transporter Inyameko has partnered with Babcock to propel its business forward with 10 new DAF XF 480 Premium Plus trucks. The KZN-based company has seen an exponential rise in demand for its turnkey petroleum supply services to customers in the mining, agriculture, aviation, private and government sectors, primarily due to its exceptional customer service.

Inyameko was founded in 2020 to address the market need for a transparent and responsive fuel transporter; where customers could have one point of contact, whether placing an order, or tracking the location of a vehicle at any time of day or night," says Inyameko owner Ashlen Lutchmiparsad.

Inyameko opted for the DAF XF 480 Premium Plus models, fitted with safety specifications that meet international and local Hazchem requirements for the fuel transportation industry. These include liquid transport shifting software and an electronic four-pole isolator switch in the cab, ensuring no current runs through the truck while loading fuel in the gantries for

Driver training and telematics drive fleet safety improvements

Commercial transport operators in South Africa have reported a 78% reduction in road incidents, from 1 313 last year to 286 this year.

This was one of the key findings of the third annual Webfleet Road Safety Report 2024 a comprehensive independent survey by Webfleet – Bridgestone's globally trusted fleet management solution – on the evolving challenges and advancements in South Africa's fleet management sector.

Enhanced driver training, increased adoption of telematics and strategic fleet management are cited as key reasons for the improved safety, according to the report.

Building on the insights of the 2023 survey, this year's report highlights significant improvements in incident reduction, primarily driven by the implementation of telematics and advanced artificial intelligence (AI) technologies, which inform better decision-making.

This year's survey participants managed 66 177 vehicles, a significant increase from 7 948 in the previous year.

Granted, one respondent accounted for 50 000 vehicles, skewing the overall fleet size. However, excluding this outlier, the adjusted sample still represented 16,177 vehicles – reflecting a 104% increase in the number of vehicles represented.

Most respondents operated in Gauteng (80%), followed

maximum safety.

Lutchmiparsad also highlights the importance of driver training for the safe transportation of hazardous products. "We invest a lot of time and effort in driver training to ensure that the products are transported safely. Facilitated by Babcock, our drivers undertook a comprehensive driver training programme specific to the new DAF trucks, covering aspects such as defensive driving, fatigue management and efficient use of gears and cruise control.

Babcock's hands-on approach from the beginning, including support with financing negotiations, senior management involvement during the truck delivery, and the attentive service team during preventative maintenance inspections, reinforced Inyameko's confidence in the partnership. 🌟



by KwaZulu-Natal (61%) and the Western Cape (42%). Interestingly, Mpumalanga ranked as the fourth largest province, accounting for 41% of distribution.

Fatigue and speeding remain critical concerns for fleet operators, with the 2024 report revealing persistent issues, such as long driving hours and inadequate rest despite wellness initiatives and stricter rest policy enforcement. 🌟



From left: MICHELIN Connected Fleet - Fleet Operations Manager - Walter Craddock, Kriya Gangiah (MC for the event) and Shivani Pillay (Country Manager for MICHELIN Connected Fleet).

MICHELIN Connected Fleet celebrates successful launch of trailer premium offer

MICHELIN Connected Fleet proudly unveiled its new Trailer Premium offer, a comprehensive solution designed to assist fleet operators in overcoming pressing challenges related to trailer management, compliance, safety, and efficiency. This significant launch took place during the Transport Month Power Brunch, co-hosted with the Road Transport Management System (RTMS) and industry leaders, aiming to foster collaboration and innovation within the South African transport industry. The event gathered industry leaders, fleet managers, and logistics experts who engaged in discussions about trailer management challenges and best practices. Keynote speaker Patrick O'Leary provided insights into critical trends concerning brake and tyre wear, while representatives from Unitrans, Mammoja Trading, and VDS OneLogix

shared their effective road safety practices, enriching the dialogue with real-world experiences. A key benefit of the Trailer Premium offer is its role in enhancing road safety by enabling operators to make proactive decisions about their trailers, helping to prevent issues such as tyre punctures, overloads, worn-out brakes, and incorrect driver behaviours. This advanced solution leverages cutting-edge connected vehicle technology and performance analysis, empowering fleet operators with real-time alerts on critical metrics, including driver behaviour, live location tracking, journey information, tyre pressure monitoring system (TPMS) alerts, and temperature notifications. The combination of these features enhances productivity, safety, and cost control, helping operators effectively manage their trailer operations. 🌟

Advancing dust control with Weba Chute systems

Controlling dust during material transfer has become a pressing challenge in mining and industrial operations, particularly as environmental regulations tighten and safety standards rise. Dust emissions can pose significant health risks to workers, affect local communities and damage nearby ecosystems. In response to these concerns, Weba Chute Systems has emerged as a leader in the design and manufacture of advanced transfer chutes, with solutions specifically engineered to minimise dust generation while improving overall operational efficiency.

Mark Baller, Managing Director of Weba Chute Systems, explains how traditional chutes were once seen as basic components, designed simply to move material from one point to another. "Early chutes were often little more than boxes," he says, "with minimal attention paid to the broader implications of their

design, such as dust control or material degradation."

Weba Chute Systems has been at the forefront of this evolution. Its chute designs incorporate sophisticated features such as the "supertube" principle, which regulates the flow of material and reduces the turbulence that typically leads to dust generation. By creating a smoother, more consistent stream of material, Weba chutes can significantly limit the escape of fine particles at transfer points.

The benefits of these designs are evident in the field, with some operations experiencing up to a 77% reduction in dust levels after installing Weba chutes. This reduction has not only improved environmental conditions but has also allowed for safer working environments, as lower dust levels enable more regular inspections and maintenance without the need for costly shutdowns. 🌱



Unplanned mine dewatering calls for Weir's custom solutions

In both opencast and underground mines, unexpected water ingress can severely disrupt production unless an effective dewatering solution can be quickly applied; some forethought will go a long way in making this happen.

According to Marnus Koorts, General Manager Pump Products at Weir, one of the key challenges is that unplanned dewatering usually requires sizeable equipment to be retrofitted into locations where there is often no infrastructure to support it.

"In many open pits, for example, the voltage in the power network is different to normal motor voltages," says Koorts.

The underground environment may have its own restrictions, such as the need for any equipment and motors to be flameproofed. It quickly becomes apparent, he explains, that any solutions provider needs not only an in-depth knowledge of the pump duty requirement.

With a forward-looking approach, a mine can also identify the depths at which dewatering may be required in two to

three years' time, and when more booster pumps will need to be installed to cater for deeper operations.

"At this point, the situations can start becoming quite complex, and every site demands a highly customised solution," he says. Among the more innovative solutions, he notes, is the use of pontoons for opencast mines – with technology to automate their operation. A pump mounted on a pontoon can be positioned in an open pit and can float if the area starts to flood.

He concludes that customers can save considerably on finding the right solution in advance. 🌱



RS Pro expands automation range

As automation continues to revolutionise production facilities, RS PRO, the trusted own brand of RS, is expanding its product range to meet the growing demand for smarter, more efficient processes. With a portfolio boost of over 1,300 new products across more than 15 technologies, RS PRO is set to become the go-to partner for automation solutions.

Adding to its existing range of over 45 000 products, this new launch ensures that customers have access to an even broader selection of components at competitive prices, helping them streamline their automated operations with ease.

The RS PRO range includes everything from control systems to mechanical components, as well as essential Test & Measurement tools to ensure optimal performance on production lines. The newly expanded portfolio features PLCs, Relays, HMI Displays, DIN Rails, Structural Systems, Pneumatic Hoses, Fasteners & Fixings, Bearings, and much more, providing a one-stop solution for a wide variety of automation and maintenance needs.

The expanded automation range is designed to cater to a diverse array of industries, including discrete and process manufacturing, energy & utilities, and facilities & intralogistics. RS PRO is committed to delivering products that address specific customer needs, tailored to their unique sector requirements.

In an ever-evolving industrial environment, RS PRO's commitment to quality, reliability, and choice ensures that customers can meet their design, performance, and compliance goals throughout the product lifecycle. 🌱

Grindex Bravo 500 pump provides solution for gold mining reprocessing

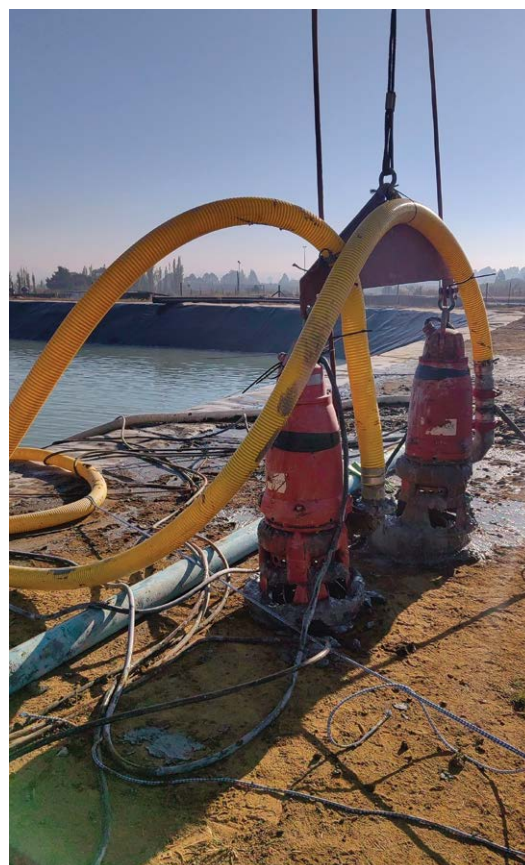
In a strategic move to optimise resource recovery, a South African gold mining operation successfully deployed Grindex Bravo 500 slurry pumps from Integrated Pump Technology to reprocess slurry from its surface return water dam. This dam, which have been used for process water storage over the past 12 years, was identified as a valuable source of gold-bearing slurry. The operation aimed to transfer this slurry back to the gold processing plant, and the Grindex Bravo 500 pumps proved to be the most appropriate solution for this task.

JD Nel, Key Accounts Manager at Integrated Pump Technology, explains that the return water dam was a crucial gold resource needed for production while underground maintenance, which temporarily halted recovery from an underground section, was underway. The return water dam

resource was used to sustain gold production for the plant's needs, but did present a challenge due to the extremely dense slurry, with a specific gravity (SG) of 1.38, which had to be pumped.

One of the critical factors in the success of this project was the impressive flow rate and reliability of the Grindex Bravo 500 slurry pumps. In this application, material is being transferred at a flow rate of 480 m³/h at a head of 18 metres. In total, three Grindex Bravo 500 pumps were employed, demonstrating their capability to handle the demanding requirements of this gold mining reprocessing effort.

Commenting on the construction of the pump, he says the overall design of the Grindex Bravo 500 includes heavy-duty bearings and a robust shaft to handle the stresses associated with pumping dense slurries. ⚙️



Gravitas® Minerals ramps up to on-site testing

Revolutionising the fine mineral beneficiation industry with its innovative 'right technology, right application' principle, Gravitas® Minerals is pioneering an innovative approach to pilot testing. The company's next phase is to move from concept development to practical application in the field, reveals Chief Executive Tebogo Kale.

The company has now built a piloting unit that allows clients to conduct tests on their own sites, rather than in a controlled environment. "This way, they can bank the project, see that it has been connected to real site challenges and, most importantly, to technology scalability," says Kale.

This shift is crucial as it not only boosts client confidence but also accelerates the bankability of projects, a vital aspect of securing funding. Kale emphasised that the pilot units significantly mitigate risks associated with new initiatives and technologies, making it easier for clients to invest.

Gravitas® Minerals has developed units capable of processing 5 tph and 10 tph for on-site testing. Kale remarked: "It shows what we are doing at the coalface and how we are assisting clients in getting their mineral recovery projects off the ground, enabling ESG and circular economy."

With a focus on long-term support, the company is not just about launching projects but also ensuring their sustainability. Gravitas® Minerals aims to penetrate these sectors effectively, showcasing its capabilities in sustainability and operational efficiency.

As Gravitas® Minerals ramps up its efforts in piloting and modular solutions, clients can anticipate the positive impact these developments will have on mineral processing in South Africa. ⚙️



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REVITALISING MANUFACTURING TO CATALYSE SOUTH AFRICA'S RECOVERY

South Africa's manufacturing sector has shown encouraging signs, with production rising by 5,3% in April 2024. But it's not all smooth sailing; recent data from August reveals a 1,2% year-on-year decline, signalling persistent challenges like supply chain disruptions, underinvestment, and energy instability. *By Amith Singh, National Manager of Manufacturing, Nedbank Commercial Banking*



Amith Singh, National Manager of Manufacturing, Nedbank Commercial Banking.

To overcome these hurdles, the sector needs to move beyond survival mode and embrace innovation at every stage of production.

Modern machinery and automation are no longer a luxury; they're the new standard. Factories running yesterday's systems are being left behind, while those investing in next-generation equipment are positioning themselves to take the lead. Automation is doing more than speeding up processes; it's enabling manufacturers to improve precision, reduce waste, and cut operating costs. Sectors like chemicals, plastics, and petroleum are already reaping the rewards, shifting gears to meet both local and international demand with greater agility.

However, South Africa's infrastructure still poses a significant challenge. Transport bottlenecks and unpredictable energy supply remain risks, even with recent

improvements at Transnet and fewer power outages. The shift toward renewable energy is gaining momentum, with many businesses investing in solar systems to stabilise their operations. Reducing reliance on the national grid isn't just about keeping the lights on, it's about staying productive when others can't.

Financing remains a critical barrier, especially for small and medium-sized enterprises (SMEs) trying to keep pace with larger competitors. Many SMEs face tight budgets, making it difficult to acquire the equipment they need to stay competitive. Nedbank Commercial Banking understands the complexities these businesses face and offers tailored financial solutions. These include funding for machinery upgrades and working capital support, essentials for those aiming to grow, unlock new markets, or take advantage of emerging opportunities.

The success of this transformation also hinges on people. New equipment is only as effective as the people who operate it. Unfortunately, the skills gap remains a pressing issue. Manufacturers need to invest in training programmes that equip employees with the technical expertise required to manage advanced systems confidently. Collaborative efforts with universities and training providers will help bridge this gap, ensuring that South Africa's workforce is future-ready.

Sustainability isn't just a buzzword

anymore; it's becoming a business necessity. Global markets are rewarding companies that adopt environmentally friendly practices, and South African manufacturers need to align with these trends to remain relevant. Those who integrate sustainable production methods are not only lowering their carbon footprint but also opening doors to new partnerships and markets. Sustainability creates opportunities for long-term growth while improving the reputation of local products in the global arena.

For the sector to sustain this momentum, collaboration between the public and private sectors is essential. The government must support manufacturing by reforming policies to encourage investment, improve infrastructure, and create a stable business environment. With the right framework in place, the manufacturing sector can drive South Africa's economic recovery, generating employment, expanding market access, and boosting tax revenue.

There's no room for hesitation. The road ahead demands decisive action. Manufacturers that embrace technology, prioritise sustainability, and leverage strategic financing will thrive in this evolving landscape. This is a chance to rebuild, reimagine, and rise stronger than before.

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South Africa's infrastructure still poses a significant challenge. Transport bottlenecks and unpredictable energy supply remain risks, even with recent improvements at Transnet and fewer power outages. keeping the lights on, it's about staying productive when others can't.

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