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SEPTEMBER 2024



TRENDS IN THE SOUTH AFRICAN CONSTRUCTION EQUIPMENT MARKET

EXCAVATORS: Babcock enhances its product line with SDLG excavators

NEW EQUIPMENT: Innovative machinery for Africa's toughest terrain

COMPACTORS: ARS110.2 T1 compaction machine is leading the industry

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TRENDS IN THE SOUTH AFRICAN CONSTRUCTION EQUIPMENT MARKET



Despite the difficulties experienced by the South African construction industry in especially the infrastructure sector and this dampening capital expenditure, the construction equipment market is experiencing a transformation fuelled by international trends for equipment and the need for construction projects to work (and be) smarter and more efficiently.

In South Africa this is not just about adopting new techniques and technology but also about how the industry will approach building and infrastructure projects in the future.

South Africa's approach to construction has always lagged the techniques from the USA, Europe and the East and as such

the equipment needs for equipment here have suited this approach. This is because in South Africa construction is a labour intensive activity and, within our socio-economic context, it remains a major employer.

This does not mean that construction techniques are outdated locally. Among the predominantly brick and mortar approach (and the aligned construction needs) there are projects that employ new construction techniques and materials and subsequently have different demands for construction equipment.

Increasingly there are projects, especially in the building market that make use of modular construction. This technique makes use of sections or modules that are manufactured in a factory, transported to site and assembled. The benefits of this technique are clear and the requirements for construction equipment on such projects are different to more conventional construction.

OEMs are increasingly adding technology and automation to offerings and this is revolutionising construction sites abroad and locally. Robotics are employed in repetitive tasks while there

is an increase in precision in engineering and construction technology, thereby enhancing the quality and speed of infrastructure projects.

There has also been an increase in adaptive reuse – whether it is construction material, repurposing of existing buildings or renovations.

This places a specific demand on the type of construction equipment needed which in turn has demands for the equipment's level of technology and automation.

These trends for construction equipment have many benefits,

but they also come with new challenges: regulatory hurdles, supply chain challenges (the parts for complex machines are usually imported) and these machines are expensive.

In the longer-term, the benefits outstrips the challenges: faster construction times, lower overall costs, improved safety and increased sustainability.

For OEMs manufacturing machines for this increasing appetite will mean that they have to invest in training and development, partner with international experts and focus on sustainability and ROI. 🌟

“South Africa's approach to construction has always lagged the techniques from the USA, Europe and the East and as such the equipment needs for equipment here have suited this approach.”

**Wilhelm du Plessis -
MANAGING EDITOR**



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When a transport operator, with just four trucks, learns how to use data to save more fuel than his competitors, he is made. When a farmer learns he can use seasonal cash flow to pay for new trucks, he knows it is a deal made especially for him. He is made. When a bus operator's customers compliment him on his vehicle's quality and comfort, he understands that they were made for each other. When a sustainability pioneer uses data to watch his carbon footprint drop, he can already see the difference he's made. When a fleet manager can rely on technologically leading safety features to keep his drivers safe, he knows he's made the right call. When a procurement manager calculates how Preventative Maintenance can minimise downtime, his decision is made. When a driver can access 24/7 roadside support, with just one phone call, his day is made.

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BABCOCK ENHANCES ITS PRODUCT LINE WITH SDLG EXCAVATORS

Babcock, a trusted name in construction equipment, has expanded its portfolio with the addition of SDLG excavators. This move comes after over a decade of success with SDLG wheel loaders, motor graders, and vibratory rollers in Southern Africa. The new distribution agreement brings SDLG's range of excavators, known for their cost-effectiveness and reliability, to the South African market. *Capital Equipment News'* Juanita Pienaar spoke with David Vaughan, Managing Director of the Equipment Division at Babcock about the expansion.



"Babcock is committed to supporting the SDLG product range in the same manner that we support all the brands that we represent in Southern Africa. Our relationship with SDLG has strengthened immensely over the past months with intense participation from the factory and ongoing initiatives."

David Vaughan, Managing Director of the Equipment Division at Babcock

"We are excited to add the range of SDLG excavators to our line of products," Vaughan said about the new addition. "In our view, this is a good quality, cost-effective, value product with a 'premium' touch to it. Given that Volvo Construction Equipment, our major principal, owns 70% of SDLG, one can easily recognise the premium Volvo design heritage in this line of excavators."



Proven success and market adaptation

Initially recognised for its wheel loaders, SDLG ventured into the excavator market in 2010, with its products first available in China, the Middle East, and Brazil. Having proven their performance in these regions, SDLG excavators are now set to make their mark in South Africa through Babcock, leveraging a well-established distribution partnership.

Babcock's commitment to ensuring the return on investment is evident in their meticulous selection process. Vaughan explains, "When we decide on new models or product ranges to bring into the country, we look at a number of factors. The size of the market for a particular class of machine is a big factor as achieving volumes is critical to success. Price positioning is taken into account to ensure the product will be competitive. Past successes of the product in other countries are taken into account. Parts availability and backup from the OEM is considered as well. These are just some of the issues we look at before making the decision to sell new products."

Versatility and industry applications

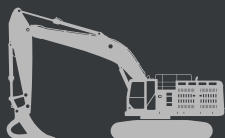
Babcock is introducing four SDLG excavator models to the local market: the 6-tonne E660FL, the 13-tonne E6135H, the 21-tonne E6215H, and the 34-tonne E6335H. These machines cater to various industries, from agriculture and forestry to construction and industrial applications.

"Excavators have always been very versatile machines used in a number of different applications," says Vaughan. "These classes of excavators can be used in agriculture, forestry, construction, plant hire, industrial, small earthworks, and general utility work."

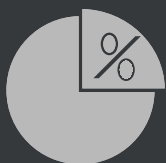
The SDLG excavators are designed with features that enhance their versatility. For instance, the E660FL compact excavator, with a 6-tonne operating weight and a 0,21 m³ bucket capacity, is particularly suited for the agricultural sector, utility, and landscaping work. It boasts a load-sensing hydraulic system that allows the main control valve to operate independently of the load, ensuring smooth and efficient operation.

Performance and customer satisfaction

The response from customers who have already taken delivery of these units has been overwhelmingly positive. Vaughan highlights the unique selling proposition of SDLG excavators, saying, "Apart from being competitively priced, SDLG excavators enjoy an extremely favourable reputation regarding cost effectiveness,



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The 21-tonne E6215H model, for example, features an electronically controlled unit pump system that delivers high injection pressure and good power, contributing to a 10% reduction in fuel consumption compared with the previous generation. This model has proven to be the most popular in the range, with all units from the first batch of 30 quickly

sold out.

The E6335F model, with a 34 800 kg operating weight and a standard 1,9 m³ bucket, is another standout. Powered by a 215-kW Deutz engine, it is ideally suited for quarrying, small-scale mining, large infrastructure projects, and earthworks.

Comprehensive aftermarket support

Babcock's robust aftermarket support is a key factor in customer satisfaction. Vaughan emphasises, "Babcock is committed to supporting the SDLG product range in the same manner that we

support all the brands that we represent in Southern Africa. Our relationship with SDLG has strengthened immensely over the past months with intense participation from the factory and ongoing initiatives. Our parts staff as well as our technical staff are well versed with the SDLG products. Parts for the SDLG range are stored at our main warehouse at Bartlett Boksburg as well as throughout our branch network nationally."

This extensive support network ensures that customers can rely on timely and efficient service, minimising downtime and maximising productivity.

Looking ahead

The introduction of SDLG excavators marks a significant milestone for Babcock, further solidifying its position in the construction equipment market. As Vaughan concludes, "Babcock prides itself on its aftermarket capabilities and customer relationships which remains a major factor when customers consider which equipment to purchase." With plans to expand the range with larger models in the future, Babcock is poised to continue meeting the diverse needs of its customers while maintaining the high standards of quality and service that have become synonymous with the Babcock name. 🌐



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INNOVATIVE MACHINERY FOR AFRICA'S TOUGHEST TERRAIN

Capital Equipment News' Juanita Pienaar sat down with Wade Peterson, Sales and Dealer Support Manager, and Philip Erasmus, Product Specialist at Hitachi Construction Machinery Africa. The conversation centred around the launch of two new products in the Southern African market: the Zaxis-7G excavators and the BX100 Backhoe Loader. These machines are poised to make significant strides in the construction industry, particularly in Africa's challenging environments.

New Hitachi product additions

Hitachi Construction Machinery Africa has introduced two powerful additions to its product lineup: the Zaxis-7G excavators and the BX100 Backhoe Loader. These machines are specially equipped to meet the unique demands of the Southern African market, reflecting the company's commitment to innovation, safety, efficiency, and operator comfort.

The Zaxis-7G series, an upgrade from its predecessor, the 5G, is notable for its enhanced safety features, improved performance, and increased fuel efficiency. Wade Peterson states, "The main features of the 7G compared to the 5G include enhanced safety features, increased performance, and productivity capabilities. We're seeing improved fuel efficiency, better robustness of the engine, and easier maintenance."

One of the standout features of the Zaxis-7G is its focus on operator comfort. The cab has been significantly enhanced with more space and features designed to reduce manual adjustments. "The levers are now positioned on the seat, so as the seat moves, the controls move with it," Peterson added.

The upgrades also extend to the machine's reliability and durability. The Zaxis-7G boasts an improved engine, larger pumps, and an advanced hydraulic system known as the HIOS V. Philip Erasmus noted, "The 7G's engine has been enhanced from the previous 5G model, with high a pressure fuel pump that has a common rail injection system. These improvements, along with reinforced motor covers and platforms, contribute to the machine's superior robustness and reliability".

The importance of aftermarket support

While launching these machines is a significant achievement, Hitachi Construction Machinery Africa's commitment to aftermarket service is equally crucial. The company's approach ensures the performance and longevity of its machines in the field. "It's one thing selling a machine, but it's the support the customer receives afterward that's most important," emphasised Erasmus. This philosophy is evident in Hitachi Construction Machinery Africa's extensive parts distribution network and the availability of dedicated technicians across its branches.

Erasmus and Peterson both highlighted the role of the company's vast parts distribution network in South Africa, which includes a massive parts distribution centre in Jet Park. This centre stocks parts



"It's one thing selling a machine, but it's the support the customer receives afterward that's most important."

Philip Erasmus, Product Specialist at Hitachi Construction Machinery Africa.

for all branches in South Africa as well as for branches across borders, ensuring that parts are readily available when needed. The availability of spare parts and timely service is essential to minimising down-time and keeping machines operational.

In addition to its parts distribution network, Hitachi Construction Machinery Africa also utilises a combination of its own fleet of support vehicles and partnerships with logistics companies to ensure that parts and technicians can reach even the most remote locations. This dedication to support is crucial in the African context, where construction sites are often in challenging, hard-to-reach areas.

Remanufacturing facilities in South Africa and Zambia, the company makes

TALKING POINT



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Wade Peterson, Sales and Dealer Support Manager at Hitachi Construction Machinery Africa.



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As the company continues to innovate and expand its offerings, Hitachi Construction Machinery Africa remains committed to meeting the evolving needs of its customers.



The Zaxis-7G series, with its improved fuel efficiency, enhanced safety features, and advanced monitoring technology, is expected to set a new standard for excavators in the region.

QUICK TAKE



available a component remanufacturing solution. Customer components in need of repairs are timeously exchanged with in-stock remanufactured components made from genuine Hitachi parts. Carrying the same 12 months, unlimited hours warranty as new Hitachi genuine parts, additional benefits of REMAN components include reduced costs and machine downtime.

Adapting to the African market

Understanding the unique challenges of the African market, Hitachi Construction Machinery Africa has introduced a model specifically designed for more demanding terrain - the LCR model. This variant of the Zaxis-7G series is more robust, with reinforced welding on the boom and arm to handle the harsh African environment. "The LCR model is a much more heavy-duty unit, with features like reinforced welding and specific types of buckets that are ideal for the African market," Peterson explained.

The BX100 Backhoe Loader, another noteworthy addition to Hitachi Construction Machinery Africa's product line, is designed for versatility and durability, making it ideal for various construction tasks. This machine marks Hitachi Construction Machinery Africa's first foray into the backhoe loader market.

ConSite technology: Reducing downtime and improving efficiency

A standout feature of Hitachi's new Zaxis-7G series is the ConSite Air system, which represents a significant advancement in remote machine monitoring and diagnostics. "Technicians can diagnose issues remotely, and we can also perform software updates, ensuring the machine continues to operate efficiently without

unnecessary downtime," said Peterson.

This system works by collecting data from the machine daily and transmitting it to the Hitachi monitoring system, where potential issues can be identified and addressed before they lead to more significant problems.

"The ConSite Air system is about being there without actually being there," said Erasmus, highlighting how this technology allows the Hitachi Construction Machinery Africa dealer network to provide support in real-time, regardless of the machine's location. The system also supports remote software updates, ensuring that machines are always operating with the latest technology.

The BX100 Backhoe Loader, while not equipped with the ConSite system, has its own monitoring technology. This system, similar to ConSite, tracks the machine's performance and notifies operators of any potential issues, allowing for timely maintenance and repairs.

Customer feedback and future prospects

Feedback from customers who have seen the new machines in action has been overwhelmingly positive. At the recent launch, customers had the opportunity to experience the Zaxis-7G and BX100 Backhoe Loader up close, gaining insight

into their new features and capabilities. "The feedback we received from the demonstration was very encouraging," said Peterson. "Customers were impressed with the new cab designs, the enhanced functionality, and the overall performance of the machines."

Looking ahead, both Peterson and Erasmus are optimistic about the impact these versatile machines will have on the construction, mining, quarrying, as well as the forestry and agriculture industries in Southern Africa. The Zaxis-7G series, with its improved fuel efficiency, enhanced safety features, and advanced monitoring technology, is expected to set a

new standard for excavators in the region. Similarly, the BX100 Backhoe Loader's versatility and durability make it a valuable addition to the Hitachi brand of products.

As the company continues to innovate and expand its offerings, Hitachi Construction Machinery Africa remains committed to meeting the evolving needs of its customers. Whether through the introduction of new models, the enhancement of existing technologies, or the strengthening of their aftermarket support network, Hitachi Construction Machinery is poised to play a significant role in shaping the future of the equipment industry in Africa and globally. 🌍

The LCR model is a much more heavy-duty unit, with features like reinforced welding and specific types of buckets that are ideal for the African market.

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SMARTER FLEET MANAGEMENT FOR BELL EQUIPMENT

Fleetm@tic®, Bell Equipment's South African-developed telematics solution, collects stores and communicates information in three key areas: machine productivity; machine utilisation; and machine condition to enable fleet operators to maximise the value of their assets and the efficiency of their operations. Bell Equipment Product Manager, Brad Castle, explains.

Fleetm@tic® is a purpose-designed telematics system for Bell Equipment machines that enables mining and construction operators to get the very best value from their assets. "By using Fleetm@tic® to take ownership of the entire operational fleet on a mining or construction site, machine owners can keep projects on schedule, maintain machine health, reduce downtime and running costs, all while maximising productivity," says Bell Equipment's Brad Castle.

He says that today's earthmoving industry faces the challenge of improving efficiency: doing more with less. Information is critical to meet this challenge and Bell has harnessed technology to be able to offer customers the right information at the right time, helping them to manage their fleets with greater than ever precision and efficiency.

"Fleetm@tic® is designed to be the eyes on the worksite, keeping track of every Bell machine in operation on a

continuous basis – a fleet management partner that never sleeps. The cornerstone of our company is to provide lowest cost per tonne equipment solutions to our customers. Fleetm@tic® adds this exciting dimension, enabling operators to maximise their return-on-investment," says Castle.

The appeal is that it is simple to use. Working machines can be watched via the Fleetm@tic® website or WebApp from the comfort of a home or office, or even while travelling abroad. A confidential login and password is used for secure access, and automated reports are emailed to authorised managers on a daily, weekly or monthly basis, depending on the need.

"This keeps Bell Equipment owners in touch with their machines at all times. Accurate, up-to-date operational data, production data, fault data as well as the machine's location and movements are all presented via user-friendly interfaces," he assures.

Fleetm@tic® enables machine owners to keep projects on schedule and maintain machine health, while reducing downtime and running costs.



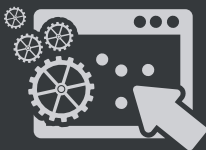
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Fleetm@tic® keep Bell Equipment owners in touch with their machines at all times.



The system is satellite based, driven by a series of satellites with worldwide coverage.



Remote monitoring of Bell machines includes vital details such as fuel consumption, when and where a machine is operating, vehicle speed, all aspects of machine health, driver access and much more.

Key features include:

- Remote monitoring of Bell machines includes vital details such as fuel consumption, when and where a machine is operating, vehicle speed, all aspects of machine health, driver access and much more. From a reliability perspective, not only is the machine being continuously monitored, but the embedded service indicator ensures that the closest Bell Customer Care Centre automatically receives notice that a service on a specific machine is due, thus avoiding machines running over their service hours.
- The system is satellite based, driven by a series of satellites with worldwide coverage. Production, machine and precise location data is gathered and stored, then sent via a machine-mounted satellite modem to the Bell server. From there the raw data is analysed and compiled into reports that make it easy for users to access and understand.
- A selection of reports are available for each machine, ranging from shift, daily, weekly or monthly, and including loading and event reports, amongst others. These can all be customised and the automated system will ensure that they are delivered promptly, providing detailed information that is always in time.
- Fleetm@tic® also includes a Driver ID Access feature that enables productivity and the driving style of each specific driver to be tracked, building up a use history of how the machine is driven and used. This ensures that drivers take responsibility for the machine during their shift, while also highlighting training needs and productivity enhancement opportunities.
- A significant differentiating feature of Bell's Fleetm@tic® system is on-board

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"Fleetm@tic® is designed to be the eyes on the worksite, keeping track of every Bell machine in operation on a continuous basis – a fleet management partner that never sleeps."

Bell Equipment's Product Manager for Fleetm@tic®, Brad Castle.



Communication is key. A state-of-the-art GPS antenna works in collaboration with a satellite modem and GPRS modem receiver to deliver repeatable high quality information.



Ongoing developments to fine tune accuracy and reliability now enable our on-board weighing to calculate exactly how much money each machine is earning. This, along with idle and unladen time tracking and shift summary reports offers managers insight into how to optimise daily production schedules, while offering a very clear perspective of operational costs.

weighing, which has been a standard feature on all Bell ADTs for more than a decade. "With ongoing development to fine tune accuracy and reliability, our on-board weighing can now highlight exactly how much useful work a machine is doing and how much money it is earning," adds Castle.

- GPS tracking enables site machines to be configured for specific applications requiring extensive control. Sites can be segmented on Fleetm@tic®, with vehicles made aware of their

current location. Speed limits can be activated based on the vehicle's current position, which ensures that the machine is driven at a safe and legal speed in specific areas. A warning and limp mode will also be automatically activated should the vehicle leave a predefined geofenced area.

- Fleetm@tic® software is integrated into the CANBUS system of each machine, which collects vital information from the machine's data receptors. GPS location and machine

operational information from the CANBUS is stored in an onboard memory module ready for transmission.

- Communication is key. A state-of-the-art GPS antenna works in collaboration with a satellite modem and GPRS modem receiver to deliver repeatable high quality information. The satellite communication capability provides true worldwide coverage while the global SIM card allows large amounts of data to be communicated over cellphone networks around the world when the machine is within range – via one service provider that delivers worldwide coverage.

"Ongoing developments to fine tune accuracy and reliability now enable our on-board weighing to calculate exactly how much money each machine is earning. This, along with idle and unladen time tracking and shift summary reports offers managers insight into how to optimise daily production schedules, while offering a very clear perspective of operational costs," Castle points out.

Bell offers three Fleetm@tic® packages, depending on the preferred level of fleet management required: daily, per shift, per cycle, or even per minute with the premium package.

- The Basic Package is available on all Bell-supplied machines and provides machine hours worked per shift, average fuel burn and a productivity report.
- The Classic Package is standard on all new ADTs for two years from the date of delivery to customers. Thereafter it can be renewed at an additional charge. It supplies enough information to give a thorough understanding of how the machine is operating: measuring shift productivity, shift fuel burn, shift fault codes and numerous other metrics.
- The Premium Package is available as an upgrade at any time. Geared for customers who need detailed operational information, this package offers similar information to the Classic package but for each individual laden-unladen cycle. Live tracking is also available on the Fleetm@tic® website on a per minute basis. This function is used by some customers in their site control rooms to continuously track and manage their fleet operations.

"Fleetm@tic® is a definitive management tool that adds real value to mining and earth moving operations. It can be customised to suit the needs of fleets of any size and to ensure that machines are used effectively and safely, that their asset value and operational life is maximised," Brad Castle concludes. 🌐

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Cranes and their associated components are complex pieces of machinery, they will only perform as good as the technical support from their service provider. Compromising on maintenance and delayed servicing leads to reduced safety, increased customer downtime and your equipment possibly, literally falling off the rails.

Ian Grobler, Sales Manager for Konecranes and Demag South Africa, commented that companies who invest in lifting equipment and associated accessories, are well within their rights to expect an after-sale comprehensive offering from their service provider.

"In order to ensure that fault lines in crane performance are addressed correctly, there are three key indicators that will identify a good crane service provider: a record of significant safety culture, a provider that offers long-term stability and reliability and finally, a track record of comprehensive and transparent methodol-



ogy," said Grobler.

"At Konecranes we are aware that every hour of lost production makes a huge impact upon a business. It is not acceptable to us that a customer must wait for spare parts, that safety is compromised at site or that a technician's performance is wanting due to

lack of experience. Our technicians undergo intensive training with the latest in lifting equipment technology, maintenance and service procedures in order to become fully qualified and competent. Nothing should be off the table for the customer as far as we are concerned," he said. 🌐

Bobcat forklifts to benefit from company's innovation and R&D

After the addition of Doosan forklifts to Bobcat's compact machine portfolio and the rebranding that has led, among other things, to the replacement of the Doosan brand with the striking Bobcat decal design on the forklifts, the company intends that the forklift line will benefit significantly from the many innovations that Bobcat has developed in recent years for its compact machines. In fact, Bobcat has confirmed that the focus of its R&D approach in this area will be in improving connectivity, performance, sustainability and safety.

Thanks to the acquisition of sister company, Doosan Industrial Vehicle, which manufactured a leading line of forklift trucks and warehouse equipment, Bobcat can now offer its customers an even more complete package of material handling solutions. The rebranded Doosan equipment builds on the

existing compact loaders and telehandlers from Bobcat, which can be equipped with attachments such as buckets, grabs, bale clamps, dump hoppers and pallet forks, so they can be used in many industries for material handling and logistics work.

The forklift range alone consists of dozens of models, including diesel forklifts with a lifting capacity of 2 to 16 tonne; LPG forklift trucks with a lifting capacity of 1,5 to 7 tonne and electric forklift trucks with a lifting capacity of 1,5 to 10 tonne.

Not only do the ranges of machines from Bobcat fit together almost seamlessly, it is the same for the philosophies behind them. They share a focus on robust, powerful machines that can work long hours and require little maintenance. Optimal comfort, ease of operation and safety for the driver are also important principles for R&D. 🌐

Greater move towards dewatering pump rental

In what is probably the most exciting development in the dewatering pump industry is the news that IPR (Integrated Pump Rental) has become part of Atlas Copco's Specialty Rental Division within the Power Technique Business Area. Announced just ahead of Electra Mining Africa, this acquisition is expected to bring significant benefits to the mining sector.

Lee Vine, Managing Director of IPR, says the mining industry, known for its complex and demanding operations, relies heavily on effective water management solutions to ensure operational efficiency and safety.

"We have seen a shift where dewatering pumps, essential for managing water ingress and maintaining dry working conditions, are increasingly being rented with appropriate accessories," he says.

The company's recent participation at Electra Mining Africa highlighted some of the pumps within its extensive range. This included Atlas Copco diesel self-priming pumps and submersible units as well as the range of Toyo heavy duty slurry pumps and IPR's in-house designed SlurrySucker dredging unit.

Vine says the rental market for dewatering pumps is highly competitive, and IPR has stayed ahead of the curve by continuously updating its rental fleet to include the latest technological advancements.

Another important advantage when renting dewatering and other pump solutions is that the mining operations can choose pumps that are tailored to the specific requirements of their projects.

The IPR rental fleet comprises modern dewatering pumps designed to meet stringent environmental and regulatory standards. By renting newer models, mining companies can ensure compliance with environmental regulations, reducing the risk of penalties and contributing to sustainable mining practices. 🌐



LEMAITRE
SAFETY FOOTWEAR



**TITANIUM
BLACK**

**WARRIOR
BLACK**

**URBAN
BLACK**

**DODGE
BROWN**

LEMAITRE SAFETY FOOTWEAR INTRODUCES THE INYATI RANGE

The Dodge, Titanium, Urban, and Warrior models - with durable PU/Rubber soles for enhanced protection in demanding environments.

These models offer SRC-rated slip resistance, high heat resistance, and excellent cut and abrasion resistance, designed for sectors prone to electric shocks, such as chemical handling, road construction, agriculture, and mining. Lemaitre emphasises local manufacturing in South Africa, creating jobs and focusing on safety footwear for diverse industries. Their commitment to creating a positive change in South Africa is exemplified by these shoes, designed by workers for workers, prioritising safety and comfort in the workplace.



**FROM ONE WORKER
TO ANOTHER**



LEMAITRE SAFETY FOOTWEAR

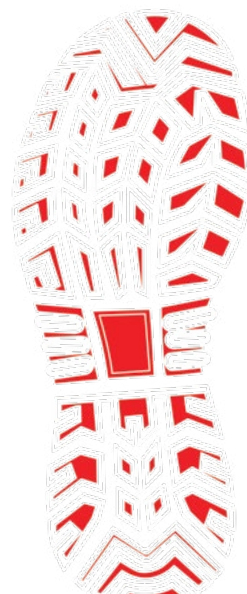
For over 30 years, Lemaitre Safety Footwear has continued to be committed to crafting reliable safety footwear that works for you. It strives towards excellent workmanship and work with pride to make quality footwear for those who help build a stronger South Africa.

Investing in the various South African industries requires a commitment to local procurement which is one of its pillars and as a member of the BBF Safety Group, it realises the importance of building a stronger and more stable economy through local procurement. It is because of this, it is able to build a stronger South Africa by supporting local businesses and SMMEs by sourcing key components as well as outsourcing some of its production work.

The Inyati PU/Rubber range is designed for various industries to best-fit workers in hazardous working environments and keep

their feet protected in any situation. The shoe range is specifically designed for resistance, protection and comfort. It comes with a 300°C heat-resistant rubber soles for high heat situations and an excellent SRC slip resistance to prevent any slip-ups. It also has a tough PU/Rubber sole for optimum durability to ensure your safety in chemical, roadworks, agricultural and mining working environments.

The Inyati range includes the Eruption, Spartan, Titanium, Warrior, the updated Dodge and the fresh-out-the-box Urban boot. This range of safety shoes features genuine leather uppers allowing you to step out with confidence, knowing that your feet will be protected at all times. The shoes offer resistance against chemicals, heat, static shocks and fatigue caused by standing on your feet for too long. The outer sole is made from hardwearing PU and an anti-pen-



etration midsole for protection against sharp tools that might be left lying around. ☪

The Cat® 6020 Hydraulic Mining Shovel delivers high uptime and efficiency

Powering through the toughest materials, the Cat® 6020 Hydraulic Mining Shovel meets the mining industry's need for durable, reliable and highly efficient digging performance. To align with the rest of the Cat hydraulic mining shovel lineup, model nomenclature has been updated from the Cat 6020B to the 6020.

Today's 6020 shovel offers the same features, fast cycle times and high reliability as its predecessor. Offering powerful performance, the next generation of engine powering the machine delivers improved reliability. The new Cat C32B replaces the previous Cat 32 engine to offer more reliable and durable operation. With designs certified to meet a range of emissions standards worldwide, the new C32B engine is a direct

replacement for the C32. No additional hardware is required for engine replacement to upgrade existing machines in the field. The C32B offers the same 776 kW (1040 hp) rated power as its predecessor.

Higher flow oil and baffles in the oil cooler keep the engine core cooled and lubricated, while the engine's new cylinder head with optimized water jacket maximises heat transfer. The C32B's ability to deliver higher power in certain applications comes from increased piston compression height.

An updated crankshaft and connecting rods with larger journals increase durability by reducing contact pressure and optimising bearing performance, while a new cylinder block helps increase structural capability.

Increasing reliability, a thicker shim gasket reduces the risk of head-to-block oil leaks. More durable exhaust valves, especially when operating at high power, reduce the chance of exhaust valve failures. Dual sensor coolant protection detects potential coolant leaks sooner than the previous capabilities to avoid costly downtime.

A range of onboard and optional technology offerings boosts productivity, efficiency and health of the 6020 shovel. ☪



ALCO-Safe expands breathalyser offerings with LION 900 from LION Laboratories



ALCO-Safe, a leading provider of alcohol testing solutions, is pleased to announce the addition of the LION 900 breathalyser to its product line. Developed by LION Laboratories, the LION 900 is a cutting-edge handheld device designed for fast, accurate, and on-the-spot determination of a subject's breath alcohol concentration level.

The LION 900 features a revolutionary

DEVELON DX235LCR-7 Crawler Excavator for recycling

Dumfries-based Vulture Recycling Equipment has standardised on the DX235LCR-7 24.3 tonne reduced radius crawler excavator from DEVELON, formerly Doosan Construction Equipment, for use with the company's new Vulture 25 vehicle recycling kit. The new Vulture 25 kit is an exciting development in the field of recycling materials from scrapped vehicles, aimed at maximising the returns from each vehicle.

Vulture Recycling Equipment is one of the undisputed experts in this field with many years of experience in the vehicle recycling and metals segregation market. According to the company - from conception, demonstration and the processing of many thousands of vehicles that it will provide every year, the Vulture 25 kit will demonstrate its benefits every time.

Comprising specially designed grab and

hold down leg components, the Vulture 25 kit is supplied as standard on a modified DX235LCR-7 with track pads and a safety screen. The reduced radius configuration of the DX235LCR-7 with a rear swing radius of just 1724 mm helps to overcome the lack of space working in crowded scrap and reclamation yards.

The Develon DX235LCR-7 excavators for use with the VULTURE 25 kit are supplied by Castle Douglas-based James Gordon Ltd (Gordons), the Authorised Dealer for the Develon range for the whole of Scotland and Cumbria in England.

The DX235LCR-7 is powered by the latest generation DL06V six cylinder Stage V diesel engine, providing a power output of 141 kW (189 HP) at 1 900 RPM. The DL06V engine exceeds Stage V regulations without exhaust gas recirculation (EGR), combining this with super-efficient DOC/DPF+SCR af-



ter-treatment technology to ensure minimal emissions. Thanks to the new technology, maintenance of the diesel particulate filter (DPF) has been greatly reduced, with no maintenance required until the machine has operated for 8 000 hours. ⚙️

electrochemical fuel cell sensor that delivers exceptional accuracy and stability in delivering reliable breath alcohol readings. This translates to consistent readings and confident decision-making in safety-critical situations, which ensures legal defensibility in court through adherence to strict standards and reduces long-term costs by minimising calibration needs and extending sensor lifespan.

The LION 900 goes beyond basic breath alcohol testing. Bluetooth connectivity allows for effortless connection to various devices like printers, PCs, or mobile phones. GPS technology provides pin-point location data for each test, ensuring transparency and detailed record-keeping.

The LION 900 is certified to EN 15964, the European standard for evidential breathalysers. This rigorous certification ensures the device meets the strictest requirements for accuracy, reliability, and tamper-proof operation. Additionally, the LION 900 boasts an IP54 rating, signifying its resistance to dust and water ingress. These certifications solidify the LION 900's role in legal proceedings, and in the event of a dismissal hearing due to alleged alcohol use, the integrity of a breath test conducted with the LION 900 will be tough to dispute. ⚙️

Werner Pumps concludes delivery of 50 trucks for KZN municipal use



Over the period of one calendar year, leading manufacturer of high-pressure jetting equipment in South Africa, Werner Pumps, has delivered a total of 50 truck units to a supplier for eThekwin Municipality. The contract – which is the company's largest single order to date – included four street cleaning trucks, two combination jetting and vacuuming trucks, and 44 jetting trucks.

Sebastian Werner, MD at Werner Pumps, says the fleet will be put to use for street cleaning, sewer maintenance and stormwater drain cleaning, helping to improve service delivery in the municipality.

The Werner Pumps Impi combination units are one of the company's flagship products and offer hydraulically-operated jetting and vacuum functionality. They are 100% locally manufactured by the company and customised according to the customer's requirements.

The high-pressure pump on the Werner Impi system has a capacity of 295l/min at 135 bar and is fitted with a pneumatically operated

regulating valve, making pressure adjustment simple and contributing to operator safety. The vacuum pump has a 1 700 m³/hr suction capability and the vehicle is fitted with a 12 500 litre stainless steel tank. Other features include a hydraulic slewing suction boom, two hydraulic-driven hose reels and multiple toolboxes.

While eThekwin Municipality services a major metropolitan area and requires a sizeable fleet, Werner says that many smaller municipalities rely on Werner Pumps for their jetting and vacuuming needs too. "We are happy to partner with local municipalities to provide them with technical advice to ensure they get exactly what they need to service, maintain and repair their infrastructure, within their budgets," he says. "We pride ourselves on delivering not only exceptional vehicles that will be reliable and effective, but also understanding our customers' needs and matching them with the best vehicles for the job, and then assisting with after-sales service too." ⚙️



BHI: A NEW CHAPTER IN SOUTH AFRICAN MANUFACTURING

Capital Equipment News' Juanita Pienaar recently spoke with Henk de Villiers, Bell Heavy Industries' Production Manager about BHI's planned role in revitalising South Africa's manufacturing landscape by offering contract manufacturing to all industries.

The introduction of Bell Heavy Industries (BHI) as a contract manufacturer and engineering project participant, marks a significant evolution in the original company's strategy, as it seeks to leverage its world-class manufacturing capabilities to serve a broader range of industries. Henk de Villiers, BHI's Production Manager, discussed the motivations behind this new venture and its potential impact on South Africa's manufacturing sector.

BHI: A strategic shift in manufacturing

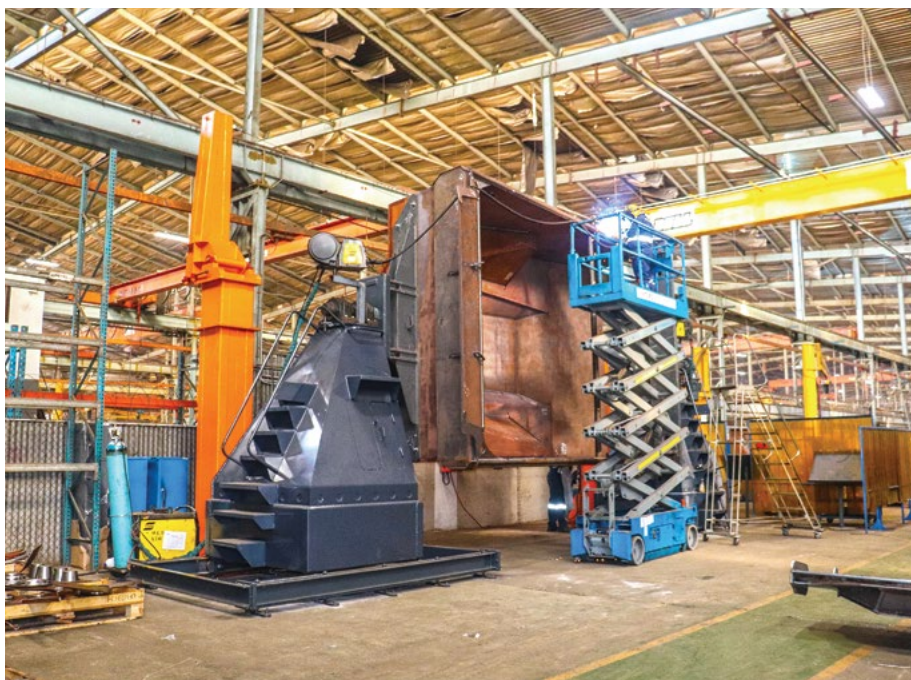
Bell Heavy Industries (BHI), with a 45 000 m² manufacturing facility situated in Richards Bay, has been established as an independent contract manufacturer after catering exclusively to Bell Equipment, as an OEM, for the past 70 years. "To strategically position this world-class facility for the future, BHI was established to offer this manufacturing expertise on contract to all industries," explains De Villiers. "This move allows BHI to participate in large engineering projects across various sectors, including construction, energy, mining, and transport."

De Villiers further notes that this



"To strategically position this world-class facility for the future, BHI was established to offer this manufacturing expertise on contract to all industries."

Henk de Villiers, Bell Heavy Industries' Production Manager.



extends to BHI's manufacturing capabilities, which are designed to meet and exceed global standards. "Current BHI products are exported worldwide and are recognised for their world-class build quality," De Villiers proudly states. "We manage non-conformance through a well-documented NCR process, and we are proud to quote a rejection rate on fabricated parts of less than 0,08%."

Driving localisation and economic growth

BHI's impact on the South African manufacturing sector goes beyond its technical capabilities. With a strong emphasis on localisation, BHI is well-positioned to stimulate economic growth and create opportunities for local businesses and communities. "Our capabilities, facilities, and skills – once exclusive to Bell Equipment – are now available to a broader range of industries, supporting the localisation efforts that many companies aspire to but have struggled to find the right partners or service providers," says De Villiers.

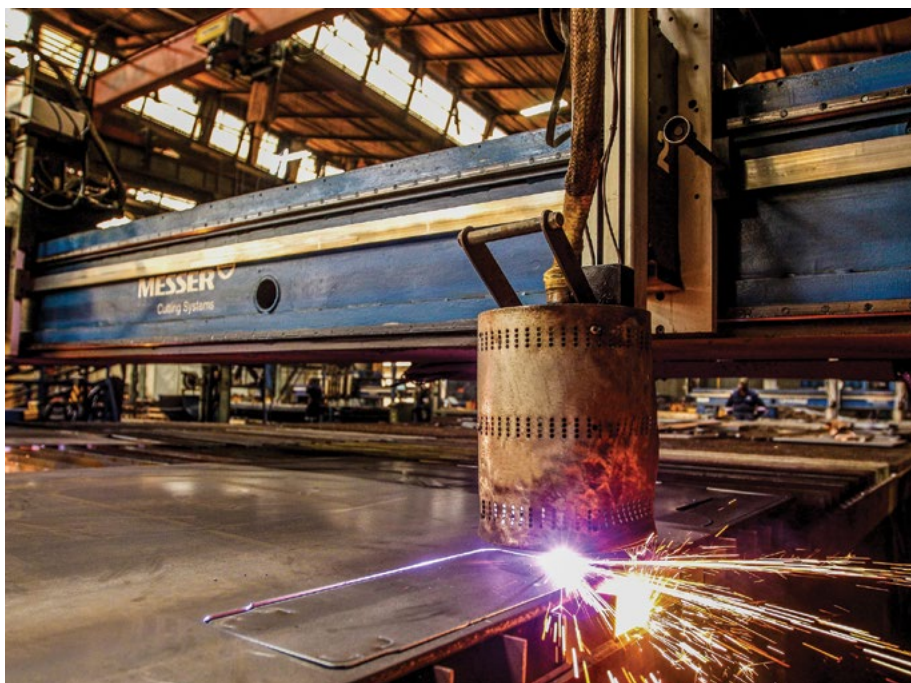
BHI's ownership structure, which is 51% black-owned, further enhances its B-BBEE Level 2 score and strengthens its position as a key player in the localisation drive. "BHI is proudly South African and has embraced the laws of the land," De Villiers asserts. "Our B-BBEE score is a proud achievement and positions BHI to participate in localisation opportunities for potential customers."

BHI's commitment to the local economy is also evident in its approach to collaboration. "We welcome opportunities for collaboration on large design projects, high-volume high-quality manufactured products, and fabrication skills and resources for joint venture engineering projects," De Villiers says. This collaborative spirit is seen as a key factor in BHI's growth strategy, with the company aiming to build strong partnerships that drive mutual success.

A future of growth and expansion

Looking ahead, BHI has ambitious plans for growth and expansion, both within South Africa and beyond. "BHI intends not only to step up and fill the void left by a declining local manufacturing sector but aims to lead the re-establishment of the steel fabrication and engineering project sector," De Villiers reveals. This growth will be driven by a combination of factors, including BHI's world-class manufacturing capabilities, its commitment to innovation, and its strategic partnerships.

With its strong foundation, innovative approach, and commitment to localisation, BHI is well-positioned to lead the industry into a new era of growth and prosperity. 🌟



diversification is not only a strategic business decision but also a response to broader market conditions. "Our country is experiencing a decline in active engineering and manufacturing companies, creating an opportunity for BHI to fill this void at a time when BHI's current main customer has seen a reduction in the manufacturing requirements for its own products within South Africa, freeing up capacity to provide high-quality solutions for the local market."

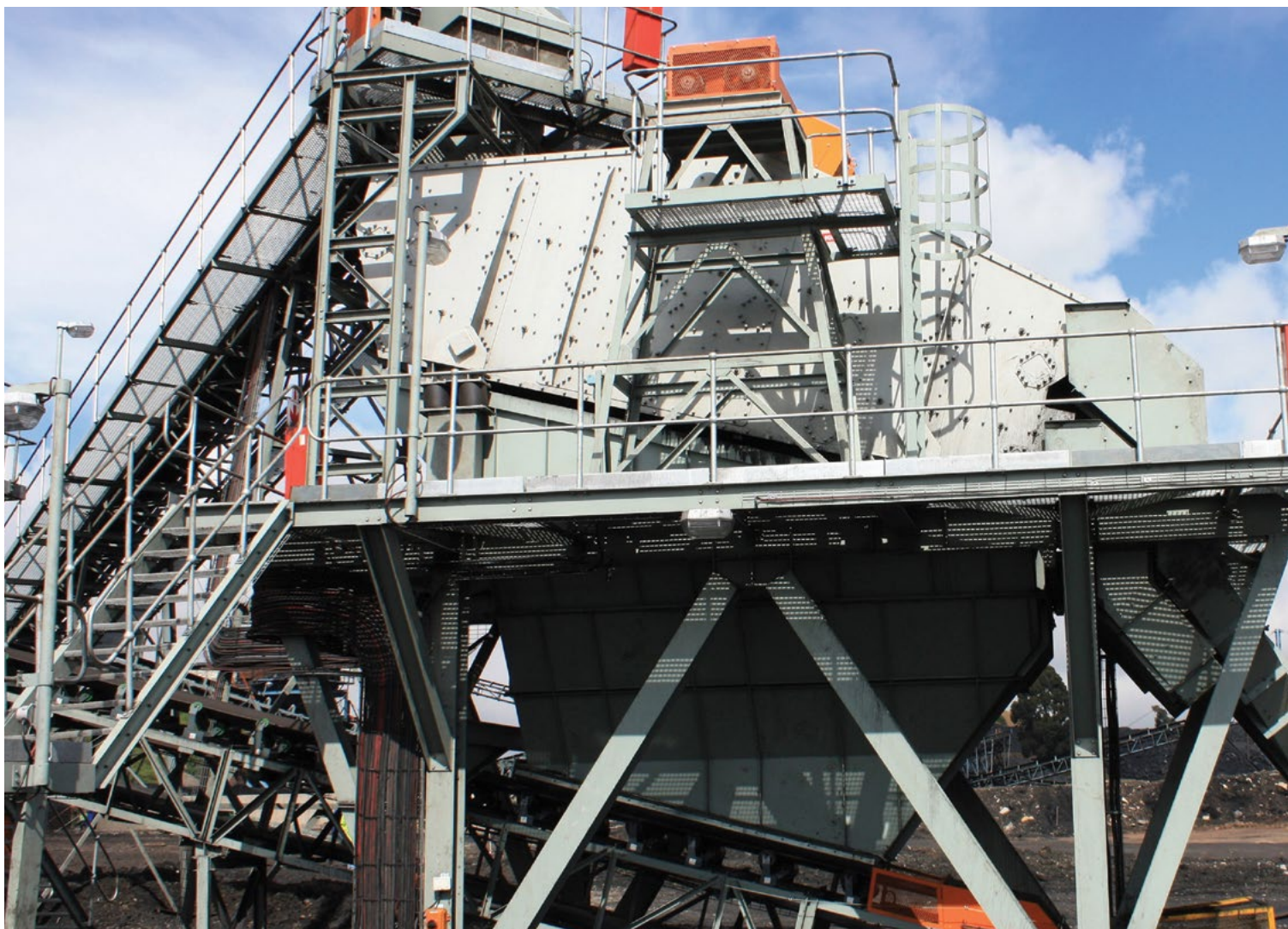
Innovating for efficiency and quality

Central to BHI's approach is the adoption of lean manufacturing principles, a philosophy that aims to enhance efficiency and reduce waste. De Villiers highlights BHI's commitment to this

approach, stating, "BHI declared a War on Waste (WOW) that encapsulates the lean manufacturing principles, 5S housekeeping, and Kanban. This drive delivers a well-organised and safe working environment, directly impacting the quality of our manufacture."

Moreover, BHI is not content to rest on its laurels when it comes to innovation. "We build close and mutually beneficial relationships with equipment suppliers who are at the forefront of new technology developments," De Villiers says. "Installing software monitor systems such as Factory Wizz & Per4ma and asset management software like Pragma helps keep our assets in optimal condition, contributing to the reliable supply of high-quality products."

This focus on continuous improvement



SANDVIK ROCK PROCESSING'S SCREENING SOLUTIONS BUILD ON AFRICAN FOOTPRINT FOR SCREEN BUSINESS

It is a well proven fact that companies succeed where they are closest to their customers, and this is driving Sandvik Rock Processing to leverage the extensive Sandvik footprint across Africa.

According to Gavin McLaggan, Lifecycle Services Manager at Sandvik Rock Processing Screening Solutions, customers in the crushing and screening markets can now have quicker access to support within the region or country. This allows the same high standard of support for all its products, including the Sandvik, Kwatani and Schenck screening products – which are all now supported by Sandvik Rock Processing.

“We recognise the importance of being close to our customers and aim

to establish long term relationships with them,” says McLaggan. “Having facilities that are close to our customers throughout Africa is crucial for our support-driven strategy, and we believe this differentiates us significantly from competitors.”

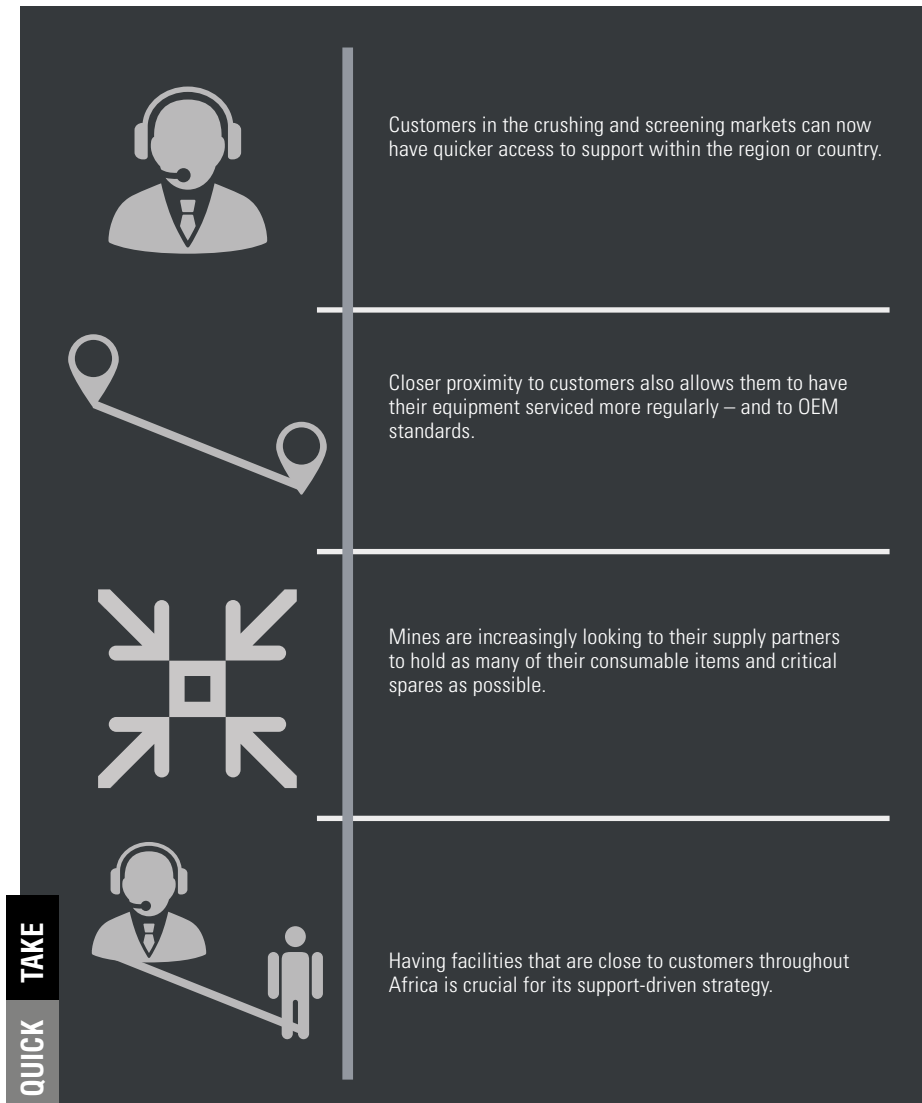
For instance, he explains there are regional Sandvik offices in South Africa for the Southern African area, in Zambia for Central Africa and in Ghana for West Africa – as well as country offices in nine other countries. The presence of existing workshop facilities and spares

warehousing is a real gamechanger for growing Sandvik Rock Processing’s screening business.

“As Sandvik Rock Processing, we are prioritising the presence of our teams on the ground in countries where our screening equipment is already working,” he says. “By leveraging Sandvik’s strong presence in most countries, we can react rapidly and provide backup support whenever and wherever it is needed.”

Many customers will have the benefit of in-country refurbishment opportunities, for instance, instead of having to send equipment cross-border for mechanical attention. The local support means lower transport costs, faster turnaround times and less operational downtime. This includes the availability of technicians and specialists to give customers optimal assistance throughout the lifecycle of their screens.

“Closer proximity to customers also allows them to have their equipment serviced more regularly – and to OEM standards,” he explains. “By focusing on the entire lifecycle and reducing the total cost of ownership, Sandvik Rock



TALKING POINT



“Having facilities that are close to our customers throughout Africa is crucial for our support-driven strategy, and we believe this differentiates us significantly from competitors.”

Gavin McLaggan, Lifecycle Services Manager at Sandvik Rock Processing Screening Solutions.

Processing aims to provide customers with enhanced value and improved outcomes.”

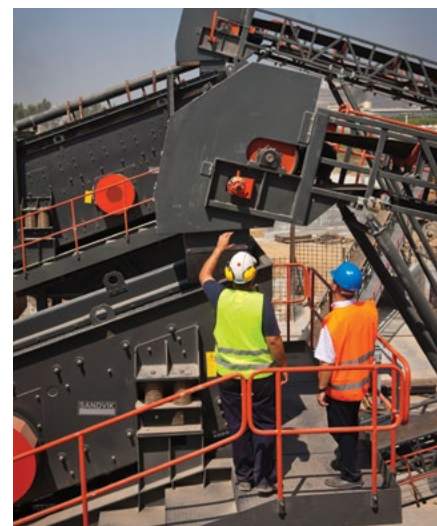
He highlights that the high quality of workmanship gives a second life to these machines, further improving their contribution to mining customers’ bottom line profitability. The local footprint also gives Sandvik Rock Processing easier access to customers’ sites, so they can become more familiar with their specific challenges and requirements.

“Mines are increasingly looking to their supply partners to hold as many

of their consumable items and critical spares as possible,” says McLaggan.

“As we leverage the Sandvik footprint, Sandvik Rock Processing is engaging with customers to ensure we understand their current and future needs, so we can develop our spares holding capacity of in-country offices accordingly.”

This capacity building strategy includes the technical training of personnel in various countries, equipping them to deliver maintenance, repairs and refurbishment in line with ISO quality standards. Developing long-



term relationships with customers is a key aspect of the Sandvik vision, he emphasises.

“We are continuing to build the business so customers are assured that we will always be here with the support they need,” he concludes. “This is what maintains and develops the positive trust on which strong relationships are based.” 🌟



ARS110.2 T1 COMPACTION MACHINE IS LEADING THE INDUSTRY

In a recent discussion with *Capital Equipment News*, ELB Equipment's road and compaction equipment specialist, Craig Sheppard, shed light on the impressive capabilities of the Ammann ARS110.2 T1 compaction machine. Distributed by ELB Equipment, this machine is making waves in the construction industry, offering contractors a powerful blend of advanced technology, efficiency, and robust support.

Sheppard opened the conversation by highlighting the machine's standout productivity rate, which is a key factor for contractors aiming to maximise their output on job sites. "The Ammann ARS110.2 T1 is designed for high productivity with a powerful Tier 1 engine, efficient compaction performance, and robust build quality," he said. The machine's ability to deliver deep and uniform compaction sets it apart from competitors in its class. "In its class, it offers competitive productivity rates, particularly in terms of compaction depth and speed," Sheppard added, emphasising that the ARS110.2 T1 often stands out for its balance of power and fuel efficiency.

One of the main contributors to the machine's enhanced productivity is its sophisticated vibration system, coupled with a high static linear load. According to Sheppard, these features ensure that the compaction is both deep and uniform, which is crucial for contractors working on



"Contractors can expect a strong ROI due to the machine's high productivity, low operating costs, and durability. The machines' fuel efficiency and advanced compaction technology allow for faster job completion with fewer resources, leading to significant cost savings over time."

ELB Equipment's road and compaction equipment specialist, Craig Sheppard.



large-scale projects. "Its advanced engine management system optimises power delivery and reduces fuel consumption," Sheppard explained, noting that this balance of power and efficiency not only improves performance but also minimises operating costs - a significant advantage for contractors.

Fuel efficiency is a major selling point of the ARS110.2 T1, particularly in an industry where operating costs can quickly escalate. Under standard operating conditions, the machine's fuel consumption rate is highly competitive within its class. "The ARS110.2 T1 demonstrates a fuel consumption rate that is among the best in its category," Sheppard confirmed. This efficiency is largely due to the machine's advanced engine management system, which dynamically adjusts the engine output to match the load requirements. "This approach not only reduces fuel consumption but also minimises wear and tear on the engine," he said.

In addition to its productivity and efficiency, the ARS110.2 T1 is also equipped with cutting-edge technologies that enhance its operation and safety. Sheppard pointed out that the machine features Ammann's proprietary ACEforce system, which provides real-time feedback on compaction levels. "This technology helps operators achieve optimal compaction results with fewer passes, saving time and fuel," he stated. The machine's intuitive controls, excellent visibility, and ergonomic design further contribute to ease of operation, reducing the learning curve for operators and enhancing overall safety on the job site.

Another critical aspect of the ARS110.2 T1 is the comprehensive aftermarket support offered by ELB Equipment. "We provide a wide range of services such as maintenance, repairs, and parts availability to ensure that the machine operates at peak efficiency," Sheppard said. ELB Equipment's support team is trained to deliver timely and effective service, minimising downtime and keeping projects on schedule. Moreover, the company offers training programmes for operators and technicians, ensuring that the machine is used and maintained correctly, further enhancing its long-term performance.

Warranty and service agreements are other areas where ELB Equipment excels, offering contractors peace of mind and helping them maintain long-term machine performance. "The Ammann ARS110.2 T1 comes with a standard warranty that covers major components and manufacturing defects," Sheppard noted. Additionally, ELB Equipment provides extended warranty options and tailored service agreements that include scheduled maintenance, parts replacement, and regular inspections. These



One of the main contributors to the machine's enhanced productivity is its sophisticated vibration system, coupled with a high static linear load.



Fuel efficiency is a major selling point of the ARS110.2 T1, particularly in an industry where operating costs can quickly escalate.



Contractors can expect a strong ROI due to the machine's high productivity, low operating costs, and durability.



The ARS110.2 T1's ability to operate efficiently in challenging conditions is another factor that sets it apart from the competition.

TAKE

QUICK



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Looking ahead, Ammann and ELB Equipment are committed to staying at the forefront of the industry by focusing on sustainability, digitalisation, and advanced technology integration. “Contractors can expect future upgrades in the areas of automation, telematics, and enhanced compaction technologies.

agreements are designed to reduce the likelihood of unexpected breakdowns and ensure that the machine operates at peak efficiency throughout its lifecycle.

When it comes to return on investment, the ARS110.2 T1 delivers strong results for contractors. “Contractors can expect a strong ROI due to the machine’s high productivity, low operating costs, and durability,” Sheppard stated. The machine’s fuel efficiency and advanced compaction technology allow for faster job completion with fewer resources, leading to significant cost savings over time. Sheppard also highlighted several case studies where the machine has been used in large-scale

construction and quarrying projects, reporting reduced fuel consumption and increased compaction efficiency, which led to faster project completion times and reduced labour costs.

The ARS110.2 T1’s ability to operate efficiently in challenging conditions is another factor that sets it apart from the competition. “Its combination of advanced technology, fuel efficiency, and robust construction makes it a reliable choice for contractors working in tough environments,” Sheppard emphasised. The machine’s durability, combined with the strength of the support network provided by ELB Equipment, ensures that contractors can maximise their

investment and keep their projects on track.

For contractors interested in financing options, ELB Equipment offers a variety of tailored solutions. “These include flexible payment plans, leasing options, and financing partnerships with leading financial institutions,” Sheppard explained. The company also periodically offers special promotions, discounts, and incentives, making it easier for contractors to invest in the ARS110.2 T1.

Looking ahead, Ammann and ELB Equipment are committed to staying at the forefront of the industry by focusing on sustainability, digitalisation, and advanced technology integration. “Contractors can expect future upgrades in the areas of automation, telematics, and enhanced compaction technologies,” Sheppard said. These developments will ensure that the ARS110.2 T1 and its successors continue to meet the evolving needs of contractors in a rapidly changing market.

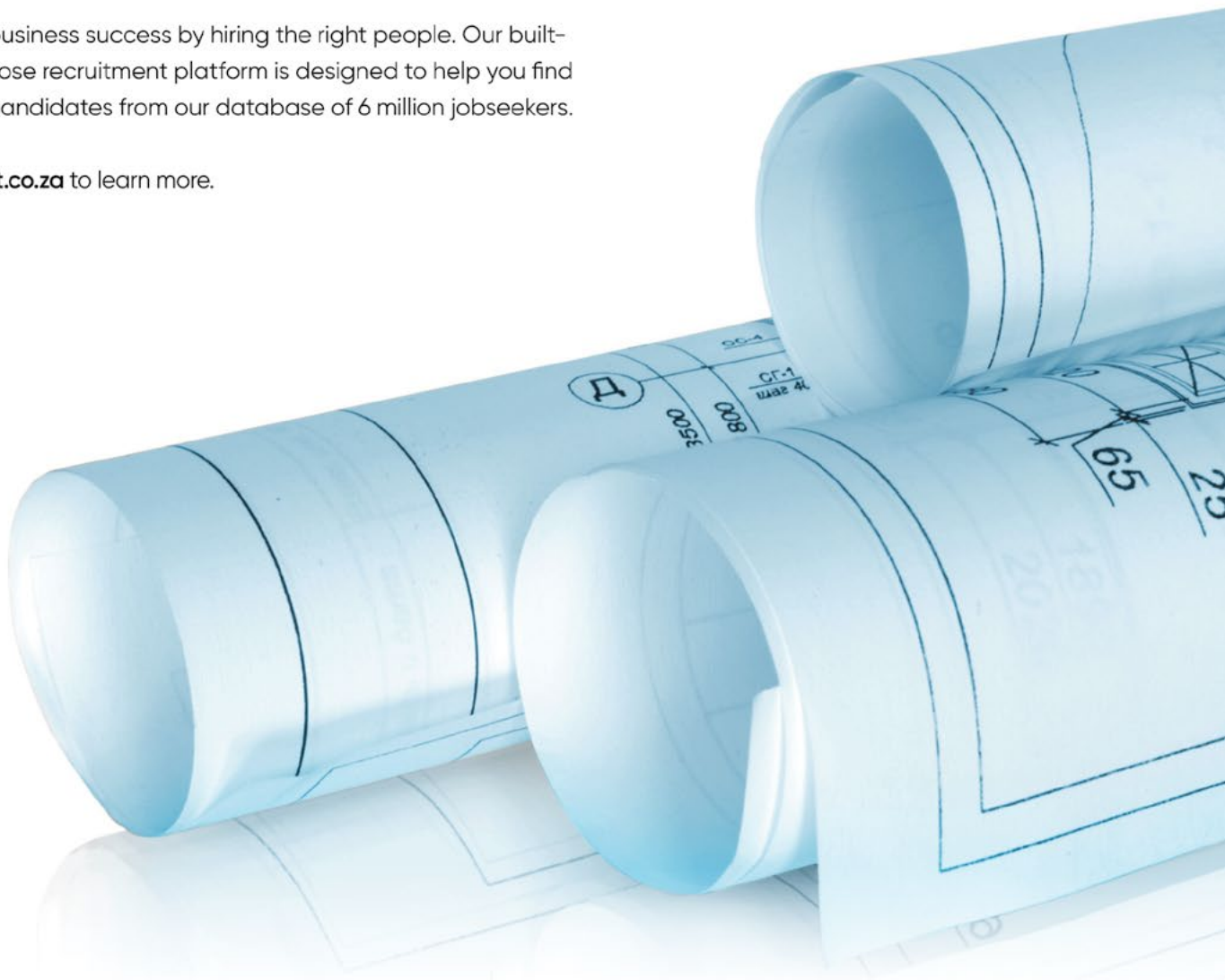
In summary, the Ammann ARS110.2 T1 compaction machine, backed by ELB Equipment’s robust support, offers contractors an outstanding combination of productivity, efficiency, and durability. Sheppard concluded, “This machine’s ability to deliver consistent and reliable performance in challenging conditions, combined with our comprehensive support, makes it a standout choice for contractors looking to maximise their investment.” 🌟

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TRU-TRAC LAUNCHES RIP PREVENT+ AT ELECTRA MINING AFRICA

Maintaining its market leading position in conveyor solutions, Tru-Trac unveiled an innovative system at Electra Mining Africa which will have a major impact on all operations that use conveyor belts.



The Tru-Trac Rip Prevent+ system, now available in Africa, allows mines to optimise their conveyor lines' performance by preventing costly interruptions due to rip events.

Early detection of potential issues on conveyor systems is crucial in mining and other materials handling applications and to address this need, Tru-Trac introduced the Rip Prevent+ system. This cutting-edge monitoring technology, which is set to disrupt the sector, identifies and mitigates conveyor belt anomalies and damages, thereby minimising downtime and enhancing efficiency and productivity.

The Tru-Trac Rip Prevent+ system, now available in Africa, allows mines to optimise their conveyor lines' performance by preventing costly interruptions due to rip events. The system has already proven effective in global mining operations and was debuted locally at Electra Mining Africa.

Using a data-driven model and artificial intelligence (AI), the Tru-Trac Rip Prevent+ system can detect anomalies or rip events on any conveyor belt type, including metal cord, pipe and fabric belts.

The innovative system was designed to avoid the need for sensor elements

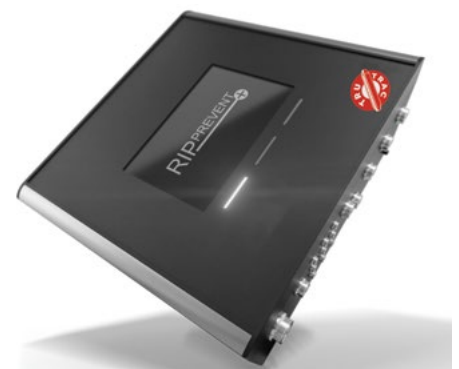
inside the belt, making it versatile for all conveyor systems. The Rip Prevent+ system analyses data from the conveyor belt using an AI-based model. This AI, combined with an innovative algorithm, detects anomalies and rips, generating data and signals that allow customers to stop the conveyor line before significant damage occurs. The system's model computes data 50 times per second and can generate a signal to the Programmable Logic Controller (PLC) within 0.2 seconds, reducing the impact of rip events.

By stopping the conveyor belt when a possible rip event is detected, the system minimises associated damage, potentially saving millions in downtime, belt replacement, and cleanup costs. The system's data-driven model offers significant advantages over inductive, magnetic and laser-based systems including reduced wear risk, suitability for all conveyor types and lower investment costs.

The Rip Prevent+ system is web-based and accessible via an Ethernet network connection, featuring a user-friendly



Tru-Trac unveiled an innovative system at Electra Mining Africa which will have a major impact on all operations that use conveyor belts.



Tru-Trac unveiled the Rip Prevent+ system at Electra Mining Africa, introducing advanced monitoring technology that detects and addresses conveyor belt issues early.

interface with a dashboard displaying key information. Additionally, the system incorporates several functions beyond rip detection, including mass flow calculation, condition monitoring, drive or motor monitoring, energy efficiency and electrical network analysis, aligning with predictive maintenance strategies.

The Rip Prevent+ system is also easy to install, requiring only 30 minutes to an hour, with minimal downtime for electrical connections. Commissioning the system can be completed within two to five hours, depending on preparatory work and available system parameters.

Notably, Rip Prevent+ is the first rip detection system offering a more affordable alternative through a subscription model that minimises initial capital investment. ⚙️

FUCHS showcases its complete mining lubricants range

Ongoing pressure on commodity prices and reduced output has seen the global mining industry focus increasingly on energy efficiency and optimising production.

"There is a major emphasis on cutting costs, especially in terms of proactive maintenance, which is where our products play a key role," comments Dave Gons, National Manager Mining | Regional Mining Manager Sub-Saharan Africa at FUCHS LUBRICANTS SOUTH AFRICA.

"Regardless of market conditions, we focus on helping our mining customers become more efficient. By using superior products, they can actually save money through improved maintenance regimes and longer component life," explains Sales Director Andrew Cowling.

FUCHS will have a significant presence at Electra Mining Africa 2024. "We will showcase our niche or speciality products as well as we have a complete offering for

all types of mining operations and mining clients. We have everything they need," asserts Cowling.

Gons points out that specific products like CEPLATTYN GT 10 and TITAN UTTO PRO 102 have critical Original Equipment Manufacturer (OEM) approvals.

The former is a high-viscosity adhesive lubricant for heavy-duty open gears, such as on kilns, mills, and driers in the raw materials industry. A synthetic base oil, it has new types of additives and a combination of white, reaction-effective solid lubricants. This guarantees extraordinarily good wear protection and an extremely high lubricant film stability.

Gons points out that certification is increasingly important in the mining industry, both for on and off-highway equipment. "The fact that TITAN UTTO PRO 102 has specific approval for Volvo fills a gap in our portfolio. CEPLATTYN GT 10 is our



Dave Gons, National Manager Mining and Regional Mining Manager Sub Saharan Africa.

flagship open gear product and is used by some major mines." 🌱

New regional strategy for FLS builds capability in Africa

Mining customers are to benefit from the stronger regional capability being developed by FLS, which is making the company even more responsive to customer needs.

This is one of the key outcomes of the company's strategic evolution underway, according to newly appointed FLS President Sales and Service for Europe, Middle East and Africa (EMEA), Bernard Kaninda. As a leading full flow sheet technology company, FLS occupies a distinctive place in the market, says Kaninda, giving it a special relationship with customers. "Being a partner through all their mineral processing requirements, FLS walks with customers throughout the lifecycle of a comprehensive range of equipment and solutions," he says.

FLS aligns itself with industry imperatives by committing to energy and water reduction targets, and committing to reach zero emissions by 2030. To achieve these goals, he says, it was imperative to further grow the region's capability – shifting from the previous regional definition which comprised sub-Saharan Africa, Middle East and Southern Asia to a more cohesive EMEA region. "We believe the move to an EMEA region will better create the capabilities we are looking for, combining the strengths of Africa



Bernard Kaninda, FLS President Sales and Service for Europe, Middle East and Africa (EMEA).

and Europe, and our learnings in the Middle East," Kaninda explains.

The focus on communication and partnership is being fostered through clusters within the region, which are empowered with adequate resources for quick response times and effective support for end-users.

"As a partner that tailor-makes solutions for our customers, we go further by guaranteeing the performance of that equipment," he says.

The clusters in Africa ensure a strong presence in Southern African countries – including South Africa, Zambia and the Democratic Republic of Congo – as well as West Africa and North Africa. These are areas where FLS already has a significant footprint of equipment in operation. 🌱

Niagara F-Class vibrating screen at MINExpo

Haver & Boecker Niagara will highlight its latest screening equipment, technology and solutions for the mining industry at the 2024 MINExpo International show in Las Vegas.

"MINExpo presents an exciting opportunity to have great conversations with mining industry members, and for both new and existing customers to see our mineral processing equipment up close," said Karen Thompson, President of Haver & Boecker Niagara's North American and Australian operations. "We are proud to be known not just as an equipment manufacturer to our customers, but as a partner with innovative end-to-end solutions to improve their operation."

Haver & Boecker Niagara will display a full-size Niagara F-Class vibrating screen in their booth. The next-generation F-Class features new technology for simplified maintenance combined with maximum performance and longevity. It is now primarily manufactured with vibration-resistant lockbolts instead of the traditional welding used in previous designs.

The machine's double eccentric shaft assembly creates a constant stroke to maintain g-force during material surging, providing constant material stratification to ensure product specification. It also creates a dynamically balanced system that transmits virtually no vibration into the structure - or chassis - preserving the integrity of the structure while also allowing for multiple machine installations. 🌱

SEW-EURODRIVE's growing local range drives entry into new markets

As its exhibition presence at Electra Mining Africa showed, SEW-EURODRIVE rolled out an even greater selection of planetary drives as part of its strategy to 'close the loop' in its product offerings by expanding into more industry sectors.

Among the new ranges being introduced into South Africa are its SEW PPK series and the SEW P2.e series of planetary gear units – both showcasing new opportunities for industrial gearbox users. According to Jonathan McKey, National Sales and Marketing Manager at SEW-EURODRIVE, these new additions to the local range highlight the company's global engineering and applications capabilities.

"The PPK series was originally developed by SEW-EURODRIVE in Brazil, for instance, to serve their large and thriving sugar sector," says McKey. "Our design and engineering experts in Germany then further leveraged these advances when they developed the SEW P2.e series – aimed at larger applications."

He emphasises that both series built upon



Jonathan McKey, National Sales and Marketing Manager at SEW-EURODRIVE.

the key benefits that planetary gear units present to customers: a compact solution for space-constrained conditions, alongside high torque and low speed outputs. The SEW PPK series delivers 10 to 18 kNm of torque with a ratio range from 65:1 to 390:1, while the SEW P2.e series encompasses torque ratings from 24 to 124 kNm with ratios from 15,2:1 to 332:1.

The SEW P2.e was then developed with all these benefits, but with a broader spectrum of diversity in its speed – up to

100 rpm – as well as in ratio and torque, he says. While most planetary gearboxes have a three-stage design, the SEW P2.e can also be supplied in a two-stage model.

Also, on SEW-EURODRIVE's showcase of new products was its high performance ECO2 geared motors, designed in line with the company's sustainability focus and the market's growing demand for products that are more environmentally friendly in their manufacturing process. ⚙️

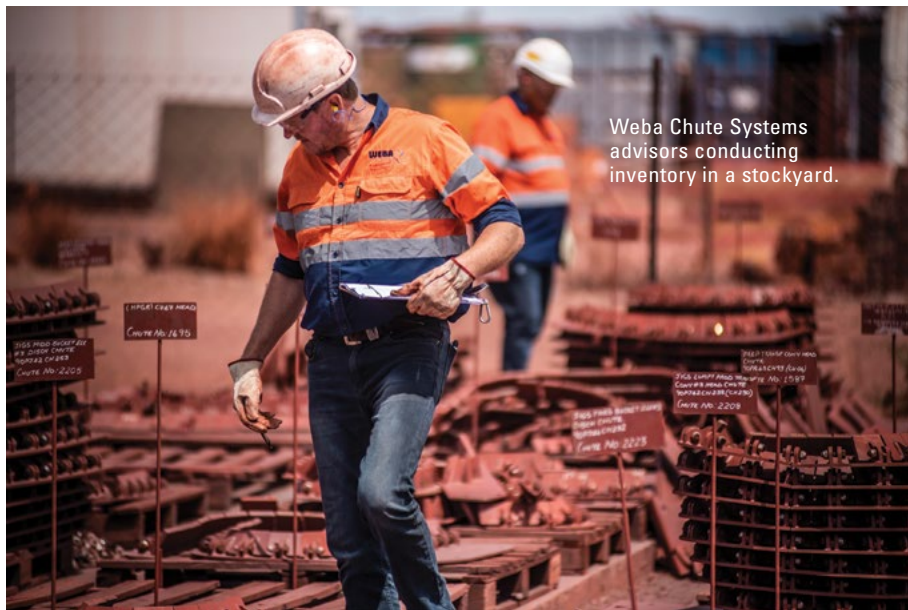
The true price of poor maintenance in mining operations

General maintenance service providers often overlook the intricate engineering design of specialised on-mine equipment, leading to significant long-term costs for mining operations. This issue extends to transfer chutes and other mining infrastructure, Farouk Abrahams, Sales Director at Weba Chute Systems, notes. He explains that poor maintenance typically results in unscheduled stoppages due to equipment failure, compromising mining operations.

Abrahams points out that mines often outsource maintenance to general service providers in an effort to cut costs. Ironically, this approach often results in the opposite effect, with production revenue suffering due to these misguided cost-saving measures.

"For Weba Chute Systems, our chutes are custom-engineered for specific duties; any shortcuts in maintenance, such as using inferior materials, can significantly reduce performance and lifespan," he says.

The value brought by OEMs extends beyond just the physical products they supply. OEMs bring a wealth of specialised experience to each product, adding considerable value to a mine's overall efficiency, safety and profitability. Their deep understanding of the equipment's design and operational



Weba Chute Systems advisors conducting inventory in a stockyard.

demands ensures maintenance performed will uphold the equipment's performance standards.

Abrahams shares that poor maintenance can drastically reduce plant availability. Moreover, the impact of inadequate maintenance on specialised equipment like transfer chutes can extend beyond immediate operational issues. The cascading effects of reduced equipment efficiency can strain other parts of the

mining operation.

"When we maintain our own equipment, we uphold the high standards to which the equipment is designed and manufactured," he says. By ensuring that every component and material used meets the stringent requirements of the original design, OEM maintenance preserves the integrity and efficiency of the equipment, safeguarding the mine's operational continuity and profitability. ⚙️

Uptick in demand for Booyco HVAC systems by South Africa's OEM sector

There has been a noticeable uptick in demand for the locally manufactured Booyco HVAC systems by South Africa's Original Equipment Manufacturers (OEM). Brenton Spies, Managing Director of Booyco Engineering, says that the upswing is seen as a promising indicator of growth within the South African OEM landscape, highlighting a robust response to local manufacturing capabilities and innovation.

Booyco Engineering, known for its high quality locally engineered and manufactured HVAC solutions, has received an influx of orders from a range of local OEM facilities. Some of these facilities specialise in producing underground mining machinery such as Load-Haul-Dump (LHD) units and utility vehicles, while other manufacture surface mining equipment and construction machinery.

Spies say that the growing demand for Booyco's HVAC systems underscores their reputation as a reliable and purpose-built solution, capable of enduring the extreme conditions often found in Africa's challenging environments.

"South Africa's mining and construction sectors, in particular, are notorious for their demanding operational contexts, where equipment must withstand not only physical stresses but also extreme temperatures," he says. "With summer temperatures frequently exceeding 34 degrees Celsius, the need for durable and efficient HVAC systems has never been more critical. By designing for T3 conditions of ambient temperatures up to +46 degrees Celsius, our offerings stand out in this regard, providing a range of standard HVAC systems alongside the ability to partner with OEMs for custom-designed solutions tailored to specific equipment requirements."



Each HVAC system is developed and tested under the harshest conditions to guarantee performance reliability in the field.

A key differentiator for Booyco Engineering has been its commitment to local production underpinned by rigorous in-house testing. Supporting these systems in the field, Booyco Engineering operates a team of skilled artisans as part of their field service crews. 🌱

Multotec leverages its rich history and commitment to innovation

With a history of participation in Electra Mining Africa dating back to 1973, Multotec maintains its support for the mining sector and dedication to nurturing customer relationships through this exhibition. Its consistent presence at Electra Mining Africa over the years has solidified its position as a leader contributing to the advancement of the mineral processing industry through its solutions, manufacturing capabilities and knowledge sharing.

Bheka Majola, Managing Director – South African Operations emphasises that at Electra Mining Africa, their goal was not only to exhibit products but also to demonstrate their comprehensive solutions as part of a larger international group.

This year, Multotec highlighted its H450 Conturbex centrifuge and stainless-steel cyclone emphasising their expansive offerings in dewatering applications. Majola mentions that the H450 Conturbex centrifuge is durable, easy to maintain and competitively priced. Customers who have made the switch have expressed satisfaction with its performance and especially its mechanical reliability and availability. Additionally, a dryer from Siebtechnik Tema (Multotec's sister



company) was on display alongside the centrifuge system to offer a solution for dewatering needs. The cyclone, centrifuge and dryer combination, showcased Multotec and its sister companies' system capabilities in dewatering and drying solutions.

In the field of wastewater treatment, Multotec shared sustainable advancements

focusing on nitrate removal. The company also presented conveyor belt cleaners from its Mato Products division that feature enhancements aimed at boosting efficiency and safety. Multotec exhibited an expansive range of capital and consumable equipment and services, tailored to meet the needs of processing plant operations across the entire spectrum of mining commodities. 🌱

800 000th and counting

Daimler Truck Southern Africa celebrated the assembly and hand over of the 800 000th Mercedes-Benz Trucks CKD-Kit Ex Woerth in East London.

On 12 August 2024, DTSA had the pleasure of officially rolling off the 800 000th Completely Knocked Down (CKD) unit, a Mercedes-Benz Actros 2645LS/33, from its assembly line. This occasion was not only a joint celebration for the East London-based DTSA manufacturing plant and its source plant in Woerth, but also a celebration with its loyal customers: Sesfigile Logistics and Safety One Logistics, who bought the truck in commemoration of their respective 20th and 10th anniversaries. Both companies are owned and operated by Nelen Gounder, who took delivery of the unit at the plant.

The DTSA Assembly Plant in East London has a rich history spanning more than 60



years. The very first Mercedes-Benz Truck, the L-type, rolled off the assembly line in 1962. Fast forward to 2024, thousands of trucks and buses have rolled off the assembly line since. Employing approximately 300 people, the plant is a crucial employer for

the Buffalo City Metropolitan Municipality and currently one of the biggest CKD-plants for Daimler Truck outside of Europe. In 2019, DTSA also received the 750 000th CKD unit for assembly, a Mercedes-Benz Actros 2652 LS 6x4. 🌟

Trio of events add value to Futuroad Expo 2024

Messe Frankfurt South Africa has announced that three major industry events will be co-located with Futuroad Expo 2024, which takes place from 19-21 November at the Nasrec Expo Centre in Johannesburg.

Regional Logistics and Transport Conference: This three-day conference, hosted by the South African and Zimbabwe Branches of the Chartered Institute of Logistics and Transport, is a landmark

event for the logistics and transport sector in sub-Saharan Africa. It will focus on five key pillars: Infrastructure, Harmonisation, Security, Skills Development and Technology & Digitalisation. The conference aims to address critical challenges such as the high cost of logistics in Africa, inadequate transport infrastructure and complex regulatory landscapes across African countries. 🌟



The eSprinter arrives in South Africa

For the first time, an electric van bearing the Mercedes-Benz star is available in South Africa. The new eSprinter combines cutting-edge technology with the iconic versatility of the Sprinter range. Designed to meet the demands of modern urban businesses, the eSprinter delivers exceptional efficiency, impressive range and ample load capacity, making it a



game-changer for businesses who are looking to eliminate tailpipe emissions and transition to a lower carbon economy.

More than just an electric van, the new eSprinter is a versatile all-rounder built on a groundbreaking tri-modular concept. This innovative design comprises three key modules: a uniformly designed front module housing all high-voltage components, a space-saving underbody battery module, and a rear module containing the powerful electric motor. Thanks to this design, the eSprinter has ensured optimal storage of the high-voltage battery, allowing for greater space saving, and a low centre of gravity, which has a positive influence on handling.

The new eSprinter demonstrated its efficiency during a recent test

drive in which a pre-production vehicle of the new eSprinter panel van with a battery size of 113 kWh completed a route length of 475 kilometres on a single battery charge, without recharging.

The electrically driven rear axle in the new eSprinter offers customers advantages in terms of vehicle lengths, maximum gross vehicle weight (up to 4,25 tonnes) as well as towing capacities (up to 2 tonnes) and load volume (up to 14 m³).

The new eSprinter is available in two lengths in South Africa. The standard wheelbase is available with a 100 kW Permanent magnet Synchronous Motor (PSM), and an 81 kWh battery. Furthermore, the long wheelbase is available with either a 100 kW or 150 kW PSM, and an 81 kWh battery or 113 kWh battery, respectively. 🌟

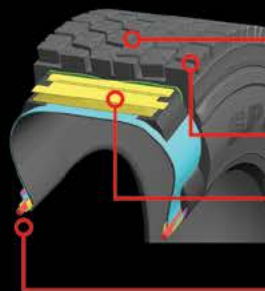
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TREAD



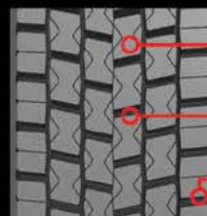
Cut and low rolling-resistant compound, developed for high mileage in long-haul highway applications, increases mileage and reduces fuel consumption.

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