

CAPITAL EQUIPMENT¹ NEWS

For informed decision-making

APRIL 2025

STANDING TALL:

ZOOMLION'S RISE

IN SOUTH AFRICA'S CRANE MARKET



HEAVY COMMERCIAL VEHICLES: Scania Southern Africa's new RPC redefines regional transport potential

MEDIUM SIZED VEHICLES: Billy Tom on leading through transition and turbulence

FINANCE: The importance of maintenance in the budget

LIFTING

How Eazi Access elevates
work-at-height standards

PAGE 20

V O L V O

VEHICLE UPTIME. WE'VE GOT YOU COVERED.



In our authorized workshops your trucks are in safe hands. At Volvo Trucks, our priority is to keep your trucks on the road and available for work. Key to this is planned downtime for service and repairs: it minimizes standstills, extends service intervals, and saves time and money. Thanks to connectivity and Volvo Trucks advanced telematics and diagnostic tools, we can plan and prepare service according to your actual vehicle usage.

And with Real Time Monitoring we can even predict unexpected stops and turn them into planned workshop visits. All so you can feel confident on the road, enjoy greater uptime and keep your promises to your customers.

volvotrucks.co.za

Volvo Trucks. Driving Progress



CONTENTS

Capital Equipment News is published monthly by Crown Publications

Managing Editor
Wilhelm du Plessis
capnews@crown.co.za

Advertising manager
Elmarie Stonell
elmaries@crown.co.za

Writer
Juanita Pienaar
jpinaar@crown.co.za

Design:
Ano Shumba

Publisher
Wilhelm du Plessis

Managing Director
Karen Grant

Circulation
Karen Smith

PO Box 140
Bedfordview 2008
Tel: (011) 622-4770

www.crown.co.za

Printed by Tandym Print

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



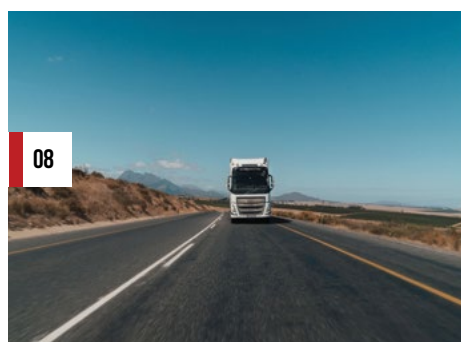
Total circulation Q4 2024: 12 322



www.crown.co.za/capital-equipment-news

Capital Equipment News is endorsed by:

CONMESSA
Construction and Mining Equipment Suppliers' Association



FEATURES

02 COMMENT

America, innovative funding mechanisms, and Africa

04 COVER STORY

Standing Tall: Zoomlion's Rise in South Africa's Crane Market

08 HEAVY COMMERCIAL VEHICLES

Volvo Trucks honours its dealer network and champions of service

12 Scania Southern Africa's new RPC redefines regional transport potential

16 MEDIUM SIZED VEHICLES

Billy Tom on leading through transition and turbulence

20 LIFTING

How Eazi Access elevates work-at-height standards

24 FINANCING

The importance of maintenance in the budget

CONSTRUCTION EQUIPMENT NEWS

26 Shumani expects to play a significant role in SA's infrastructure development

26 Solid partnership driving local crushing and screening market

27 Masslift Africa achieves Level 1 B-BBEE status for second consecutive year

27 Volvo and Putzmeister showcase unique concrete pump truck

28 Lithium-ion batteries gain massive traction in SA

AMERICA, INNOVATIVE FUNDING MECHANISMS, AND AFRICA



The capital equipment market is directly impacted by the health of the mining and construction industries, while capital expenditure in the transport, freight and logistics markets is determined by the broader economy, the consuming of goods and geopolitical factors.

When South Africa's Minister of Finance, Enoch Godongwana delivered his budget speech, the world could not have imagined the extent to which American President, Donald Trump would redefine geopolitics and the effects that this would have on capital markets.

Trumpian politics seem to have moving goalposts, but whatever the case, there will

be an adverse effect locally. Therefore, it is better to focus on matters closer to home, such as said budget speech.

The key take-away from this speech is that it appears there are innovative funding solutions available to unlock the grandiose infrastructure investment that will, in turn, lead to greater capital equipment investment.

It was clear that infrastructure investment has (at last maybe) been identified as a key pillar for South Africa's growth strategy. He continued to announce that over R1-trillion will be allocated to infrastructure over the next three years, but that this will need to be done in participation with the private sector so alternative funding solutions for projects can be found in order for these to (i) become a reality and (ii) improve effectiveness.

A major challenge facing infrastructure development is the lack of focus and allocation of resources towards project preparation and planning, which results in an inadequate investment-grade infrastructure project pipeline. This is according to Mameetse Masemola, Acting Head and Deputy Director-General of Infrastructure Investment Planning and Oversight at Infrastructure South Africa. Therefore, a blended finance model is needed that includes various

sources of funding, such as grant funding from the government and viability capital from the Infrastructure Fund. In short, the aim is to create an environment where the private sector can become involved to provide the relevant funding. This may take the form of public-private partnerships to secure long-term infrastructure funding.

In this issue

This issue has a focus on transport, freight and logistics. In addition to the articles on new offerings available to the capex market in this industry, the article on page 16, "Billy Tom on leading through transition and turbulence" highlights how Billy Tom, in his dual role as President of ISUZU Motors South Africa and President of naamsa - the automotive business council - leads in a rapidly evolving automotive landscape. The article delves into the sector's challenges and opportunities, and the importance of collaboration for the future of mobility in Africa. Despite the massive impact that a Trump-led America will have, the densely populated African continent with its many opportunities and challenges may well become the capex frontier that it was lauded to be more than a decade ago.

**Wilhelm du Plessis -
MANAGING EDITOR**



capnews@crowm.co.za



[@CapEquipNews](https://twitter.com/CapEquipNews)



Scan QR CODE to
visit and read our
latest news

SCANIA DRIVER SERVICES

YOUR SUCCESS IS OUR PRIORITY.

THAT'S WHY WE TRAIN YOUR DRIVERS TOO.



Purchase



Training



Improve

Improve driving for positive impact on your bottom line.

As a business owner, maintaining efficient vehicle operations is key to your company's success. Enrolling your drivers in a training program can help them develop better driving habits, enhance road safety, and extend the lifespan of your vehicles.

Looking for continuous driver improvements, contact
our team today to find out more about our Driver Services:

Scania Driver Services

Email: zadriver services@scania.com

Phone: + [27] 10 216 1300 | 087 287 7029

www.scania.com/za

SCANIA

Disclaimer: General Terms and Conditions for Driver Services apply



STANDING TALL: ZOOMLION'S RISE IN SOUTH AFRICA'S CRANE MARKET

Capital Equipment News' Juanita Pienaar spoke with Rob Cook, Director of ZLT Cranes, to explore the journey of Zoomlion cranes in South Africa – from an unknown Chinese import to a market staple with proven longevity and value.

A calculated risk that paid off

When Zoomlion mobile cranes first landed on South African soil in January 2007, few could have predicted the impact they would have on the local crane industry. For Rob Cook and Mark Bates, who were then working for the original importer, the decision to introduce an untested Chinese OEM into a traditionally conservative market was bold - and, as it turns out, visionary.

"At the time, there was a lot of scepticism toward Chinese manufacturers, but Mark had visited various OEM factories and opted for Zoomlion," recalls Cook. "He believed Zoomlion had something more to offer. Yes, there were risks — especially given the market sentiment — but the timing was perfect with the announcement of the 2010 Soccer World Cup."

Indeed, the demand for construction equipment surged in the lead-up to the tournament, and global OEMs were grappling with long delivery times. This created an opening that Zoomlion, supported by Mark and Rob, was well-positioned to fill. "Other suppliers had lengthy delivery times, which

gave us a competitive edge beyond just price," says Cook.

Convincing a conservative market

Despite the timely market entry, gaining traction was no walk in the park. The initial challenge was more than just about getting cranes into the country - it was about proving that Zoomlion cranes could stand shoulder-to-shoulder with European and Japanese counterparts.

"In principle, the cranes did what they were designed to do," Cook explains. "But there were teething problems. Paintwork quality, hydraulic piping quality, and the parts ordering system were among our early challenges."

However, Zoomlion adapted quickly. The cranes consistently performed, particularly in their lifting capabilities, and with Mark and Rob committed to a robust support system that would eventually cement trust in the brand.

Built on partnerships

Much of ZLT Cranes' success over the past 18 years can be



When Zoomlion mobile cranes first landed on South African soil in January 2007, few could have predicted the impact they would have on the local crane industry.

Mark Bates, Managing Director at ZLT Cranes.



Janet Spanjer, Managing Director at JMB Cranes.

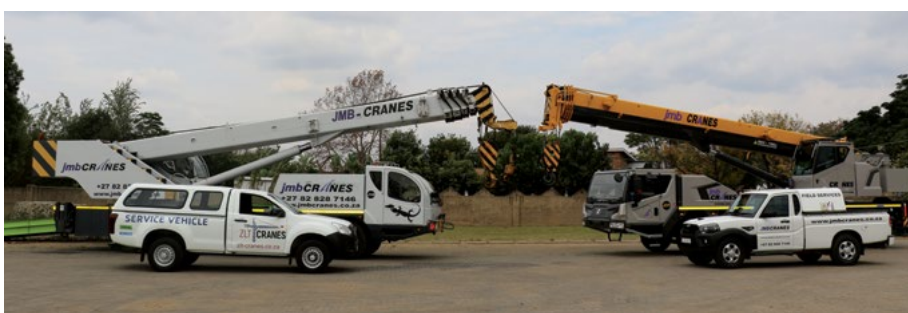


We've offered a product that has advanced in quality and technology while still maintaining reasonable pricing structures. This ensures clients get an acceptable return on investment.

Rob Cook, Director at ZLT Cranes.

attributed to strong partnerships. A prime example is their long-standing relationship with JMB Cranes, one of Johannesburg's most respected crane hire companies. JMB was the first to take a chance on Zoomlion, purchasing the QY30V, QY50V, and QY70V models in the early days.

"Our relationship with JMB Cranes is very important to us," says Cook. "Clients like JMB, who are level-headed and understand that things can go wrong, are fantastic to work with. We always strive



to offer the best possible support.”

That partnership came full circle recently when JMB Cranes traded in their original 2007 Zoomlion QY30V for a new Zoomlion ZTC300R 30-ton crane. “Achieving more than 50% of the original purchase price for a trade-in after nearly two decades is incredible,” says Cook. “It proves that these cranes are not throwaway assets. Maintenance plays a huge role, of course, and Janet Spanjer and her team have done an exceptional job in looking after their fleet.”

From unknown to industry staple

Eighteen years and over 330 cranes later, Zoomlion is no longer a newcomer. It's a respected name in South and Southern Africa's lifting industry, with ZLT Cranes playing a central role in that transformation.

“We've offered a product that has advanced in quality and technology while still maintaining reasonable pricing structures,” says Cook. “This ensures clients get an acceptable return on investment.”

This strategy has led to consistent repeat business from top crane hire and

mining companies across the region.

“People have seen we're here to stay, and they trust that our support structure is there when they need it,” he adds.

Technological advancements

The leap in technology since 2007 has been substantial. The latest models - such as the ZTC550V and ZTC300R - are equipped with advanced safety systems and performance features that would have been unimaginable nearly two decades ago.

“The advancement has been monumental,” Cook emphasises. “You can't even compare a crane from 2007 to one from 2025. The performance and technology in the new ZTC truck cranes, ZAT all terrain cranes, and ZRT rough terrain series, ZCC Crawler Cranes continue to amaze not just us, but the entire market.”

An example of this innovation is the new LMI system on the ZTC550V, which now includes an integrated winch camera — a game-changer for lifting safety and ease of operation.

A look ahead

With the global supply chain finally stabilising after years of disruption, Cook sees the next few years as a time of strategic evolution. “Every sales company has its competitive advantage, and market demands vary between price sensitivity and technical requirements,” he notes. “Delivery timeframes were a major factor recently, but now we'll see what the market dictates moving forward.”

What remains constant, however, is ZLT Cranes' commitment to delivering not just cranes, but solutions. “We tell our clients that we have a lifting solution for all operational requirements that will suit your budget,” Cook says.

And while Cook is justifiably proud of the brand's evolution, it's the everyday visibility of their cranes that brings the most satisfaction. “When driving around any part of South Africa, you'll inevitably see a Zoomlion crane working somewhere. It always puts a smile on our faces.”

Words of wisdom

Having spent nearly two decades building a brand from the ground up in a cautious market, Cook offers this advice to others considering a similar path: “Think a little longer and harder - it's not easy.”

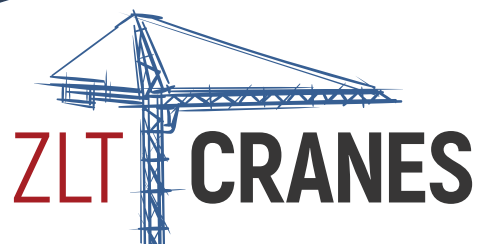
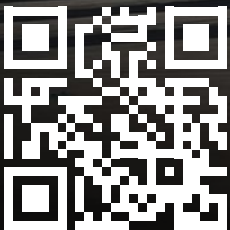
But as ZLT Cranes has proven, with the right product, unwavering support, and strong partnerships, the payoff can be substantial. Zoomlion cranes are no longer the new kid on the block — they're part of the landscape, lifting the industry to new heights. 🌟

Top crane lifting solutions

in South Africa and Southern Africa

Full range of Cranes & Construction Machines in stock.

Full warranty, technical support and parts available.



www.zltcranes.co.za
mark@zlt-cranes.co.za / 0828074281
rob@zlt-cranes.co.za / 0824481459

ZOOMLION



VOLVO TRUCKS HONOURS ITS DEALER NETWORK AND CHAMPIONS OF SERVICE

In a powerful display of recognition and commitment to service excellence, Volvo Trucks South Africa recently hosted its annual Top Achiever Awards, celebrating the outstanding efforts of its nationwide dealer network and dedicated staff. Juanita Pienaar spoke with Reshie Balkisson, Volvo Trucks' Director: Servicemarket & Business Development, to delve deeper into the company's ongoing drive for quality, customer satisfaction, and innovation.

Celebrating service excellence

Volvo Trucks' Top Achiever Awards are more than just an annual tradition - they're a cornerstone of the company's service philosophy. This year's event, which recognised achievements across 20 different categories, was a testament to the brand's deeply ingrained values of excellence and customer success.

"As part of our promise to provide our customers with the best possible support, it is important that our dedicated dealer teams deliver services and solutions that are of the highest quality, day in and day out," said Balkisson. "Our annual Top Achiever Awards is an annual measure of customer service standards, dealer standards, and also aims to celebrate the achievements and high levels of quality, expertise, and talent inherent in our dealer network."

Winners on the day included Volvo Trucks & Buses Cape Town, crowned



Our annual Top Achiever Awards is an annual measure of customer service standards, dealer standards, and also aims to celebrate the achievements and high levels of quality, expertise, and talent inherent in our dealer network.

Reshie Balkisson, Volvo Trucks' Director: Servicemarket & Business Development.



Large Dealer of the Year, with Harrismith and Beaufort West taking top honours in the Medium and Small Dealer categories, respectively. Individual accolades such as Technician of the Year and Sales Executive of the Year were awarded to team members who exemplify Volvo Trucks' value of Customer Success.

"Our dealers are the backbone of our success," Balkisson reiterated. "They provide expert guidance, support, and service to our customers throughout their fleet's lifecycle, ensuring optimum uptime throughout this relationship."

Building a network of trust

With 20 dealerships strategically positioned across South Africa and Eswatini, Volvo Trucks' expansive network ensures seamless support for fleet operators. Whether it's a breakdown in the middle of a trade corridor or a routine service appointment, the brand's reliable network stands ready.

"This network ensures service excellence and the same quality service across our dealer network," explained Balkisson. "It's all done according to global Volvo Trucks standards, to give our customers the best service and support."

QUICK TAKE



With 20 dealerships strategically positioned across South Africa and Eswatini, Volvo Trucks' expansive network ensures seamless support for fleet operators.



The consistent application of standards is monitored through rigorous annual Qualitative Requirement audits, reinforcing a culture of continuous improvement.



With the rise of digitisation and alternative energy vehicles, Volvo Trucks is equipping fleet operators with powerful tools like Volvo Connect.



Globally, Volvo Trucks' objective is to make our production process CO₂-neutral.



The consistent application of these standards is monitored through rigorous annual Qualitative Requirement audits, reinforcing a culture of continuous improvement.

Investing in people and technology

A key pillar of Volvo Trucks' operational model is the continued investment in technical expertise and future-forward

innovation. According to Balkisson, this begins with training.

"With a dedicated local Competence Development Centre, Volvo Trucks offers various innovative learning opportunities to its employees," he said. "This includes structured training, on-the-job learning and peer interaction, aiming to develop both technical and soft skills."

The company goes a step further,



investing annually in tooling and equipment that aligns with the latest vehicle technologies. Before the launch of any new product or feature, technicians across the dealer network receive comprehensive training, ensuring a seamless customer experience.

"Our technicians are the ones who keep the wheels turning, day in and day out. The ones who ensure that every Volvo Truck is ready to perform at its best, keeping them safe, reliable, and efficient - essential elements in being the best of the best," Balkisson stated proudly.

Driving innovation in transport

In 2023, Volvo Trucks introduced its full range of Battery Electric Extra Heavy Trucks in South Africa, a bold step towards greener logistics. Most recently, the FH Euro 6 range was launched locally in April 2025, blending performance, efficiency, and environmental consciousness.

"This new technology offers fleet operators the synergy of sustainability, efficiency, and performance that underscores Volvo Trucks' commitment towards offering cleaner, more sustainable transport solutions," noted Balkisson.

The Euro 6 range features enhanced engine power and torque, delivering fuel-efficient solutions that also reduce the total cost of ownership, an important factor for fleet operators navigating tight margins.

Staying ahead in a challenging environment

South Africa's complex logistics landscape demands vehicles that can perform under pressure. According to Balkisson, Volvo Trucks was built for just that.

Volvo Trucks in South Africa

With over 25 years of presence in South Africa, Volvo Trucks has become a name synonymous with reliability, innovation, and performance. The company operates a robust network of 20 dealerships across South Africa and Eswatini, strategically positioned along key trade corridors.

Each dealership is staffed with expertly trained technicians and service personnel, equipped to handle everything from routine maintenance to complex technical repairs. Through state-of-the-art facilities, ongoing training, and the use of Genuine Volvo Parts, the network supports uptime and efficiency at every turn.

From the introduction of Battery Electric Trucks to the latest FH Euro 6 models, Volvo Trucks continues to push the boundaries of sustainable transport. Complemented by the Volvo Connect platform and a suite of customer-centric digital tools, fleet operators benefit from full visibility and control of their operations.

Volvo Trucks South Africa isn't just keeping up with the future of transport - it's helping define it.

"Our customers reap the benefits of our trucks' reliability, durability, and sustainability, which collectively contribute to reduced costs and improved operational efficiencies," he said. "The quality and technology integrated across all Volvo Truck ranges have been rigorously tested to ensure longevity and performance, providing our customers with unparalleled peace of mind."

A greener tomorrow

Sustainability is not merely a goal at Volvo Trucks - it's a commitment. Locally, the company has implemented and continues to invest in initiatives such as solar energy generation at its Durban assembly plant, including dealerships, with rainwater harvesting, and waste reduction practices to align with global environmental standards.

"We believe in sustainable transport solutions. And we're confident that our trucks, services and operations will lead the way there," said Balkisson. "Our actions today will shape the world of tomorrow."

Volvo Trucks' broader environmental ambitions are equally compelling. "Globally, Volvo Trucks' objective is to make our production process CO₂-neutral," he added. "We opened the world's first CO₂-neutral plant in 2007. This work is expanding globally to cover as many of our factories, transportation methods, and dealerships as possible."

Supporting the digital shift

With the rise of digitisation and alternative energy vehicles, Volvo Trucks is equipping fleet operators with powerful tools like Volvo Connect - a digital portal that integrates real-time data with key services and support tools.

"To optimise the truck's performance and capabilities, one can access a world of digital services and support through the Volvo Connect portal," said Balkisson. "Fleet managers can use innovative ways to increase uptime, manage the fleet and improve fuel efficiency."

The road ahead

As Volvo Trucks continues its journey in South Africa, the brand remains laser-focused on delivering customer value, environmental stewardship, and operational excellence.

"The choices we make today define the world we will live in tomorrow," Balkisson concluded. "Together, we must transition to sustainable transport solutions and renewable energy sources to mitigate these dire predictions. By making conscious choices, we can collectively create a healthier, more sustainable future." 🌱



TAKING CONSTRUCTION TO THE NEXT LEVEL.

269,000 net square meters of exhibits / 139,000 attendees / 2,000 exhibitors / 150 education sessions

**CONEXPO
CON / AGG**

MARCH 3-7 / 2026 / LAS VEGAS / NEVADA



*2023 Attendee Mike Simon,
Dirt Perfect Excavation*

No matter what sector of construction you're in, you'll leave **CONEXPO-CON/AGG** with new ideas, new relationships, and new opportunities to grow your business, and your place within the industry. This isn't just North America's largest construction trade show, it's taking construction to the next level.

LEARN MORE AT [CONEXPOCONAGG.COM](https://conexpoconagg.com)



SCANIA SOUTHERN AFRICA'S NEW RPC REDEFINES REGIONAL TRANSPORT POTENTIAL

In a major step forward for regional logistics and sustainable transport, Scania Southern Africa has officially inaugurated its new Regional Product Centre (RPC), a purpose-built facility that reinforces the company's commitment to innovation, reliability, and environmental responsibility. Juanita Pienaar spoke with Erik Bergvall, Managing Director of Scania Southern Africa, and Christian Håkansson, RPC Manager at Scania South Africa, to unpack what this milestone means for the future of transport in the region.



Sustainability is a guiding principle at the RPC.

Christian Håkansson, RPC Manager at Scania South Africa.

A strategic investment in the region's future

The launch of the RPC comes at a symbolic time - Scania marks 30 years of operations in South Africa in 2025. Rather than simply commemorating the past, the company is putting its focus squarely on the future.

"Marking 30 years in South Africa with the launch of the RPC is deeply symbolic," says Bergvall. "It's a tangible investment in the future of transport in this region - and a demonstration of our long-term confidence in Southern Africa's potential. We're not



here to participate; we're here to lead."

Located in close proximity to the company's recently relocated head office in Constantia Kloof, the RPC stands as a beacon of progress and ambition. It has been designed from the ground up to enhance Scania's local assembly capability, streamline operations, and support the broader regional network with improved service delivery.

Tailored for efficiency and flexibility

At the heart of the RPC's design is a commitment to lean, flexible manufacturing.

	<p>The launch of the RPC comes at a symbolic time - Scania marks 30 years of operations in South Africa in 2025.</p>
	<p>Looking to the future, the RPC gives Scania the infrastructure and scalability to continue innovating.</p>
	<p>Southern Africa presents both significant opportunities and complex logistical challenges.</p>
	<p>By assembling vehicles locally, Scania is also reducing transport-related emissions and shortening lead times.</p>

TAKE
QUICK

TALKING POINT

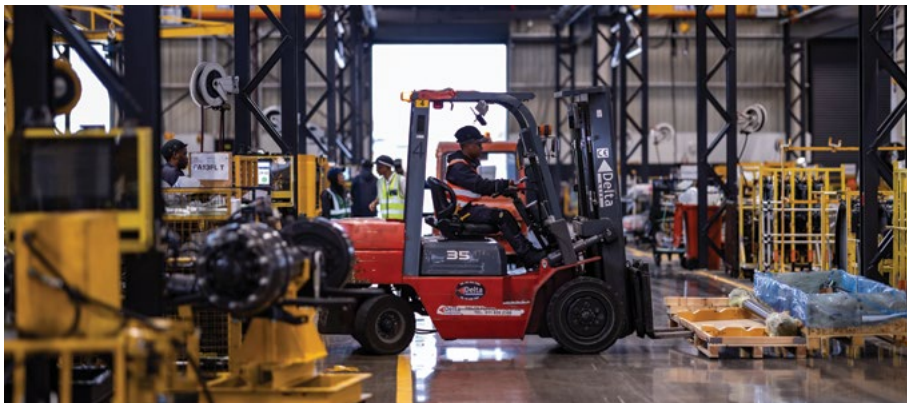


It's a tangible investment in the future of transport in this region - and a demonstration of our long-term confidence in Southern Africa's potential. We're not here to participate; we're here to lead.

Erik Bergvall, Managing Director of Scania Southern Africa.

The facility is built on Scania's modular production system, enabling it to handle a diverse product mix while maintaining efficiency and ergonomic excellence at every station.

"Our quality assurance processes are digitised and fully integrated with global Scania systems," explains Håkansson. "We use modular production techniques that allow for a high degree of flexibility, even with a varied product mix. Each station in the production line is designed for optimal ergonomics and efficiency."



This flexibility isn't just about technical adaptability - it's a strategic choice to ensure that Scania can respond to evolving market demands, regulatory frameworks, and customer expectations, including future transitions to alternative powertrains.

Sustainability from the ground up

Scania's brand promise rests on three pillars: innovation, sustainability, and reliability. The RPC exemplifies all three, but it is in the sustainability space that the new facility really shines.

"Sustainability is a guiding principle at the RPC," says Håkansson. "The facility operates with strict resource efficiency targets - from energy and water use to waste management. We've implemented responsible disposal systems, environmentally friendly paints and fluids, and we source certain materials locally to reduce transport emissions."

By assembling vehicles locally, Scania is also reducing transport-related emissions and shortening lead times. This not only improves environmental performance but also enhances responsiveness to market shifts and regulatory requirements.

"The RPC is a direct embodiment of Scania's brand promise," adds Bergvall. "This investment is not just about

infrastructure - it's a strategic reinforcement of everything our brand stands for."

Meeting local challenges with local solutions

Southern Africa presents both significant opportunities and complex logistical challenges. Long lead times due to global supply chains and inconsistent vehicle availability are common pain points in the region. The RPC was conceived as a direct response.

"One of the main challenges is vehicle availability and long lead times due to global supply chain dependencies," says Håkansson. "The RPC was designed to address these pain points directly - bringing production closer to the market, enhancing flexibility, and ultimately improving service to our customers."

This proximity to market enables shorter delivery timelines, greater product availability, and improved alignment with customer-specific requirements. Scania now has tighter control over production timelines and better visibility into inventory management - two critical factors for high-pressure logistics environments.

Strengthening the regional network

More than just a standalone facility, the RPC serves as a cornerstone in Scania's broader

operational framework across Southern Africa. By improving local assembly, the company is enhancing inventory stability, parts availability, and the overall efficiency of its dealer and service network.

"The RPC acts as a backbone for our entire regional network," explains Bergvall. "It enables more stable inventory levels, faster vehicle rollouts, and more consistent parts availability. That stability cascades through our dealer and service network, enabling better planning, responsiveness, and uptime for our customers."

Håkansson adds: "Customers will see quicker vehicle availability, reduced turnaround times on custom orders, and a more stable supply of parts. These improvements reduce operational risk and improve fleet utilisation, which is especially important in the Southern African transport sector."

Built for what's next

Looking to the future, the RPC gives Scania the infrastructure and scalability to continue innovating. As alternative drivetrains and advanced digital systems gain traction, Scania is well positioned to lead the transition.

"We've built in capabilities for scalable future upgrades - whether that's new driveline technologies or enhanced automation," says Håkansson. "We are also focusing on digitisation with an increased focus on our TACT system, which will be used to manage deviations, quality checks, and more."

Bergvall sees the RPC as "a foundational asset for our next chapter" - one that will empower Scania to continue shaping industry standards, driving sustainability, and delivering customer-focused solutions.

The road ahead

Scania's long-term vision for Southern Africa is clear: deepen commitment, innovate with purpose, and create real value for customers and communities.

"Our focus remains on deepening our commitment to Southern Africa - through customer-centric innovation, service excellence, and strategic investment," says Bergvall. "We're exploring opportunities to expand our training and skills development initiatives, further localise our supply chain, and continue advocating for policy frameworks that support cleaner, safer, and more efficient transport."

As Scania Southern Africa celebrates three decades of presence in the region, the opening of the RPC marks not the end of a journey, but the beginning of a bold new phase - one where local solutions meet global standards, and sustainable transport becomes a shared reality. 🌱



NFA

NATIONAL FLEET ASSIST

NATIONWIDE & CROSS BORDER SERVICES

Mechanical
Services



Towing &
Recovery

Locksmiths



Weighbridge
Services

Air



Tarp Repairs

Tyres



Auto - Electrical
Services

Security



Call Centre

Driver Loans &
Accommodation



Fleet Maintenance
& COF's

Mobile Welding
& Engineering



Emergency
Tollgate Funding



Windscreen Repairs
& replacement

24 Hours
7day: Week

023 342 3600

info@nfaonline.co.za
www.nfaonline.co.za

ONE CALL...
ENDLESS SOLUTIONS

Follow us on:





BILLY TOM ON LEADING THROUGH TRANSITION AND TURBULENCE

Capital Equipment News' Juanita Pienaar sat down with Billy Tom, President of ISUZU Motors South Africa and president of naamsa, the automotive business council to discuss leadership in a rapidly evolving automotive landscape, the sector's challenges and opportunities, and the importance of collaboration for the future of mobility in Africa.

Visionary leadership in a shifting landscape

In an automotive industry gripped by transformation - from internal combustion to new energy vehicles, from global uncertainty to local power grid instability - Billy Tom, President of ISUZU Motors SA and president of naamsa, stands out as a pragmatic yet visionary leader. His approach to leadership is grounded in foresight and humility.

"As a leader, one must have the ability to have foresight. My definition is always: 'my eyesight must be better than that of those I lead,'" says Tom. "You must anticipate what is coming and mitigate for that. The industry is chaotic, and one must be able to decipher all the noise for the people."

That foresight is crucial as South Africa's automotive sector navigates monumental change. The country, once without legislation to guide the shift toward new energy vehicles (NEVs), is now seeing significant developments. "The minister has made announcements on the support for new energy vehicles. Ours now is to look at how we

support industry through the changes," he explains.

Challenges and opportunities on the road ahead

Despite an industry legacy stretching over a century, Tom notes that the sector is at an inflection point. "The industry is facing a challenge of transition - turning 100 last year - it's an old industry, now facing an interesting next ten years," he says, referring to the rise of Alternative energy mobility.

However, South Africa's unique context



poses additional hurdles. "We're dealing with our own challenges like load shedding. ISUZU spent R40-million on generators. It was costly, but I still think there's an opportunity to grow, especially in Africa."

That growth potential lies not just in exports but in intra-African trade and industrial localisation. "Eighty-five percent of what we export is outside Africa," Tom says. "There's an opportunity to source more from within Africa. The African Free Trade Agreement is a positive development for us."

The double role

Tom's dual roles as head of ISUZU and president of naamsa demand a delicate balancing act. "ISUZU is my primary role. As young as the OEM is, we are navigating being born from a disinvestment. The people growing this organisation are very ambitious, and we work hard to anchor it in the African continent."

At naamsa, he wears a different hat. "I must ask myself: am I taking the industry forward or backward? naamsa is good at

QUICK TAKE



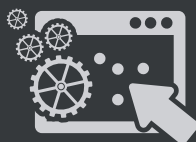
Naamsa's advocacy role is central to shaping policy and ensuring the growth of local manufacturing.



Localisation not only supports the economy but also advances sustainability.



The collaboration with government is key. What has grown our industry is the government creating the right environment 30 years ago.



Isuzu currently manufactures 0,6% of global production locally, and wants to get to 1%.

taking care of the industry. As colleagues, we look at the bigger picture and come together for industry, not our personal interests."

naamsa's advocacy role is central to shaping policy and ensuring the growth of local manufacturing. "We currently manufacture 0,6% of global production, and we want to get to 1%. The only way we can do that is by having a healthy industry."

Grounded leadership principles

Tom's leadership philosophy is shaped by his background and a deep sense of responsibility to the people he serves. "Coming from humble beginnings, my view is always to make a difference where I work. In South Africa, with

unemployment and poverty, one must ask: what kind of difference are we making in the community?"

He believes in servant leadership. "If you look at the triangle of leadership with people at the bottom and leaders at the top, I like to turn it upside down. Leaders should serve their people. The effort should always be to support the people to keep the team going."

Strengthening the foundation through localisation and after-sales service

For Tom, building resilience means investing in local ecosystems. "Our role is to bulletproof our organisations for future challenges. COVID showed us what a turbulent world we live in. Shipping prices



As a leader, one must have the ability to have foresight. My definition is always: 'my eyesight must be better than that of those I lead'.

Billy Tom, President of ISUZU Motors South Africa and president of naamsa.

TALKING POINT



increased by 364%. That tells us we must invest in localisation.”

Localisation not only supports the economy but also advances sustainability. “From an ESG (environment, sustainability and governance) perspective, we minimise our carbon footprint. More than that, local economies will grow if we invest in them.”

Equally critical is ISUZU’s aftersales service. “Our sale starts with aftersales. The service room needs to be strong because uptime is crucial - this is someone’s business. Downtime should be limited.”

Transitioning without leaving anyone behind

Tom believes that the shift to electric mobility must be inclusive. “It’s not either-or. Consumers must have the opportunity to make choices. Some may move from ICE

(internal combustion engine) to battery, others to hybrid or gas. At ISUZU, we believe we shouldn’t leave any customer behind, we will move with our customers.”

He sees the role of industry and government as intertwined. “The collaboration with government is key. What has grown our industry is the government creating the right environment 30 years ago. That’s what brought over a trillion rand in exports. It’s a partnership.”

A legacy built for the future

With over 60 years of presence in South Africa, ISUZU is no stranger to the continent. “Our product is business-focused. We are a truck company selling LCVs (light commercial vehicles). Our ambition is to become the ISUZU anchor on the continent and play a bigger role.”

That ambition is evident in product strategy. “We tailor-make for the African environment. We have a strong and focused engineering department, and we spend millions ensuring we engineer something suitable for our conditions.”

A message for emerging leaders

Tom’s advice to the next generation of leaders is simple yet powerful. “You must have influence at the level you’re in. Be confident enough to influence those around you, and as you grow, your confidence will too.”

Above all, he emphasises trust and respect. “When people know you trust them, they work better and trust you back. I joined ISUZU during COVID, and we had to trust each other. That was one of my greatest leadership lessons.”

And the single most important trait in today’s industry? “Understand the details of your business - be very granular. The strategic stuff is great, but the operational stuff keeps things going. Understand the cost and profit drivers. You must know which buttons to press. Strategy is what you have for breakfast, the rest of the day is execution (GTD – Getting Things Done).”

Billy Tom’s leadership is a fusion of vision, resilience, and empathy. As the automotive sector braces for the future, voices like his provide the clarity and resolve needed to not just survive the transition but to thrive in it. 🌟

LOADRITE®

L5000

The Right
Customer

The Right
Product

The Right
Amount



Think loading... Think **Loadrite.**

VISIT OUR WEBSITE:

www.loadtech.co.za

EMAIL US ON:

sales@loadtech.co.za

Call us on

+27 12 661 0830

LOADTECH

LOAD CELLS



HOW EAZI ACCESS ELEVATES WORK-AT-HEIGHT STANDARDS

Juanita Pienaar spoke with Karl Thorington, Chief Business Development Officer at Eazi Access, to learn more about how the company continues to lead the industry in safety, training, and innovation in work-at-height and material handling solutions.



Our entrepreneurial approach to customer service and smart investment has underpinned the growth of Eazi Access.

Karl Thorington, Chief Business Development Officer at Eazi Access.

A culture of commitment

Established over two decades ago, Eazi Access has carved out a reputation as one of Africa's most trusted providers of work-at-height and material-handling solutions. From its humble beginnings to now boasting the continent's most extensive and diverse fleet, Eazi Access has grown by staying attuned to customer needs and continuously innovating.

"Our entrepreneurial approach to customer service and smart investment has underpinned the growth of Eazi Access. Sensing the customer's business needs and developing market-leading solutions drives our execution planning," explains Thorington.

This customer-first mindset has been foundational in the company's ascent to leadership in the sector. Whether it's a boom lift on a construction site or a scissor lift inside a warehouse, Eazi Access is trusted to deliver safe, efficient solutions that meet the complex requirements of diverse industries.

Safety is the standard

At the heart of Eazi Access's ethos is an unwavering commitment to safety. "Safety is our core value and a golden thread running through our business," says Thorington. "Our customers rely on us, as their solutions partner, to provide safe solutions to meet their needs."

This commitment begins at product selection and extends to every facet of the operation - from training and inspections to leadership and communication. The company offers a wide range of Mobile Elevated Work Platforms (MEWPs), with advanced safety features such as:

- Anti-crush safety bars
- Impact and load sensors
- Virtual safety cages
- Telematics
- Onboard cameras

These features are essential, but as Thorington points out, "It's our safety programmes and approach to safety that makes all these features perform optimally." Eazi Access ensures that machines are matched with the right attachments and operated by trained personnel familiar with the site's unique conditions and challenges.

Training that transforms

Understanding that a machine is only as safe as the person operating it, Eazi Access has heavily invested in skills development through its training division, Uplift Quality Solutions. This accredited division delivers certified training programmes for MEWPs, telescopic boom



handlers, forklifts, cranes, and more.

"The most important part of our training programme is to ensure that it's accredited with the correct SETA and validated by industry bodies like the Institute for Work at Height (IWH)," says Thorington. "We are also members of the International Powered Access Federation (IPAF), which promotes the safe and effective use of powered access equipment worldwide."

Training is delivered by accredited instructors with strict standards in place to ensure competency. All operators are required to present valid licences, and regular renewals are encouraged. "Operator safety and site safety is non-negotiable," he adds.

Eazi Access goes even further by offering trained operators to customers who prefer outsourcing this function. This provides flexibility while maintaining compliance and safety at every turn.

The right equipment for the job

One of the company's key differentiators is its rigorous approach to equipment recommendations. Eazi Access doesn't take a one-size-fits-all approach. "It is important we get on the ground and walk the sites with our customers to propose the right equipment for the right application," explains Thorington.



Eazi Access has carved out a reputation as one of Africa's most trusted providers of work-at-height and material-handling solutions.



This customer-first mindset has been foundational in the company's ascent to leadership in the sector.



Eazi Access's partnerships with OEMs like JLG and Linde Material Handling have allowed it to stay at the cutting edge of safety and productivity innovations.



Fleet management tools like ClearSky are also helping Eazi Access to monitor machine usage, schedule preventative maintenance, and ensure uptime for customers.

TAKE

QUICK



The drive towards electric has become apparent within the Access Platforms range. We've started to see a pick-up in the electric range," notes Thorington. "JLG's Da Vinci range is a great example - fully electric and with no hydraulics, it reduces the risk of fluid spills and contamination."

This hands-on approach ensures that customers get the most out of their investment, whether they're renting or buying. The fleet includes everything from high-reach boom lifts (up to 58,56 metres) to compact scissor lifts ideal for narrow warehouse aisles.

Each recommendation is made after a full site assessment, which considers terrain, height, project scope, and safety requirements. "Our teams are trained and equipped to scope work sites and understand which of our product range will suit the application best."

Innovation in action

Eazi Access's partnerships with OEMs like JLG and Linde Material Handling have allowed it to stay at the cutting edge of safety and productivity innovations. "These brands are synonymous with class-leading innovation and technology. Our long-standing association has educated us on what's needed to supply and service safe and reliable products in the market."

One standout innovation is JLG's Skysense, a technology that detects overhead obstructions and warns operators in real time, allowing the m to adjust safely. Other ad-

vancements include virtual safety cages, increased basket capacity, and attachments that allow for safer tool handling at height.

Looking ahead, the company sees further opportunities in hybrid and electric technologies. "The drive towards electric has become apparent within the Access Platforms range. We've started to see a pick-up in the electric range," notes Thorington. "JLG's Da Vinci range is a great example - fully electric and with no hydraulics, it reduces the risk of fluid spills and contamination."

Fleet management tools like ClearSky are also helping Eazi Access to monitor machine usage, schedule preventative maintenance, and ensure uptime for customers.

Cross-industry versatility

MEWPs are now a staple across multiple sectors, including mining, construction, warehousing, and renewable energy. "Mining and renewable energy have really embraced this technology recently," shares Thorington. "Construction remains our core user base, especially on warehouse and large-scale builds."

The benefits are clear - faster project completion, reduced worker fatigue, and enhanced safety. "MEWPs support our construction customers in meeting deadlines, and in mining, they're part of a managed solution that reduces fleet maintenance risks."

Even unique challenges don't faze Eazi Access. One notable case involved a diesel scissor lift used in an extreme heat furnace application. "We had to insulate the machine from the heat using several OEM-approved techniques. It ensured the unit didn't break down under harsh conditions."

Looking forward

Eazi Access's sights are firmly set on the future. The company is expanding its fleet with new brands like Manitou and Dingli, offering cost-effective solutions for varied applications. Service excellence is a key focus, with after-sales support and a newly launched Repair and Service Centre helping customers extend the life of their assets.

While rental for work-at-height equipment is not yet widespread or regulated in many African countries, Eazi Access is helping raise the standard. "We always apply an Eazi Access benchmark approach in all our operations and markets," says Thorington.

In an industry where the smallest lapse can lead to serious consequences, Eazi Access stands tall - literally and figuratively - delivering safety, service, and smart solutions to every height. 🌟

EQUIPMENT **ROLLERS** SIT ON

CC1200 Drum Width

For Sand/Gravel/Subbase/Base Asphalt

- Maneuverability and Efficiency
- Cost-Effectiveness and Productivity
- Ease of Transport and Comfort
- Precision and Compaction Power
- Versatility
- Advanced Features

***Pedestrian rollers also available**

PORTABLE **AIR** & **ENERGY** SOLUTIONS

Mindfully Eco-Conscious, Actively Reducing Our Carbon Footprint

WWW.ATLASPLANTHIRE.CO.ZA





THE IMPORTANCE OF MAINTENANCE IN THE BUDGET

As asset management specialists, Pragma is cautiously optimistic following the recent budget speech delivered by our finance minister who allocated more than R1-trillion for public infrastructure. Maintaining infrastructure spending levels – particularly for energy, water, rail, and ports – signals a positive commitment to economic growth stimulation, but only if the critical issues around asset maintenance, skills retention, and regulatory environments are properly addressed. By *Stephan Kornelius*, business lead: Pragma Professional Services.

The fact that infrastructure and energy spending weren't cut, while other areas like social grants saw reductions, demonstrates that the government is serious about using infrastructure as an economic catalyst.

The budget's immediate focus on power transmission infrastructure is welcome, but these are long-term, expensive assets with 40 to 50-year lifespans. Without proper maintenance planning, we risk repeating past mistakes if infrastructure investment is not viewed holistically across the entire asset lifecycle.

Too often, we've seen substantial funds allocated through mechanisms like the Municipal Infrastructure Grant only for those assets that require complete rebuilding within five years due to poor maintenance. This pattern represents an inefficient use of already limited resources.

Government needs to make long-term maintenance capability a prerequisite for infrastructure funding. Before approving projects, the Treasury should require

comprehensive maintenance plans and dedicated operational capacity to ensure infrastructure achieves its full economic lifespan. This approach would dramatically improve the return on investment for these critical assets.

The shortage of relevant technical skills has affected our infrastructure challenges. The good news is that the private sector has the technical expertise to maintain and construct these assets. In addition, there's a substantial willingness in the private sector to partner with the government on infrastructure projects, provided appropriate control mechanisms are established. Public-private partnerships that leverage private sector capabilities while ensuring proper governance could significantly enhance infrastructure development and maintenance outcomes.

While the budget appears investor-friendly by not increasing corporate tax rates, regulations surrounding the budget are equally important for business confidence and investment. The regulatory



Stephan Kornelius business lead, Pragma Professional Services.

environment often determines whether businesses thrive, not tax rates alone.

The current regulatory complexity often creates unnecessary obstacles for companies eager to contribute to national development. As a fundamental principle, the government should set clear rules, apply them transparently, and then allow private industry to operate efficiently.

Funding mechanisms

The Minister's mention of new debt instruments like energy and infrastructure bonds is noteworthy. These financing

vehicles could attract significant investment from sovereign funds and institutional investors, potentially easing the government's debt burden.

Investors in such instruments will have specific expectations regarding governance and asset management and will need assurances that we are responsible spenders with the capacity to properly maintain infrastructure assets if we are to attract this level of investment. Without such confidence, financing costs will become prohibitively expensive.

The budget's prioritisation of infrastructure spending is commendable, and we are optimistic that if the government can create a transparent contracting environment, ensure proper maintenance planning, and reform regulations to facilitate skills development and remove obstacles, the budget could result in significant economic benefits.

Pragma, along with others in the private sector, is keen to partner with the government to ensure that South Africa's infrastructure investments can finally deliver the sustained economic growth and job creation our country desperately needs.

About Pragma

Pragma is a global leader in enterprise asset management focused on making assets safer to use, longer lasting and more efficient. Pragma empowers businesses across industries to gain a competitive edge and deliver greater value. It harnesses cutting-edge technology, advanced engineering skills, and empirical evidence to enable the optimal management of clients' assets, maintenance staff, and related resources.

The On Key enterprise asset management product suite is at the core of its offering. Trusted by leading multinational companies, this innovative platform accelerates turnaround times, eliminates human error, streamlines contractor management, and stores critical data for informed decision-making. On Key is recognised as one of the top 14 enterprise asset management systems on the Verdantix Green Quadrant.

Shumani expects to play a significant role in SA's infrastructure development

The transport and logistics sector will see a much needed injection of R402-billion to help kickstart South Africa's lacklustre economy. This was announced by Finance Minister Enoch Godongwana in his budget speech on 12 March. The investment forms part of a larger R1-trillion public infrastructure spending plan.

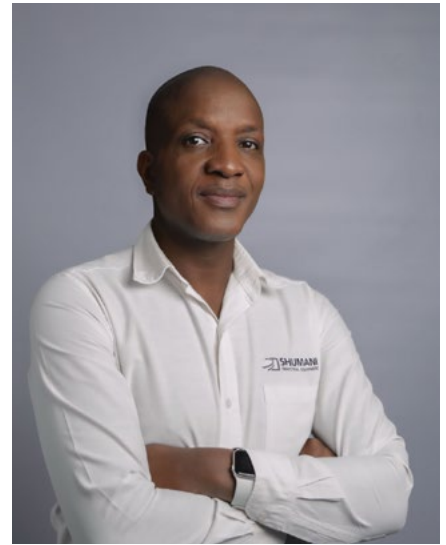
"We believe we can play a significant role in the country's infrastructure development," comments Victor Nemukula, MD of Shumani Industrial Equipment, the largest black-owned and managed industrial equipment supplier in South Africa. "After two years of little investment in the market from both public and private sector players, we are starting to see economic recovery which bode well for the industry."

The company has been operating in the industrial and construction equipment

space for over a decade and has accumulated much experience as a result. It also has the largest fleet of port handling equipment available for rental on either a short- or long-term basis. It is a dealer and the only importer with its own forklift and warehouse branded equipment, Bheka Forklift.

As an importer of affordable industrial and construction equipment, Shumani is able to leverage price competitiveness and efficiency to ensure projects are completed within budget. "We are a mature, large business that can carry some of these project on our own balance sheet," says Nemukula. As a member of the Bud Group, it has access to technical expertise and financial resources to supply complex equipment.

Shumani has over 100 technicians, some based at customer sites. It offers 24/7/365 aftermarket support, including a two-hour response time to any breakdown and the capability to achieve up to 98% uptime on customers' fleets. "We have



Victor Nemukula, MD of Shumani Industrial Equipment.

a highly trained and dedicated team of people who go beyond the call of duty to offer world-class service to our customers," adds Nemukula. 🌐

Solid partnership driving local crushing and screening market

This year Powerscreen celebrates three decades as the single most dominant force in crushing and screening in all industries across the country.

The manufacturer's longstanding relationship with its sole distributor, ELB Equipment, has been the driving force behind Powerscreen's dominance and established itself as a market leader with an estimated 50% to 60% market share in Southern Africa. It has an unmatched range of mobile crushing and screening solutions.

Powerscreen remains the top-selling brand of mobile crushing, screening and conveyors in the country. Its products are a mainstay of the local mining and construction industries with ever-growing applications in recycling, agriculture and other industries.

Wakefield Harding, divisional director at ELB Equipment and Heath Dickson, mining product application manager, say the machines are the ideal match for local operations combining worldclass productivity with rugged and durable equipment that is tough enough for harsh African conditions.

In addition, they attribute the success to ELB Equipment expertise with years of experience, deep product knowledge and a team driven by application-focused solutions. "With Powerscreen approaching its 60th anniversary and ELB



ELB Equipment's Heath Dickson and Wakefield Harding.

Equipment celebrating 30 years as the Southern African agent, it is a significant milestone," says Wakefield.

Recent additions to the Powerscreen line include the Chieftain 1700X triple-deck incline screen and the Premiertrak 450 jaw crusher which demonstrates Powerscreen's commitment to staying ahead of the game and evolving to meet changing market demands. For instance, the Premiertrak 450 offers a massive jump in crushing capabilities, handling up to

500 Newton-metre crushing strength. The Chieftain 1700X also raises the bar with the unique patented four bearing double or triple deck screenbox and its ability to reverse the direction of the screenbox for difficult screening applications

With decades of application experience in the screening and crushing market, Heath says that throughout the years it has been service excellence that remains a cornerstone of ELB Equipment's offering. 🌐

Masslift Africa achieves Level 1 B-BBEE status for second consecutive year

Masslift Africa is proud to announce its achievement of Level 1 Broad-Based Black Economic Empowerment (B-BBEE) status for the second consecutive year. This remarkable accomplishment underscores Masslift's unwavering commitment to transformation and dedication to contributing to a more equitable South African economy.

Masslift's exceptional performance across all B-BBEE pillars, including ownership, skills development, enterprise development, and socio-economic development, has resulted in a B-BBEE recognition level of 135%, which is doubled because Masslift is more than 51% black-owned. With 58% direct black shareholding and over 20% black female shareholding, Masslift Africa is actively

contributing to a more inclusive and representative business landscape.

Many industries with technical employees, including material handling, are experiencing a lack of available new hires to replace those nearing retirement or the current technical skills exodus. As a MERSETA-accredited training facility, Masslift recognises the critical role that skills development plays in driving sustainable economic growth and empowering historically disadvantaged communities.

Masslift is intentional in its training and upskilling programs to ensure that more technicians qualify, and the MerSETA accreditation assists in reaching the goal sustainably. The workplace accreditation has resulted in five apprentices obtaining their qualifications through Masslift's interventions. Three apprentices qualified as diesel mechanics and another two qualified as auto-electrical mechanics in the past 24 months.

"My professional career with Masslift



started in 2016 as a cleaner. The highlight of my career was when I was given the chance to uplift myself in 2021 when I joined the apprenticeship program. Although the journey was not easy, the workshop team encouraged and supported me in achieving my goal of becoming a qualified technician. In my new journey as a technician, I look forward to more exposure in the technical field, personal and professional growth as well striving to be the best in the field. I'm grateful to Masslift for the opportunities given," says Thapelo Modise, a newly qualified technician. 🌟

Volvo and Putzmeister showcase unique concrete pump truck

Volvo Trucks and Putzmeister have revealed one of the world's largest battery-electric concrete pump trucks at the Bauma exhibition in Munich, Germany. The zero-exhaust emission battery-electric concrete pump with a reach of 42 metres, will be delivered to the Swedish construction company Swerock.

The electrification of the construction industry is progressing and Volvo Trucks is a leading supplier of electric trucks. Now the company has, together with Putzmeister, and after a request from long-time partner Swerock, developed an all-new battery-electric truck-mounted concrete pump. Thereby, Volvo Trucks can demonstrate a fully electric alternative for pumping concrete to construction customers.

Using the traditional solution for pumping concrete, a diesel truck needs to be in operation during the pumping, causing exhaust emissions and noise. With the all-electric pump truck, it's possible to drive up to 50 kilometres and then pump approximately 50 m³ of concrete without any need for charging. For longer distances, or for larger quantities of concrete, a Combined Charging System (CCS2) charging solution with 63 or 32 A can be installed at the site, and it's possible to keep pumping the concrete while the truck is being recharged.

With the new battery-electric pump truck, Volvo Trucks can offer construction customers a completely electric alternative for the handling of concrete – transporting, mixing and pumping.

Volvo started series production of electric trucks in 2019, while the company's product portfolio enables decarbonisation of the entire flow within construction transport including transport trucks, cement mixers, concrete pumps, tippers, cranes and hook lifts. Volvo is a global leader in the battery-electric truck segment

with a share of sales of battery-electric trucks of around 50% in Europe, a leading position in North America and deliveries of more than 4 900 electric trucks around the world, many to customers in the construction industry. 🌟



PLANT
PARTS
RENTAL

AFRICA'S LEADING EARTHMOVING EQUIPMENT & PARTS DEALER



no. 1 for
backup & service
in Africa



PARTS

- ✓ We stripped over 3000 CAT machines for parts
- ✓ Field services, repair and maintenance
- ✓ Service exchange units available
- ✓ Fully equipped workshop and field service



RENTAL

- ✓ Our machines are always of the highest quality
- ✓ We provide dedicated backup and support
- ✓ We ensure maximum variety of equipment
- ✓ Our clients enjoy the reassurance of availability

PLANT





BLC Plant purchases earthmoving equipment for stock, rebuilds it as required in the fully equipped on-site workshops and then sells it to users in various industries. We focus on delivering products which meet customer specifications, offer buyers a viable alternative to new equipment and provide excellent after sales service and support.

Contact us today Tel: +27 (0)11 555 2000 Email: info@bclplant.com Website: www.bclplant.com



LITHIUM-ION BATTERIES GAIN MASSIVE TRACTION IN SA

The uptake of lithium-ion batteries within South Africa's material handling and industrial equipment industry has, in some instances, outpaced that of other African and European countries, according to Duan Tredoux, National Operations Manager of Industrial Power, a division of CFAO Equipment.

South Africa made a rapid transition to lithium-ion batteries, commencing in 2019 and 2020. During the Covid-19 pandemic, at a time when businesses were cautious with their acquisitions, there was still strong demand for lithium-ion batteries.

Tredoux highlights that while the lithium-ion to lead-acid battery ratio may fluctuate slightly year on year, lithium-ion has undoubtedly become the preferred battery choice for most industries. "In 2023 and 2024, we saw a 95% uptake

of lithium-ion compared to just 5% for lead-acid. We expect a similar trend this year as the advantages of lithium-ion batteries, particularly their sustainability benefits, make them an attractive choice for local businesses."

"One key advantage is that lithium-ion batteries can be 'opportunity charged.' This means they can be charged as soon as there is power, without risk of damage should the power cut again. Lead-acid batteries, on the other hand, require at least eight hours of uninterrupted charging. A power loss will result in the entire process commencing again."

Another major factor driving lithium-ion adoption is the pressure from global corporations to adopt greener practices. Lithium-ion batteries have a significantly lower carbon footprint compared to their lead-acid counterparts.

Lithium-ion batteries are more energy-efficient. In late 2024, Industrial Power introduced eco-chargers with a



five-year factory warranty offering 95% energy efficiency, surpassing the industry standard of 90% efficiency.

Lithium-ion batteries don't require a dedicated battery bay for charging, unlike lead-acid batteries. Since the batteries don't need to be removed from equipment during charging and don't emit harmful chemicals or gases, they can be safely charged anywhere in a distribution centre (DC), provided there are charging points available. 🌱

Caterpillar executive moves

After eight years as CEO and nearly 45 years of service, Caterpillar Inc. (NYSE: CAT) Chairman and CEO D. James Umpleby III will become Executive Chairman of the Board effective 1 May. Chief Operating Officer

(COO) Joseph E. Creed, a 28-year Caterpillar veteran, will succeed him as CEO and join the Board of Directors 1 May.

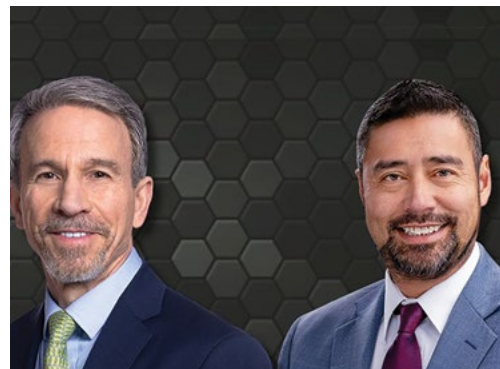
After assuming the role of CEO on 1 January 2017, Umpleby led the development and execution of a new strategy for long-term profitable growth, creating significant shareholder value. In 2024, Caterpillar achieved record full-year adjusted profit per share, which increased more than sixfold during Umpleby's tenure as CEO.

Caterpillar Chairman and CEO Jim Umpleby will become Executive Chairman of the Board effective 1 May. COO Joe Creed will succeed him as CEO.

Creed joined Caterpillar in 1997 and has held numerous positions of increasing responsibility across multiple divisions of Caterpillar.

"For 100 years, our incredible people have been the foundation of Caterpillar's success," said Creed. "I'm proud to work alongside our talented Caterpillar employees and dealers as we continue to support customers across our diverse businesses, from disaster recovery and building the world's infrastructure to delivering critical minerals and reliable energy. I look forward to leading this amazing team as we build upon Caterpillar's legacy of excellence."

Debra L. Reed-Klages, who has served as a Director since June 2015, will remain on the Board as independent Presiding Director, a position she has held since June 2022. 🌱



TEST BEFORE ENTRY
to ensure safer working environments

LION ALCONTROL® SMART CONNECT UNMANNED BREATHALYSER

Can be used as a simple voluntary test breathalyser or fitted to an entrance controlled gate or door to test persons before entering a site

ALCOBLOW® RAPID TEST CONTACT-FREE BREATHALYSER

The strongest and fastest breath alcohol tester on the market. Ensures accurate results within seconds.

SOTOXA™ MOBILE TEST SYSTEM

- ✓ Easy to use - just 3 steps
- ✓ Rapid oral fluid collection
- ✓ Tests for recent cannabis use
- ✓ Compact, portable & lightweight

trust the alcohol & drug testing specialists

High speed testers for testing high volumes of people at site entrance/exit points & portable instruments for use at remote sites providing immediate printed evidence

Find out why over 5000 businesses trust our products & expert support & service

Call +27 12 343 8114 or visit www.alcosafe.co.za for more information

#1 FOR 12 YEARS IN MEDIUM AND HEAVY COMMERCIAL VEHICLES BECAUSE OF YOU



www.isuzu.co.za



ISUZU
With you, for the long run



I let
MY SANY
DO THE
**HEAVY
LIFTING.**

QUALITY CHANGES THE WORLD



SANY
SOUTH AFRICA

Sany Southern Africa (Pty) Ltd

Tel: 011 918 0318

enquiries@sanyouthafrica.com

www.sanyouthafrica.com

FOLLOW US ON



GAUTENG



2 Saligna St, Witfield, Boksburg, 1459

DURBAN



2 Hillclimb Rd, Pinetown, 3608

RUSTENBURG



20A Mangaan street, Ziniaville, 2999

RICHARDS BAY



Unit 4, Elephant Park, 62 Ceramic Curve, Alton

MIDDELBURG



1 Celsuis St, Industria, Middelburg, 1050

KIMBERLEY



36 Landbou Rd, South Ridge, 8300