

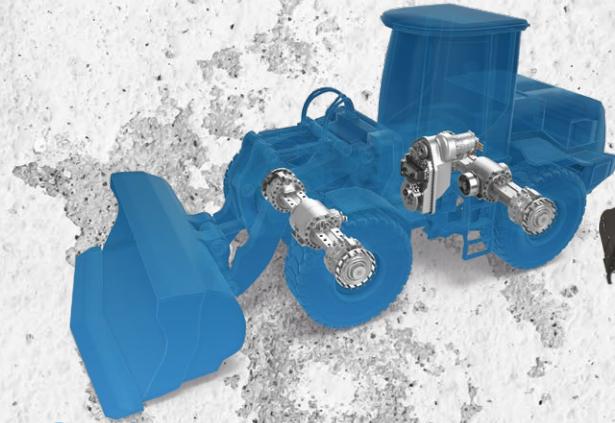
CAPITAL EQUIPMENT NEWS

For informed decision-making
DECEMBER 2025 - JANUARY 2026



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CAPEX OUTLOOK: 2026: Capex Outlook 2026: stability returns, but selectivity rules

AFTERMARKET SUPPORT: ZF Aftermarket rolls out new repair kits for Asian transmissions

BACKHOE LOADERS: Inside John Deere's New P-Tier backhoe loaders

A lot can change in 6 years our warranty promise won't

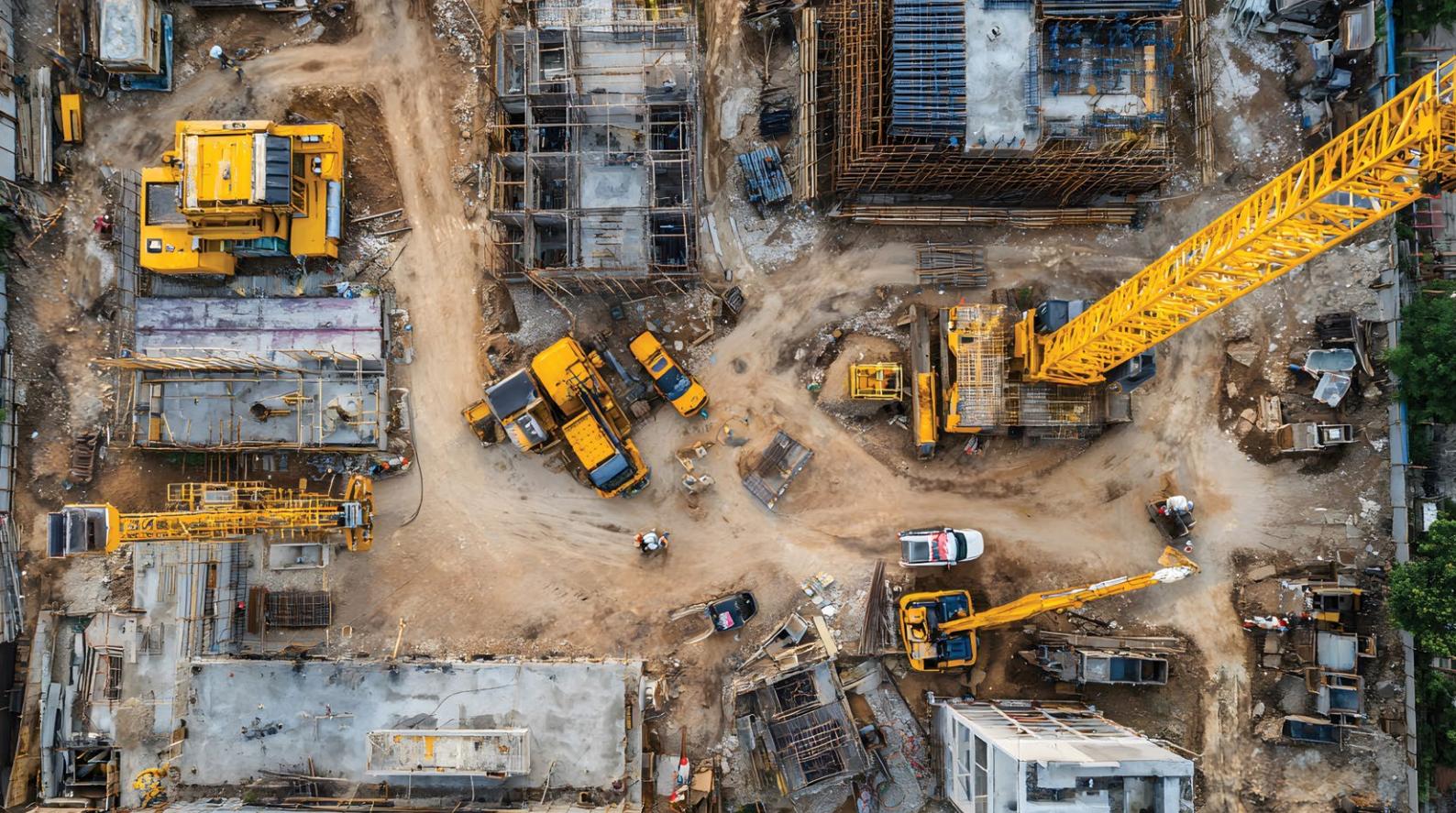


6 years of change and our warranty protects your investment

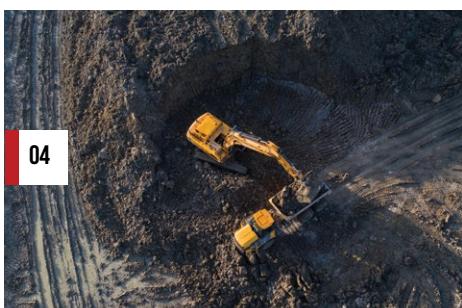
A lot can change in 6 years. Our 6-year drivetrain warranty promise protects your investment against the test of time. Built to keep your business moving, supporting uptime, growth and daily operations, all the way. Ts and Cs apply.



HINO ALL THE WAY



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HOW DONALD TRUMP'S ECONOMIC DECISIONS ARE RESHAPING CAPEX IN SOUTH AFRICA



When U.S. policy shifts, the ripple effects are global. Since early 2025 the Trump administration's embrace of tariffs and a more protectionist trade stance - together with a broader recalibration of U.S. industrial and energy policy - has added fresh uncertainty to commodity markets, financing conditions and global supply chains. Those changes are now being felt in boardrooms and project pipelines across South Africa's capital-intensive sectors - mining, construction, transport, and freight & logistics.

Tariffs and trade frictions tend to depress global growth expectations and commodity demand. Analysts warned late in 2024 and through 2025 that higher U.S. tariffs would put downward pressure on bulk commodity prices - iron ore, crude oil and LNG among them - which in turn squeezes mining revenues and weakens the case for new

project spending. For South African miners, whose capex decisions hinge on medium-term price forecasts, that means deferred or scaled-back investments in expansion projects, mechanisation and energy-intensive upgrades.

Protectionist policy increases geopolitical and trade risk premiums. That raises the cost of capital for projects in emerging markets. Even when local fundamentals are sound, foreign investors and lenders demand higher returns or tighter conditions - translating into delayed sanctioning of brownfield expansions and new greenfield projects. South Africa's mining sector, already contending with power insecurity and regulatory hurdles, has become more sensitive to global financing spreads; PwC's sector reporting shows companies focusing capex on productivity and energy-security rather than aggressive growth.

Trump-era tariffs and policy signals have encouraged some reshoring and regional supplier diversification. For South African construction and heavy-equipment suppliers this is a mixed bag. On one hand, a reconfiguration of global supply chains can create opportunities. On the other hand, higher import costs for critical equipment and steel (where U.S. tariff actions in 2025 affected global flows) lift input prices and squeeze contractor margins, nudging firms to postpone capex on new fleets, plant and large civil projects.

Logistics capex is being shaped by two

countervailing forces. Increased trade uncertainty softens volumes and can reduce immediate investment appetite for port expansions and private terminal projects. Yet, strategic responses are accelerating targeted spending to shore up resilience. A recent €300-million loan to Transnet to rehabilitate rail and modernise ports underscores how external financing and conditional support are filling gaps and nudging capex toward rail-modal upgrades and greener energy solutions.

On the ground, the pattern is not uniform. The Minerals Council and national data show declining mining GDP and cautious capex planning in 2025, but companies are selectively spending on projects that improve resilience - renewable energy, water security, mechanisation and maintenance - rather than speculative expansion. Transport and logistics players are likewise prioritising asset renewal and digital tracking, while large civil contractors hold back on new capacity until demand visibility improves.

In short: Donald Trump's economic decisions have not directly targeted South Africa, but through tariffs, trade uncertainty and global risk repricing they have altered the incentives and timelines that determine capital expenditure in mining, construction, transport and logistics - prompting firms to pause big bets and concentrate on resilience, productivity and targeted infrastructure that keeps goods moving even in a more volatile world. ☀

**Wilhelm du Plessis -
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Everything You Need – In One Box

When every minute matters, you need a service solution that's ready when you are: ZF transmission kits.

When your equipment is down, your business is on hold. That's why ZF off-highway transmission kits – engineered for Asian-manufactured machines – are designed with one purpose: **maximizing uptime.**

Each application-specific kit delivers fast, reliable service with every essential part in one box. Whether it's a clutch kit, steel disc kit, or flex plate kit, every component is carefully curated to eliminate guesswork and get your machines back to work – faster.

No delays hunting for parts. No surprises during reassembly. Just the confidence that comes with ZF quality, total compatibility, and built-in safety.



The 2026 capex market is not defined by a dramatic boom, but by increasingly targeted investment



CAPEX OUTLOOK 2026: STABILITY RETURNS, BUT SELECTIVITY RULES

As 2026 approaches, the capital expenditure environment - both globally and within South Africa - is shifting into a phase defined less by volatility and more by measured opportunity. The dramatic swings of the early 2020s are giving way to steadier macroeconomic conditions, targeted investment, and a growing emphasis on digital transformation and decarbonisation. *Wilhelm du Plessis* reports.

For suppliers, contractors and financiers in the capital equipment ecosystem, the coming year is not a return to the broad-based boom many would like, but rather a landscape where well-positioned players can make meaningful gains.

Global context: a slow and structured expansion

Internationally, the capex cycle is expected to stabilise. Global GDP growth is projected to hover in modest but steady territory, creating an environment where investment decisions are

becoming more strategic than reactionary. Instead of sweeping, economy-wide spending surges, companies are deploying capital in specific areas that offer productivity gains, resilience against supply-chain shocks, or alignment with national industrial policies.

Two sectors clearly stand out. The first is digitalisation, including automation, robotics, predictive analytics and artificial intelligence. Manufacturers across Europe, Asia and North America are continuing to modernise plants to lower unit costs and improve uptime - a trend



cascading into the machinery, material handling and industrial equipment markets.

The second is the energy transition. Governments are pushing to secure energy supply, integrate renewable power, and accelerate transmission and distribution build-outs. This results in strong global demand for transformers, switchgear, power quality solutions, grid-strengthening civil works and electrified industrial equipment.

For South African equipment companies with international partnerships, these trends matter not only because they shape global supply chains, but because they influence what technology is available, what becomes standard in new-generation equipment, and where OEM investment is concentrated.

South Africa's public capex pipeline

Domestically, the South African capex market enters 2026 with a stronger foundation than it had three years ago. Public-sector spending has been inching





upward, particularly in transport, water, sanitation and energy infrastructure. National and municipal investment frameworks published through 2025 have set out clearer pipelines, even if delivery will remain uneven.

For the construction and civils sectors - historically the backbone of heavy equipment demand - this matters enormously. Large water projects, wastewater upgrades, regional road rehabilitation, and grid-capacity improvements are beginning to drive more predictable tendering cycles. Although not all these projects move at the same pace, the direction is upward.

At the same time, private-sector investment remains largely project-driven, especially in logistics, renewable energy, data centres and advanced manufacturing. Mining capex, while stable, is unlikely to surge until commodity markets strengthen. However, replacement cycles for yellow metal equipment continue, supporting steady but not spectacular demand.

The biggest constraint remains financing, both for the projects themselves and for contractors needing access to equipment. This is where suppliers who can offer vendor finance, lease-to-own options or integrated long-term service contracts will distinguish themselves.

Energy and power infrastructure

The strongest prospects in 2026 lie within energy and power infrastructure. While renewable-generation projects will continue, the real momentum is shifting to grid upgrades, substation expansions and industrial connection works. These activities require cranes, lifting equipment, specialised civil plant, transformers, switchgear and a broader

range of electrical and mechanical components. Steady investment in these segments should keep demand firm through the year.

Construction and transport

Construction and transport infrastructure will continue to generate reliable equipment demand. Road rehabilitation programmes, bridge upgrades and municipal infrastructure maintenance are expected to support the use of earthmoving machines, compaction equipment and concrete technologies. Contractors are increasingly turning to rental and hybrid fleet models as a way to control costs and align equipment access more closely with project timelines.

Manufacturing and industrial automation

Manufacturing is expected to deepen its commitment to automation in 2026. More factories are investing in robotics, advanced material-handling systems, tooling, and connected industrial machinery. This market may be smaller than construction, but its growth trajectory is stronger and margins for suppliers tend to be higher due to the technical nature of the equipment and the long-term service relationships it creates.

Mining and minerals processing

Mining is likely to remain cautious, with investment decisions tied closely to commodity prices. Still, replacement capex will continue in haulage, loading, drilling and processing equipment. Digital systems aimed at predictive maintenance, fleet optimisation and energy efficiency represent a notable growth segment as mines aim to reduce operating costs and prolong equipment life.

Shift in buyer behaviour: the era of outcome-based procurement

Procurement behaviour across sectors is evolving quickly. Buyers are focusing increasingly on uptime, lifecycle cost and service performance rather than comparing machines purely on upfront price. This shift means that telematics and digital fleet management capabilities are now expected rather than optional. Predictive maintenance solutions are becoming essential for larger fleets, as operators pursue more certainty around utilisation and avoiding breakdowns. Equipment-as-a-service models, including rental, subscription and bundled support contracts, are gaining traction as they provide predictable costs and reduce capital pressure. Sustainability requirements are also influencing procurement decisions, with low-emission and electrified equipment being favoured on projects governed by green standards.

Several risks could affect capex momentum. Public projects may face delays if budgets are reprioritised, and interest rate fluctuations will continue to influence contractors' access to financing. Global supply-chain shifts could create bottlenecks for electrical and automation components, while technical skills shortages in fields such as digital diagnostics and equipment servicing may become more pronounced.

What winning suppliers will do

The companies most likely to succeed in 2026 will be those that build flexibility into their operating model. This includes investing in rental and service fleets that can be deployed quickly and partnering with financial institutions to ensure a broad base of customers can access the equipment they need. Alignment with the national and industrial energy transition will be crucial, especially in grid and renewable-related categories. Digital service capabilities must be strengthened as downtime reduction becomes central to customer expectations, and suppliers will need to build strong local compliance and skills capacity to remain competitive on large infrastructure programmes.

The 2026 capex market is not defined by a dramatic boom, but by increasingly targeted investment. For companies in the capital equipment sector, this is a year where strategy outweighs scale. The winners will be those who read the pipeline accurately, support customers beyond the sale, and embrace the technologies and financing models reshaping how equipment is purchased and used. ☀

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The Dynapac **MF2500CS ◇/IMIX** stands out as the only 2.5-meter transport-width feeder available on the market, delivering unmatched versatility and efficiency. Its compact design ensures easy, cost-effective transportation without the need for special transport permits. At the heart of the **MF2500CS ◇/IMIX** lies a high-performance conveying system capable of transporting 30 tons of asphalt in a remarkable 35 seconds.

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Monitor job site in real time: Dyn@link provides live insights to enhance operational efficiency and optimise fuel and lubricant usage. Cost-effective performance: High feed capacity paired with low fuel consumption ensures minimal ownership and operating costs.



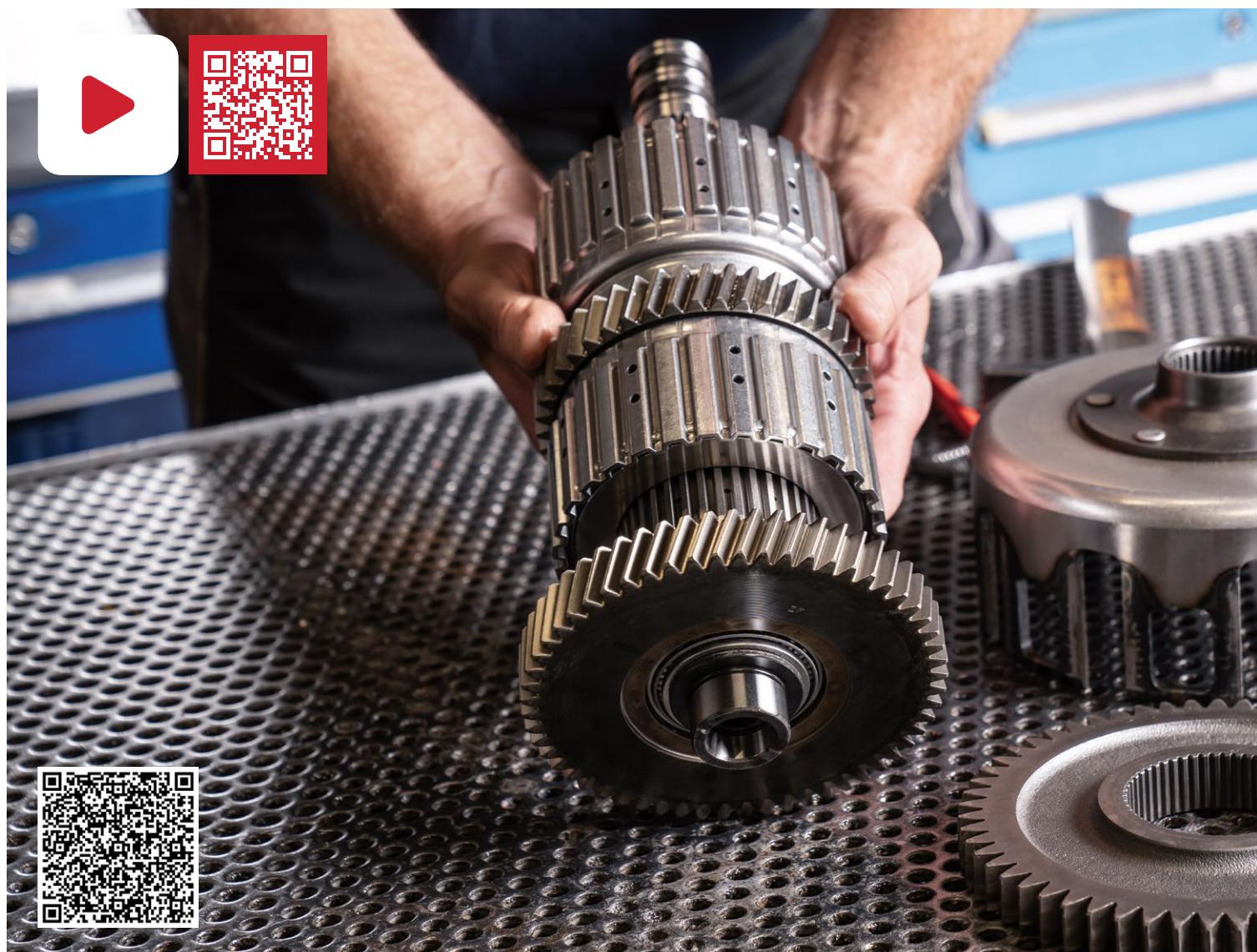
Scan the QR code to enter the MF2500CS IMIX Product Site
Compact. Powerful. Versatile.

SWINGAPP FOR HIGHEST FLEXIBILITY

Transforms swiftly into a swinging feeder: In just 10 to 20 minutes, it transitions effortlessly without requiring a crane or additional mounting tools. Optimised operation: Features a SwingAssist angle of 55° and a SwingApp reach of 3.4 meters with feeder position memory for enhanced operator support.

IMPROVED QUALITY OF THE MIX

Induces flow from cold areas: Conical augers draw cold material from the outer regions of the hopper into the main hot material stream. Finalises mix quality: A flow divider within the conveyor recirculates the material, ensuring thorough blending and a homogeneous mix. The flow divider within the conveyor prevents material segregation at the conveyor's discharge point, and improves homogenous mix and maintains consistent mix quality.



ZF AFTERMARKET ROLLS OUT NEW REPAIR KITS FOR ASIAN TRANSMISSIONS

Juanita Pienaar spoke with FX Laubscher, Head of Industrial Aftermarket for the Turkey, India, MEA, and CIS regions at ZF Aftermarket, to discuss the company's newly launched repair kits for WG 200 and BASICPOWER transmissions - and how this development supports a growing base of Asian-built equipment operating across Africa and other emerging markets.



"Infrastructure supporting trucking and logistics is rapidly deteriorating in many places."

Russell Davis, Property Manager – Aon Broking Centre.

A market shift demands a new support model

To understand why ZF Aftermarket has introduced repair kits specifically for Asian Off-Highway transmissions, one must look back nearly three decades. "In 1995, ZF entered the Chinese market," explains Laubscher. "We saw early on that the development of construction machines being built in China was an interesting market - one not to exclude."

Since then, Chinese OEMs have expanded aggressively, growing beyond



Chinese OEMs have expanded aggressively, growing beyond their domestic market to become major players internationally.



Across ZF Aftermarket's global strategy, one objective stands out: maximising global uptime.



One of the strongest benefits of the kits is cost reduction. While exact savings vary between kits, the underlying mechanism is clear.



The kits support both preventative maintenance - typically around the halfway point of a transmission's lifespan - and unexpected breakdowns.



In Africa especially, the market share of Chinese Off-Highway machines is growing continuously," says Laubscher. "To remain at the forefront of aftermarket support, our service solutions must evolve in parallel.

their domestic market to become major players internationally. Their value proposition -particularly affordability - has made Chinese-built loaders, graders, and other equipment increasingly common across Africa, India, South America, and several CIS states. Crucially, a significant portion of these machines operate using ZF driveline systems.

"In Africa especially, the market share of Chinese Off-Highway machines is growing continuously," says Laubscher. "To remain at the forefront of aftermarket support, our service solutions must evolve in parallel."

This evolution is precisely what led

to the new WG 200 and BASICPOWER repair kits: a simplified, structured means of supporting a growing population of Asian-built machines reliant on ZF transmissions.

Solving complexity with just 23 kits

One of the biggest challenges in any transmission repair is the sheer number of components involved. A single transmission may require up to 850 individual parts, and making the right selections, especially under time pressure, can easily lead to mistakes, delays, or missing components.

"When a transmission is due for repair, the technician strips it and evaluates what can be reused or must be replaced," says Laubscher. "With years of experience in our own ZF workshops, we sat down with technicians to understand their challenges. By grouping commonly replaced parts in logical combinations, we developed 23 kits that solve the most common repair or remanufacturing tasks."

The result is a radically streamlined repair process. Instead of ordering dozens of separate items, technicians can now order four or five kits to complete a task that once required stockpiling scores of individual part numbers.

Laubscher explains: "For example, where a technician previously needed to order 33 separate components for a BASICPOWER seal replacement, they now order a single part number. That dramatically reduces the potential for error."

A major advantage for distributors and workshops

Stockholding is another area where complexity has historically been an obstacle. Distributors supporting Chinese OEM fleets often need to maintain a vast range of components, many of which may be used irregularly.

"The main advantage lies in reduced complexity in stockholding," says Laubscher. "A distributor can evaluate local fleets and stock a limited number of kit part numbers instead of hundreds of individual components. This increases



availability to customers and ensures that the right parts are always on the shelf."

This simplification extends to workshops as well. The risk of a repair stalling because a single seal, snap ring, or friction disc is unavailable drops significantly when components are bundled logically.

Notably, ZF also designed the kits to ensure that nearly every component is used during each repair - minimising waste. "About 95% of the parts in a kit are always used," Laubscher explains. "The only exception is snap rings, where various thicknesses are supplied so the technician can select the correct one. The unused rings go back onto the workshop's snap-ring board for future jobs."

Better repairs through holistic replacement

The kits also incorporate the components that many workshops might otherwise overlook, particularly during clutch repairs. As Laubscher notes, "In every powershift transmission, gear engagement happens through clutch packs. These wear over time. So, we included friction discs, steel discs, sealing rings - everything surrounding the clutch pack that ensures smooth actuation."

ZF has also developed dedicated electrical kits addressing transmission



About 95% of the parts in a kit are always used," Laubscher explains. "The only exception is snap rings, where various thicknesses are supplied so the technician can select the correct one. The unused rings go back onto the workshop's snap-ring board for future jobs.

failures linked to wiring harnesses, sensors, and solenoids. "Instead of trying to identify whether it's one sensor or another, you renew everything," says Laubscher. "You restore the electrical integrity of the transmission in one go."

Importantly, the kits do not alter transmission performance, they simply restore it to factory standard. "The parts in the kits are no different from those supplied when the transmission is new," he emphasises.

Quality without compromise

ZF operates 161 production locations in 30 countries, all governed by the same rigorous internal quality standards.

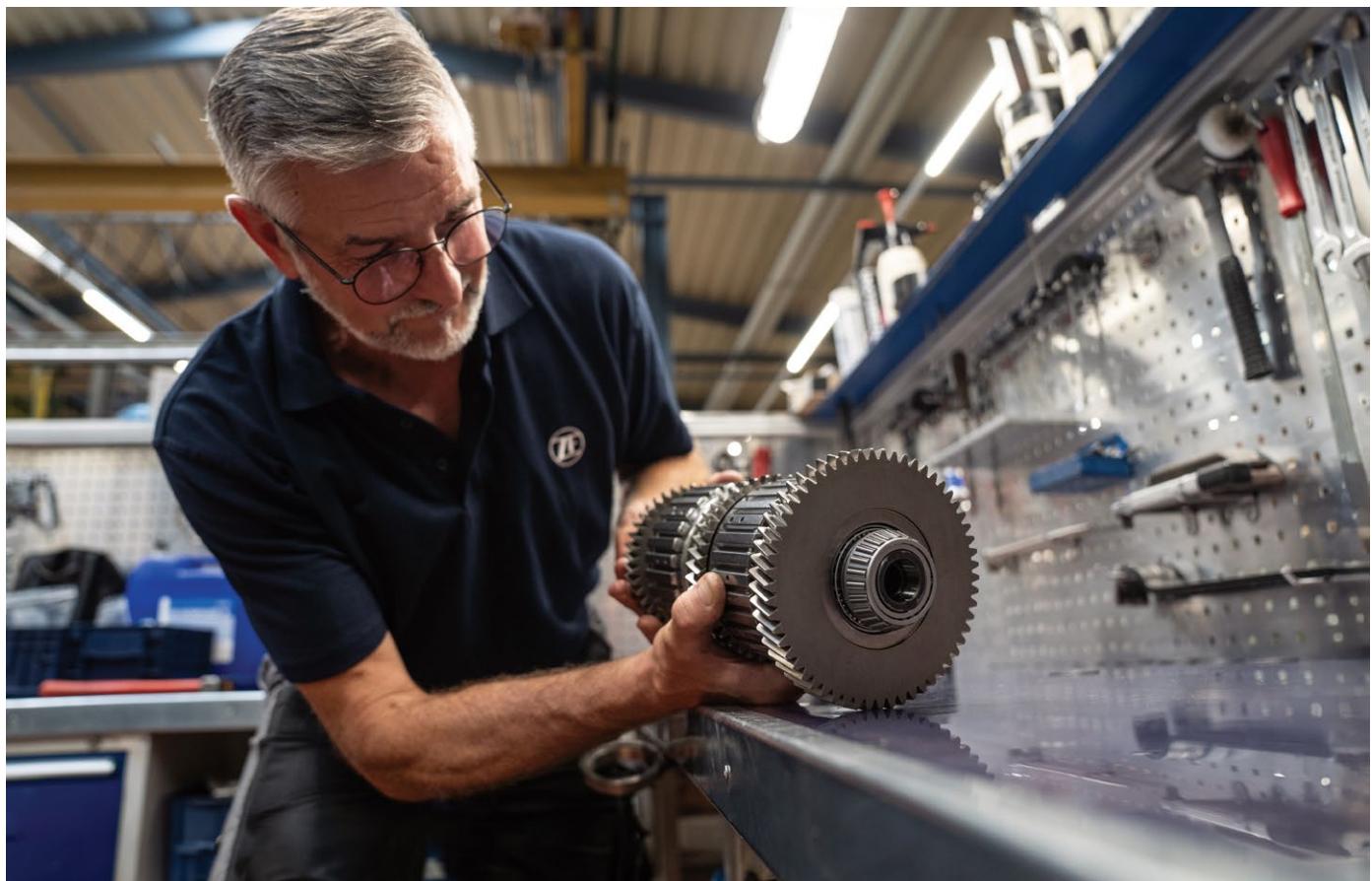
"Our international quality system is robust and rolled out consistently across all production areas. We deliver

on a global quality promise," Laubscher stresses.

Supporting ZF's mission of maximising uptime

Across ZF Aftermarket's global strategy, one objective stands out: Maximising Mobility Uptime. "The thread of Uptime ability runs through everything we do," says Laubscher. "The repair kits simplify decision-making for technicians, simplify stockholding for distributors, and allow workshops to keep kits on their shelves. All of this reduces delay time when a machine goes down."

By making parts availability more predictable, ZF empowers workshops to invest in stock more confidently, ensuring faster turnarounds and fewer interruptions for machine owners.



“By grouping parts together, we achieve higher production volumes,” Laubscher explains. “That creates a production cost advantage, and we pass that cost advantage directly to the distributor and the end consumer.

Laubscher emphasises that this development is part of a broader journey: “There’s continuous improvement in our products, and there’s continuous improvement in the aftermarket. This is the next step, an enhancement, to increase Uptime.”

Predictable pricing and real cost advantages

One of the strongest benefits of the kits is cost reduction. While exact savings vary between kits, the underlying mechanism is clear.

“By grouping parts together, we achieve higher production volumes,” Laubscher explains. “That creates a production cost advantage, and we pass that cost advantage directly to the distributor and the end consumer.”

Customers also benefit from predictable pricing, since each kit is marketed with a set price for a fixed period - an advantage

over individual part ordering, which requires quotations for dozens of components.

With a typical repair involving 75–100 individual components, the administrative savings alone are significant.

Designed for preventative and break-down maintenance

The kits support both preventative maintenance - typically around the halfway point of a transmission’s lifespan - and unexpected breakdowns.

“A professional operator will evaluate his equipment based on application, utilization, and the dependence of the machine in the operation. From these factors, a machine is scheduled for preventative maintenance repairs where wear items can be replaced during planned down-time,” says Laubscher. “These kits are ideal for that.”

A growing portfolio with more to come

Though the initial focus is the Asian transmission range, ZF is already planning an expansion.

“In 2026, we’ll roll this out to other transmission variants,” Laubscher confirms. “We are comparing different part lists and identifying commonality, so we can combine applications into one kit. There are two major projects running, but we aren’t sharing the details just yet.”

The kits will continue to launch across India, the Middle East, Africa, and Turkey, with future expansion planned for South America, where large populations of Chinese-built machines are also in operation.

Strengthening support where it’s needed most

As emerging markets continue to adopt Chinese-manufactured Off-Highway equipment, the need for reliable, simplified, and high-quality aftermarket support grows rapidly. ZF’s repair kits represent not only an engineering solution, but a strategic one, one designed to keep fleets productive, technicians confident, and distributors well-equipped.

By reducing complexity and improving availability, ZF Aftermarket is delivering precisely what operators in Africa and similar markets need most: dependable uptime. ☀



INSIDE JOHN DEERE'S NEW P-TIER BACKHOE LOADERS

Juanita Pienaar spoke to **Evans Morupane - Territory Sales Manager** at John Deere Africa Middle-East, to explore how the company's latest P-Tier backhoe loaders are reshaping operator experience, durability, uptime, and long-term cost efficiency across Southern Africa's demanding construction and infrastructure environments.



Our dealer network stretches across Africa and the Middle East, offering customers multiple touchpoints for service, parts, and technical assistance.

Evans Morupane - Territory Sales Manager at John Deere Africa Middle-East.

Operator comfort takes centre stage

Across the global construction machinery landscape, operator comfort has steadily grown from a 'nice-to-have' to a decisive purchasing factor - particularly as machine utilisation and shift lengths increase. John Deere has responded by embedding comfort into the core design of its latest 310 P-Tier and 315 P-Tier Backhoe Loaders.

"Comfort is key to reducing exhaustion for operators," explains Morupane. This philosophy runs through both machines, from seating to suspension to ride quality. The 315 P-Tier, for

instance, "has an option for a cushion seat to ensure the long hours in the cab are not physically draining."

Comfort, however, extends beyond seating. Maneuverability and smooth travel are also critical to reducing strain. "With optional ride control activated, front loader hydraulic cylinders act as a shock absorber, smoothing travel over rough terrain, helping full loads reach their destination, and reducing operator fatigue."

Inside the 315 P-Tier, operators are met with an operator station "loaded with creature comforts including an efficient HVAC system and either an adjustable mechanical or air-suspension seat." In the 310 P-Tier, the ergonomic considerations are equally well-thought-out, with a "mechanical suspension deluxe fabric swivel seat with a range of lumbar settings, fully adjustable armrests, expansive front window, and more legroom."



QUICK TAKE

-  Across the global construction machinery landscape, operator comfort has steadily grown from a 'nice-to-have' to a decisive purchasing factor.
-  Clear visibility remains one of the most direct contributors to onsite safety and operational precision - John Deere has designed its P-Tier models with this in mind.
-  Digitally, all machines now come standard with JDLink™, offering subscription-free telematics.
-  Fuel efficiency is another major focus because it is directly linked to productivity.

Storage space - often overlooked - is also addressed. "Cabin storage and space on the 315 P-Tier allows operators to store their belongings, giving peace of mind and time to focus on the job."

Visibility that elevates safety and productivity

Clear visibility remains one of the most direct contributors to onsite safety and operational precision. John Deere has designed its P-Tier models with this in mind.

"The windscreen for both our backhoes starts from the roof of the cab to the floor, allowing the operator's view from all directions," Morupane notes. The machines feature standard LED work lighting, including "2 spot- and 8 floodlights" to improve visibility in cloudy, rainy, or nighttime conditions.

Even the colour palette is purposeful: "The colour of the bonnet is a charcoal grey, allowing the operator to view where the bonnet ends and the blade starts, which is yellow for clearer visibility."

Intuitive controls for confident operation

Ease of control plays a major role in operator confidence, productivity, and precision. John Deere's engineers designed the P-Tier range to be deft and intuitive.

On the 315 P-Tier, the "Palm-on-top" loader-control grip is comfortable and easy to use." As operators transition across phases of a job, all essential operational functions are close at hand: "Control of clutch disconnect, transmission quick-shift, auxiliary proportional roller, and momentary mechanical front-wheel drive (MFWD) is at your fingertips."

Both the 310 P-Tier and 315 P-Tier feature the four-speed PowerShift™ transmission, which "provides on-the-go clutchless gear changes, minimising fatigue and maximising productivity." The true four-wheel-drive system provides exceptional traction, delivering "65% of available power to the tyre with the best traction," while MFWD can be engaged "on the fly" with the touch of a button."

This engineering philosophy aligns with John Deere's broader belief that "ease of operation leads to increased productivity," and ultimately that "a comfortable machine reduces operator fatigue and makes the operator more alert."

Designed for reliability in the toughest conditions

Reliability remains one of the strongest expectations among fleet owners, particularly in Africa, where machines often operate in extreme heat, harsh terrain, and remote locations. John Deere's P-Tier backhoes were built with enduring durability in mind.

Owners of the 315 P-Tier can "trust the John Deere PowerTech 4.5L engine to provide the muscle needed to power through any workday." Both models use a wet-sleeve engine design, known for its uniform cooling, contamination tolerance, and long-term durability. This design, with "replaceable cylinder liners," allows easier overhaul work and reduces overall lifecycle cost.

Hydraulic performance has also been engineered with consistency in mind. The long-proven open-center hydraulic system offers "high contamination tolerance, good swing control, smooth multifunctioning, and dependable operator feel."

Equally robust is the drivetrain. The optional MFWD axle is "fully sealed (no external breathers)," significantly reducing the risk of dirt or water ingress - a common failure point on African jobsites.

Durability is also embedded structurally, with "heavy-duty cylinders, reinforced



frames and chassis, and robust linkage points," along with attachments designed with "reinforced cutting edges, improved hinge profiles, and clamshell dumping designs."

Built for fast, simple maintenance

Serviceability is a cornerstone of reliability, and John Deere made it a priority from the earliest design stages.

"Daily checks made easy," Morupane says. "Same-side ground-level service points speed daily checks and fluid fills" while "simple-to-read sight gauges and easy-access grease zerk help increase

uptime and contain operating costs."

Key filters, including the "vertical spin-on engine, transmission, and hydraulic filters," are easy to reach, enabling quick changes without climbing, crawling, or removing panels. This ground-level layout "reduces the downtime of servicing machines" and makes routine maintenance practical even on remote sites.

A straightforward fuel and hydraulic pump system is another advantage: "Our proven high-performance systems, such as robust mechanical fuel and hydraulic gear pumps, help get your machine back to work without leaving the jobsite or dragging into downtime."

Testing grounded in real-world conditions

John Deere validates the reliability and endurance of its backhoe loaders through a development process that is heavily guided by customer insights. "These machines are designed and built in state-of-the-art factories, but their real test begins once development is complete," explains Morupane. He continues: "Before any model is released to market, it is sent to selected customers who operate the machines in genuine, day-to-day working conditions. This allows us to see how the equipment performs under real pressures - heat, dust, soil types, long working hours, and varied applications."

The feedback from these customers is critical. They help identify what works, what needs refining, and what adjustments will make the machine better suited to the environments in which it will operate. This testing phase is deliberately extensive, ensuring that every backhoe loader is shaped not just by engineering standards, but by the expectations and realities of the customers who will ultimately rely on it. The result is a machine that carries both John Deere's engineering stamp and the approval of the operators who put it through its toughest trials.

Reduced total cost of ownership by design

Lowering total cost of ownership (TCO) is an engineering priority for John Deere, starting with durability but extending to maintenance, simplicity, and versatility.

The wet-sleeve engine design, for example, contributes to lower overhaul costs and longer service life. Meanwhile, the hydraulic system's tolerance for contamination reduces the likelihood of breakdowns in dusty settings.

Versatility also plays a major role in reducing TCO: "One machine does many jobs," allowing customers to reduce fleet size, maintenance requirements, and overall capital investment.

Fuel efficiency is supported by smooth PowerShift™ transmissions and engines designed for consistent power delivery at lower RPMs - a critical benefit in regions where fuel is a major operational expense.

Aftersales support strengthened by digital connectivity

A strong dealer network, regional parts distribution, and advanced digital connectivity anchor John Deere's aftersales ecosystem in Africa and the Middle East.

"Our dealer network stretches across Africa and the Middle East, offering customers multiple touchpoints for service, parts, and technical assistance. Dealers continue expanding into new towns to stay closer to their customers, ensuring faster reaction times and reliable support wherever John Deere machines operate," Morupane says.

Digitally, all machines now come standard with JDLink™, offering subscription-free telematics: "Analyse critical machine data, track utilisation, review diagnostic alerts, and more from the John Deere Operations Center."

Dealers have access to John Deere Connected Support, where they can "remotely monitor machine health, diagnose problems, and even update machine software without a trip to the jobsite."

This level of proactive support helps avoid failures before they occur, maximising uptime for fleet owners.

Comfort, control, and consistency

Southern African operators have responded positively to the P-Tier range. Many spend long hours "working in tight spaces, moving between job phases, and dealing with uneven terrain," which increases fatigue. This makes comfort, visibility, and reduced vibration essential.

Side-shift functionality on the 315 P-Tier has been a standout, enabling operators to "slide the entire backhoe boom left or right without having to move the machine itself," significantly reducing downtime and increasing precision on constrained sites.

Ride control is another favourite. "It makes travel between points quicker, calmer, and more stable - a difference operators immediately feel."

What operators prioritise today

Asked about trends in operator and fleet owner priorities, Morupane summarises them simply: "Safety, ease of operation, and good visibility."

Fuel efficiency is another major focus because it "is directly linked to productivity." While some markets prioritise advanced electronics, Southern African customers value machines that deliver comfort, visibility, reliability, and uptime as their core strengths.



Evolving with the market

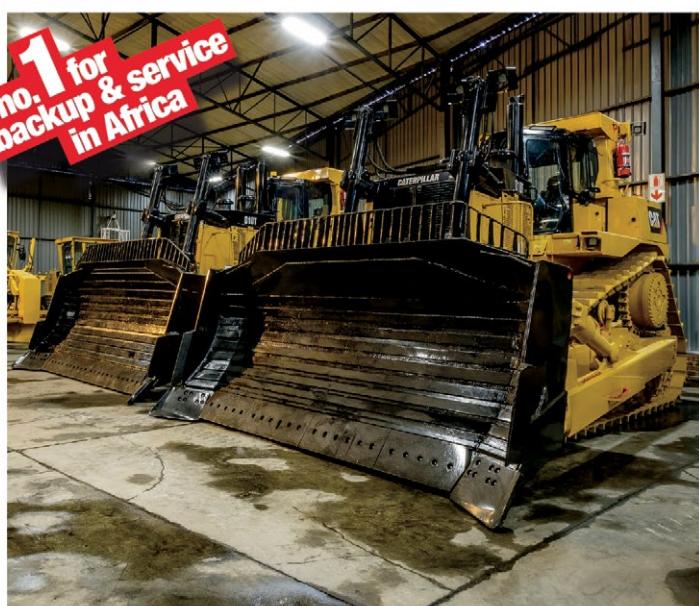
John Deere remains committed to ongoing development, driven by real user feedback and the evolving needs of the African construction sector.

"We continue to track our customers and their feedback closely for prospect machines as the industry requires," Morupane says. A growing presence across the region gives the brand "a clear view of the real conditions our machines operate in," helping ensure new generations of backhoes continue to meet - and exceed - the expectations of the market. ☀

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ANDRU MINING RECEIVES AFRICA'S ONLY CENTENARY EDITION CAT D8

Juanita Pienaar spoke with **Shonel Reddy** (Financial Director, Andru Mining); **Craig "Sheppie" Shepherd** (Key Account Manager, Barloworld Equipment); **Douglas Morris** (Executive Head: Sales & Supply Chain, Barloworld Equipment); **Joe Naicker** (Plant Director, Andru Mining); and **Andronicca Masemola** (Chief Executive Officer, Barloworld Equipment Southern Africa) during the official handover of the only CAT D8 Centenary Edition dozer in Africa - finished in the original Caterpillar grey.

As Barloworld Equipment and Caterpillar celebrate 100 years of engineering, innovation, and partnership, this rare machine stands as much more than a high-performance earthmover; it is a symbol of trust, loyalty, and a relationship four decades in the making.

Honouring a century of innovation

Addressing guests, customers, suppliers, and Barloworld staff, CEO Andronicca Masemola opened the event by placing the celebration in historical context.

"For 100 years Caterpillar has been at the forefront of building a better world," she said. "Whether it is infrastructure or mining projects much needed to drive human progress, we have been there with our customers, building nations."

Masemola emphasised that this centenary milestone is both a celebration and a reminder of the values that have shaped Caterpillar and its dealer network: integrity, innovation, resilience, and



As we reflect upon the years, we remind ourselves of the values that have guided us: integrity, innovation, and customer first.

Andronicca Masemola - Chief Executive Officer, Barloworld Equipment Southern Africa.

unwavering customer support.

"As we reflect upon the years, we remind ourselves of the values that have guided us: integrity, innovation, and customer first," she said. "These principles have allowed us to navigate challenges, embrace opportunities, and not only survive but thrive."

The centenary D8 - painted in the classic Caterpillar grey used between 1925 and 1938 - embodies this heritage. Barloworld

secured only one D8 for Southern Africa, and it was allocated to Andru Mining, a customer with an extraordinary history of commitment to the brand.

"This special piece is the only one in its class in Southern Africa," Masemola said. "It is a symbol of our commitment to quality and innovation. May this equipment not only serve your needs but also remind you of the strong bond we have cultivated over the years."



A partnership forged in loyalty

For Barloworld Equipment, the handover was not merely ceremonial. It was the recognition of a partnership spanning

more than four decades - a relationship built on trust and shared resilience.

Douglas Morris, Executive Head of Sales and Supply Chain at Barloworld

Equipment, highlighted the significance.

"We've been dealing with Andru Mining for 40 years as a company," he said.

"There's a really great trust relationship between us, and they're exceptionally loyal. They are by far our biggest D8 customer - in fact, I believe one of the largest in the southern hemisphere."

To date, Andru Mining has purchased over 58 D8 dozers from Barloworld and currently operates around 30 active units in its fleet.

Morris added that securing the Centenary Edition D8 required a special request to Caterpillar in the United States. "We were thrilled when the request was approved."

The global allocation is exceptionally scarce – this one is number 51 of a limited edition of 75 centenary D8 machines.

Why Andru wanted the only centenary D8

For Andru Mining, the machine represents more than exclusivity - it is a tribute to a partnership that has stood the test of time.

Plant Director Joe Naicker explained that the journey began at the Bauma exhibition in Germany.

"We saw the machine at Bauma and said, 'Why don't we get one?' We've got a lot of D8s, and we've gone through struggles together with Barloworld in terms of the issues they had at the time," Naicker said. "But it was all about the



Andru Mining and Barloworld have been doing business for over 40 years.



The global allocation is exceptionally scarce – this one is number 51 of a limited edition of 75 centenary D8 machines.



The Centenary Edition retains the classic D8 configuration, but Barloworld emphasised the strength of Caterpillar's rebuild philosophy.



Centenary Edition Cat joins Andru Mining's fleet not only as a powerful tool, but as a symbol of a relationship defined by endurance, respect, and the shared commitment to building the future.



Andru Mining and Barloworld have been doing business for over 40 years," he said. "They currently have 30 D8s in operation and ordered another four last week. Since 2015 alone, they've purchased 56 D8s.

partnership. We stuck with them over the years, and it proved worthwhile - the machines are running very well now. So, we said, since the machine exists, let's have one to show that commitment."

Financial Director Shonel Reddy added that the centenary machine was a natural fit for a customer so closely tied to Caterpillar's D8 lineage.

"We were impressed by the long relationship between Barloworld and Caterpillar - 100 years - and we wanted to be part of that celebration," she said. "We've bought more than 58 D8 dozers from Barloworld and Caterpillar. Because of that long-standing relationship, it made sense to take one of the centenary dozers into our fleet."

Reddy noted the machine's rarity with pride: "I think it's a privilege to be the only customer on the continent of Africa to be handed the Centenary Edition dozer. It's quite an honour."

Built on grit, trust, and shared values

During the formal speeches, Reddy delivered an emotional message recognising the relationship's depth.

"Today is about legacy - a partnership built on trust and the kind of grit that literally moves earth," she said. "With approximately 140 Caterpillar machines in our fleet... we're not just customers. We

are committed custodians of the brand."

She described a partnership shaped through the highs and lows of operations, market cycles, mechanical challenges, and industry pressures.

"We've faced many tangles together... but through it all, we resolved issues not as adversaries, but as partners. Machines may move earth, but it's the people behind them who move the future."

Reddy also emphasised the values Barloworld has demonstrated: empowerment, inclusivity, innovation, and strong customer focus. "We're proud to be associated with a company that empowers women and strives to be a partner of choice. That's not just good business - that's good values."

A machine with a future - and a legacy

Although the Centenary D8 is destined for a fully operational life, Andru Mining has chosen a "softer" site.

"This one will go into one of our coalfield projects in Mpumalanga," Reddy said. Naicker added: "It's an easier operation for the machine not as harsh as some of our other sites."

Many around the world will keep their Centenary edition machines purely as collector's pieces. Morris noted: "Some customers aren't even going to use them - they'll put them in museums as

showpieces. That's how rare they are."

While Andru's unit will earn its keep, Morris suspects its long-term home will be equally distinguished. "I don't think they'll ever sell it. After working it, I wouldn't be surprised if they store it as a showcase piece."

Built to be rebuilt

Although the Centenary Edition retains the classic D8 configuration, Barloworld emphasised the strength of Caterpillar's rebuild philosophy.

"These machines are built to be rebuilt," Morris said. "You can run a second life and sometimes even a third. That brings down total cost of ownership and improves cost per hour and cost per tonne."

He highlighted that the serviceability advantages of the D8 remain a key selling point. "It's quicker to service than competitor machines. Plug-and-play, reliable, and with exceptional resale value. You can turn your metal into cash far more easily."

A relationship worth celebrating

Craig Shepherd, Andru's long-time Key Account Manager at Barloworld, summarised the sentiment that ran through the event.

"Andru Mining and Barloworld have been doing business for over 40 years," he said. "They currently have 30 D8s in operation and ordered another four last week. Since 2015 alone, they've purchased 56 D8s."

He acknowledged past challenges - including the launch of a new series with transmission issues - but emphasised how the partnership endured.

"Andru stuck with us through all of it," Shepherd said. "That loyalty means a great deal."

Looking ahead to the next 100 years

As the ceremony concluded and the crowd moved outdoors to photograph the iconic grey dozer, Masemola offered a final reflection on the legacy being built.

"Together, we look forward to the next century of innovation and partnership," she said. "Thank you for being an essential part of our journey. Here's to the past, the present, and a future filled with promise and opportunity."

The Centenary Edition Cat D8 now joins Andru Mining's fleet not only as a powerful tool, but as a symbol of a relationship defined by endurance, respect, and the shared commitment to building the future - one machine, one project, one partnership at a time. ☈



NINE VOLVO ELECTRIC TRUCKS TO JOIN THE DSV FLEET IN SOUTH AFRICA

Volvo Trucks South Africa delivered the first of nine new electric trucks that will be added to DSV's local fleet over the next few months.

Three new Volvo FM 4x2 8-ton electric trucks will be joining DSV's fleet in support of its Air & Sea operations.

As part of its wider sustainability strategy in South Africa, DSV is also expanding its electric fleet in support of its road operations. By the end of 2025, five new Volvo Trucks FM 4x2 electric tractors will join the fleet, with one more expected to arrive in January 2026, strengthening the partnership with Volvo Trucks and offering customers further sustainable transport solutions.

This South African milestone follows DSV's global agreement with Volvo Trucks in 2024 to purchase 300 electric trucks in Europe, bringing the company's total global electric fleet to around 500 vehicles. The deal was one of the largest commercial orders for Volvo electric trucks at the time and marked an important step in DSV's efforts to reduce emissions and lead the green transition within the transport sector.

"Partnering with a global leader such as DSV on this journey is an honour and a testament to our shared commitment to shaping a cleaner, more sustainable future for transport," said Waldemar Christensen, Managing Director of Volvo Trucks South Africa.

"It is truly inspiring that global transport leaders like DSV are integrating

electric trucks into their daily operations, demonstrating that sustainable transport is both practical and efficient in South Africa."

Extensive operational studies comparing electric vehicles with internal combustion engine (ICE) vehicles indicate that electric trucks perform particularly well in volume-based operations, making them an ideal fit for DSV's business model and sustainability strategy.

"We are proud to unveil our first Volvo 8-ton electric truck in partnership with Volvo Trucks SA. As the first of its kind for both organisations in South Africa, it represents an important step forward in delivering on our sustainability commitments," said Melanie Smit, Vice President Air & Sea, Sub-Saharan Africa.

During operational trials at DSV, this new 8-ton electric truck demonstrated an average energy consumption of just over 1kWh per kilometre, with a range of 230km on a charge. Their efficient operating range and fast-charging capability make them well suited to the division's daily operational needs, while ensuring minimal downtime and maintaining service reliability for customers.

Both DSV and Volvo Trucks are committed to the science-based targets initiative, which drives ambitious climate action in the private sector.

According to Eric Parry, Senior Sustainability Manager of Volvo Trucks South Africa, the installation of solar and a Battery Energy Storage System (BESS) at DSV Park Gauteng enables clean, renewable energy to power DSV's electric trucks, reducing operational carbon emissions. Together with the elimination of harmful exhaust gases, this represents a major step forward in improving their environmental impact.

"Our trials with DSV have shown that Volvo electric trucks have the capacity and range needed to run a full day's operation without needing to be charged during running hours," explained Parry. "For drivers, operating the electric truck feels almost identical to our Volvo ICE trucks, so the transition is seamless. Because the controls and functionality are familiar, there's very little additional training needed. The DSV drivers have already completed their handover training and are now ready for business as usual."

Volvo's electric trucks have now driven more than 250 million customer kilometers since the company launched its first electric models in 2019. Volvo is a leader in the electric truck segment with more than 5 700 trucks delivered to customers in 50 countries. ☀



FUCHS LUBRICANTS PROTECTS HIGH-VALUE ASSETS IN HEAVY-DUTY OPERATIONS

In industries where machinery reliability determines productivity, cost, and competitiveness, lubrication is far more than a consumable. *Juanita Pienaar spoke with Gregory Tarr, Application Engineers Manager at FUCHS LUBRICANTS SOUTH AFRICA, to understand how advanced lubricant formulations contribute directly to uptime, longevity, and lower total cost of ownership across mining, construction, and industrial sectors.*

Not just lubricant, but a strategic tool

Heavy-duty equipment in South Africa is exposed to some of the harshest operating conditions anywhere in the world - extreme

temperatures, dust-laden environments, heavy shock loads, long duty cycles, and constant pressure to perform. For operators in mining, construction, material

handling, and industrial applications, unplanned downtime can rapidly translate into significant losses.

It is within this context that lubrication becomes a strategic tool. As Gregory Tarr explains, FUCHS develops lubricants "tailored for mining, construction, and industrial applications where shock loads, water ingress, and dust are common," ensuring reliable performance and long-term protection. Tarr emphasises that the right lubricant does not merely reduce friction, it fundamentally shapes equipment lifespan, availability, and overall operating cost.



FUCHS develops lubricants tailored for mining, construction, and industrial applications where shock loads, water ingress, and dust are common.

Gregory Tarr, Application Engineers Manager at FUCHS LUBRICANTS SOUTH AFRICA.



against wear. "FUCHS formulations include advanced anti-wear additives that reduce friction and surface degradation," he says. This reduction in wear is especially critical in high-load applications where bearings, gears, and hydraulic systems are constantly under stress.

He notes that superior wear protection is complemented by robust thermal and oxidation stability. "Heavy-duty environments often involve extreme temperatures. FUCHS lubricants maintain viscosity and resist oxidation, preventing sludge and varnish formation." This stability ensures that lubrication remains consistent even when temperatures rise, protecting components from premature failure.

Tarr explains that lubrication goes beyond merely coating surfaces. "High-quality base oils and polymers create a strong lubricating film that resists rupture under stress," he says. This level of film strength is essential for preventing metal-to-metal contact - the root cause of accelerated component wear across engines, gearboxes, hydraulics, and drivetrains.

Targeting the most common lubrication failures

In the heavy-equipment sector, lubrication-related failures are widespread and



FUCHS formulations include advanced anti-wear additives that reduce friction and surface degradation.



Many FUCHS products have superior sealing and corrosion protection properties, reducing contamination risks.

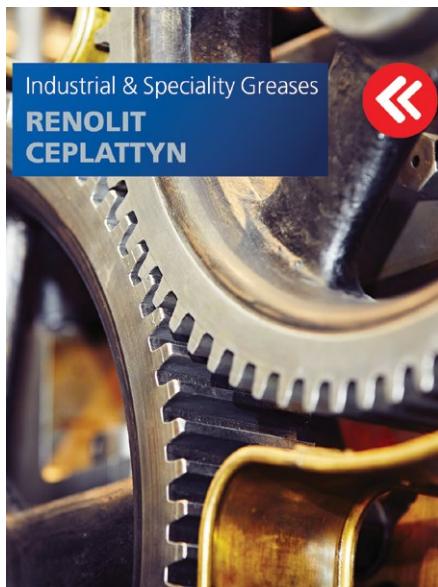


Developing lubricants for modern machinery requires strong OEM alignment.



QUICK TAKE

The right lubricant is not just a consumable, it's a strategic investment that can cut operating costs by 5-10% over the lifecycle of heavy equipment.



costly. Tarr identifies some of the most frequent issues: "Insufficient lubrication, contamination, incorrect lubricant selection, overheating and oxidation, and grease hardening or separation."

Each of these failures has a measurable impact on uptime. Contamination alone can rapidly accelerate abrasive wear, while incorrect lubricant selection can lead to viscosity loss, increased friction, or total component failure. FUCHS mitigates these risks through both formulation and product design.

"Many FUCHS products have superior sealing and corrosion protection properties, reducing contamination risks," he explains. When exposed to dust, water, high loads, and vibration, these properties become crucial for keeping systems clean. Tarr notes that their RENOLIT range of greases "is produced using a highly stable formulation designed to resist hardening and prevent oil separation," addressing a common cause of bearing and bushing failure.

The company's approach is to simplify maintenance and reduce risk by offering products that cover a range of applications. Their TITAN, RENOLIN, and RENOLIT series, Tarr says, are "designed for extreme applications fortified with selected additive technology to ensure proper film strength."

Customised protection for harsh African conditions

South Africa's diverse operating landscapes, from humid coastal regions to the heat and dust of inland mining belts, demand lubricants built for extremes. Tarr confirms that FUCHS engineers its formulations precisely for these environments.

He outlines multiple protection

mechanisms including "formulations that use premium base oils and oxidation inhibitors to resist breakdown at elevated temperatures, advanced anti-wear (AW) and extreme-pressure (EP) additives that form protective films on metal surfaces, detergent and dispersant systems that keep abrasive particles suspended, reducing scoring and pitting, and special additives that protect against rust and emulsify water, which are critical for equipment exposed to rain or humidity."

In addition, products such as RENOLIT LCWP 2 "maintain structure even during water ingress," supporting equipment operating in wet or variable conditions.

Tarr emphasises that this engineering approach is not generic. Every formulation is developed with specific applications in mind. "FUCHS tailors formulations for industries like mining, automotive, and manufacturing, ensuring compatibility with unique operating conditions," he says. This ensures that lubrication contributes meaningfully to uptime rather than being merely an operational requirement.

Extending drain intervals and reducing Total Cost of Ownership

For operators managing large fleets, lubrication impacts more than equipment reliability, it directly affects cost structures. Tarr highlights the role of extended drain intervals in reducing downtime: "High-performance base oils and additive technology allow for longer oil-change intervals without compromising protection."

This supports lower scheduled downtime, reduced oil consumption, and fewer maintenance interventions.

He adds that choosing the right lubricant has a measurable impact on operating

cost. "The right lubricant is not just a consumable, it's a strategic investment that can cut operating costs by 5–10% over the lifecycle of heavy equipment."

Several FUCHS product lines are specifically engineered for long intervals. Tarr points to examples such as TITAN UTTO PRO 102 for mining/off-highway use and TITAN CYTRAC for transmissions and axles, both designed to support extended drain periods and reduced wear.

Predictive maintenance through oil analysis

To further support uptime, FUCHS provides oil analysis and condition monitoring services designed to detect failures before they occur. Tarr outlines the benefits clearly: "spectrometric analysis identifies wear metals allowing intervention before breakdown, tracks oxidation, viscosity changes, and additive depletion, and detects dust, water, fuel dilution, and coolant leaks."

Trend analysis, he says, allows maintenance teams to move towards condition-based servicing rather than fixed intervals, reducing unnecessary costs while improving reliability.

FUCHS also offers on-site technical assessments, lubrication audits, product consolidation strategies, and training through the FUCHS Academy, strengthening operator understanding and reducing the risk of lubrication-related failures.

Sub Header: Collaborating with OEMs

Developing lubricants for modern machinery requires strong OEM alignment. Tarr confirms ongoing collaboration: "Currently we are conducting a transmission trial with a Chinese OEM that has been the longest in the South African market." Such partnerships ensure that lubricants meet the latest performance specifications and integrate with new-generation equipment technologies.

Lubrication as a strategic asset

When asked for his key advice to operators wanting to maximise uptime, Tarr is clear and direct: "Treat lubrication as a strategic asset, implement condition-based maintenance, consolidate and standardise lubricants, focus on contamination control, train your teams, and importantly, partner with lubrication specialists for audits, product selection, and optimisation plans."

Through this lens, lubrication becomes a proactive investment. One that supports the longevity of high-value assets and strengthens the operational resilience of entire fleets. ☀



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MOVING BEYOND FESTIVE CRACKDOWNS

By Rhys Evans, Managing Director at ALCO-Safe

Every year, South Africa braces itself for the same headlines: festive season roadblocks, alcohol blitzes, and police clamps on drunk driving. While these seasonal operations can make a dent in December's accident statistics, their impact is rarely sustained. The deterrent effect wears off quickly, and once the roadblocks disappear, risky behaviour tends to resurface just as fast.

Every year, South Africa braces itself for the same headlines: festive season roadblocks, alcohol blitzes, and police clamps on drunk driving. While these seasonal operations can make a dent in December's accident statistics, their impact is rarely sustained. The deterrent effect wears off quickly, and once the roadblocks disappear, risky behaviour tends to resurface just as fast. The underlying issue is simple: alcohol consumption in South Africa doesn't pause for eleven months of the year. So long as enforcement remains seasonal, behaviour change will remain seasonal too. If the goal is safer roads and more responsible motorists, alcohol testing needs to become an everyday practice, not a festive-season event.

Why seasonal crackdowns don't create lasting change

Festive season crackdowns are reactive by nature. They respond to an anticipated spike in drinking rather than forming part of a sustained road safety strategy. Motorists

know this pattern well, and they expect roadblocks in December but very few in April, August or October. When the likelihood of being stopped fluctuates so dramatically, the deterrent effect quickly diminishes.

A proactive, community-driven model for year-round road safety

One of the most effective ways to build continuous enforcement capacity is through collaboration between local authorities and the private sector. Many organisations already understand the value of alcohol testing within their own operations. Extending this awareness into surrounding communities can dramatically strengthen local road safety efforts.

A workable model being explored in several regions involves establishing a dedicated Non-Profit Organisation (NPO) to support ongoing alcohol testing. The idea is simple but powerful – local companies contribute to a central NPO



So long as enforcement remains seasonal, behaviour change will remain seasonal too. If the goal is safer roads and more responsible motorists, alcohol testing needs to become an everyday practice, not a festive-season event.

Rhys Evans, Managing Director at ALCO-Safe

as part of their community responsibility efforts. This NPO then purchases reliable breathalyser devices at a discounted rate through a specialist provider who takes care of calibration, training, maintenance, and consumables. These breathalyser units are then loaned to local police or traffic departments for daily or weekly roadside testing. Businesses receive Section 18A certificates while helping maintain safer roads around their operations.

This approach makes year-round testing possible without relying solely on government budgets – and it aligns the interests of employers, employees and the broader community. In smaller towns where most families are linked to the same mines or factories, this model gains traction quickly. When businesses invest in community safety, residents see the value and buy-in increases.

Extending workplace alcohol responsibility into the community

Daily testing for drivers is standard practice in logistics and transport, but limiting alcohol safety to a single group of employees overlooks a wider opportunity. Many businesses are discovering that workplace alcohol programmes can do more than ensure compliance on-site. They can actively influence healthier behaviour in employees' homes and communities.

This broader approach is both compassionate and commercially sound. The employees who test positive are often long-serving and skilled, which makes dismissal disruptive and costly. When companies choose support instead of termination, the impact extends well beyond the workplace.

Building trust through consistent, fair and everyday alcohol testing

Reliable tools, proper training and clear policies are essential for any alcohol testing programme to gain trust. When breathalyser devices are accurate and well maintained, when the people conducting tests are trained correctly and

when policies are communicated openly and applied fairly, testing becomes a respected safety practice rather than a source of tension. Specialist support helps ensure this consistency, giving organisations confidence that their testing processes are both reliable and defensible.

Real change happens when alcohol testing is understood not as punishment but as part of everyday safety, much like wearing a seatbelt or checking a vehicle before a trip. South Africa does not need seasonal crackdowns that fade once the holidays pass. It needs steady, shared responsibility.

Why seasonal crackdowns don't create lasting change

Festive season crackdowns are reactive by nature. They respond to an anticipated spike in drinking rather than forming part of a sustained road safety strategy. Motorists know this pattern well, and they expect roadblocks in December but very few in April, August or October. When the likelihood of being stopped fluctuates so dramatically, the deterrent effect quickly diminishes.

Long-term change only happens when testing becomes predictable. If drivers know they may be tested at any time of year, responsible behaviour becomes a habit rather than a once-off obligation. Sporadic operations simply cannot reshape the everyday mindset behind the wheel.

A proactive, community-driven model for year-round road safety

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to support ongoing alcohol testing. The idea is simple but powerful – local companies contribute to a central NPO as part of their community responsibility efforts. This NPO then purchases reliable breathalyser devices at a discounted rate through a specialist provider who takes care of calibration, training, maintenance, and consumables. These breathalyser units are then loaned to local police or traffic departments for daily or weekly roadside testing. Businesses receive Section 18A certificates while helping maintain safer roads around their operations.

Extending workplace alcohol responsibility into the community

Daily testing for drivers is standard practice in logistics and transport, but limiting alcohol safety to a single group of employees overlooks a wider opportunity. Many businesses are discovering that workplace alcohol programmes can do more than ensure compliance on-site. They can actively influence healthier behaviour in employees' homes and communities. By offering organisation-wide awareness sessions, early intervention support and access to counselling instead of relying only on disciplinary action, companies create an environment where alcohol risks are openly discussed and better understood.

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Real change happens when alcohol testing is understood not as punishment but as part of everyday safety, much like wearing a seatbelt or checking a vehicle before a trip. South Africa does not need seasonal crackdowns that fade once the holidays pass. It needs steady, shared responsibility. With companies, communities and authorities working together, regular alcohol testing becomes practical and sustainable, and safer roads become a year-round reality rather than a seasonal wish. ☀

DEBUTING THE T7042 TELEHANDLER

Wacker Neuson South Africa is extremely proud to announce the introduction of the globally trusted, precision-engineered German telehandler brand, Weidemann, to Sub-Saharan Africa's agricultural sector. This strategic move ushers in a new force set to elevate productivity and performance across the region's farming landscape.



“Our introduction of Weidemann to the South and Sub-Saharan African market reinforces our long-term growth vision for Africa and marks a defining moment in our expansion journey, by bringing Weidemann's renowned telehandler technology into our sales channel and opening new avenues for innovation and efficiency throughout Africa's farmlands,” says Stefan le Roux, Managing Director of Wacker Neuson South Africa. “We identified significant potential in Africa's agricultural market for telehandlers even before the pandemic. Weidemann, another premium German brand within the Wacker Neuson Group, enables us to deliver yet another exceptional product to our valued customers. Providing end-users with the highest quality equipment, backed by outstanding after-sales support, is both our vision and our mission, and this launch is a natural evolution of that commitment.”

The Weidemann T7042 marks a milestone as the first telehandler model to debut on African soil. Compact, robust and engineered for high performance, it embodies the agility, versatility and multi-functionality that define Weidemann's brand promise - ‘designed for work’. “After evaluating both market demand and real-world performance, we selected the T7042 for its strength and smart engineering, a machine capable of meeting the rigorous demands of modern agriculture,” says Le Roux. He further highlights that this launch sets the stage for potential future rollouts, guided by market response, with six Weidemann telehandler variants to choose from, including an electric model.

“Weidemann's DNA has always been agriculture,” says Etienne Pignon, Market Development Manager for Weidemann South Africa. “Africa is a key growth region where farms are rapidly moving toward more efficient,

mechanized operations, and our machines are built precisely for these daily demands – from feeding livestock to stacking bales. The T7042 reflects this strength, combining high lifting performance, robust engineering, operator comfort and true multi-purpose capability for the realities of African farming. Working through Wacker Neuson South Africa allows us to provide trusted local support, fast service and a solid foundation to grow the product range step by step. This step into the region is not about making a quick splash; it is about building long-term value and earning trust, one customer at a time.”

The T7042, one of the largest models in the Weidemann portfolio, boasts a 7-metre lifting height and a 4.2-tonne payload, the machine is built to handle demanding tasks with ease. Available in two powerful engine configurations, the T7042 delivers exceptional performance across a wide range of applications, from heavy material handling and high reach stacking to precision pushing and continuous system filling.

With nearly 180 years of global manufacturing heritage, the Wacker Neuson Group continues to shape the future of compact and light equipment. Wacker Neuson South Africa celebrates its 45th anniversary in 2025, underscoring its deep roots in the region's construction and agricultural sectors. “Weidemann's own legacy is equally impressive,” notes Le Roux. “The company marks its 65th anniversary in 2025, and its longstanding reputation for quality and innovation makes it a perfect fit for our customers.” Founded in Diemelsee-Flechtdorf in 1960 by brothers Oswald and Reinhold Weidemann, Weidemann Maschinenfabrik KG initially produced components and devices. Driven by a mission to ease the burden of stable and internal farm management through mechanisation, the company achieved a breakthrough in 1972 with the invention of the Hoftrac, a



Etienne Pignon, Weidemann's Market Development Manager (left) and Stefan le Roux, Wacker Neuson MD South and Sub-Saharan Africa.

compact, articulated wheel loader that revolutionised agricultural work that remains an indispensable everyday helper on farms around the world, valued for its versatility, reliability and compact power.

Weidemann's trajectory took a pivotal turn in 2005 when it was acquired by Wacker Construction Equipment AG, marking the beginning of yellow wheel loader production for the construction industry. The major merging of Neuson Kramer Baumaschinen AG and Wacker Construction Equipment AG two years later, led to the formation of Wacker Neuson SE, solidifying Weidemann's place within a larger industrial group. In 2021, Weidemann launched the T7042 alongside the T7035 to meet evolving demands in

agricultural and industrial operations.

Engineered for efficiency and built for productivity, the T7042 achieves economic efficiency through integrated technically sophisticated design solutions that combine powerful drive performance, strong thrust forces and dynamic kinetics to deliver high productivity across every task. The advanced quick-hitch hydraulic system enables fast, comfortable attachment changes, with excellent visibility of the hitch plate for easy, intuitive swaps. A safe two-handed uncoupling mechanism adds an extra layer of operator protection while maximising uptime. With high hydraulic output and exceptional machine stability, the T7042 supports a wide range of hydraulically

powered attachments, offering the flexibility and speed today's agricultural operations demand.

The T7042's tight turning radius makes it a compact, agile all-rounder for confined operations. Weidemann's advanced engine technologies and cutting-edge exhaust after-treatment systems meet current emissions standards, while precisely matched engines tailored to each size class ensure fuel-efficient operation and optimal power.

Operator safety and comfort are central to Weidemann's design philosophy, exemplified by the Best View cabin. Its 4-pillar structure, panoramic rear windshield and curved front glass deliver exceptional all-round visibility, even with the boom extended, while a sloped engine hood improves sightlines to the rear wheel and surrounding area, ensuring outstanding situational awareness. Ergonomic controls, a colour-coded interface, sprung joystick console and 7-inch display enhance usability, while an adjustable steering wheel, anti-slip steps, and accessible handles support safe entry. Adaptive lighting and halogen work lights across the cab and telescopic arm create a fatigue-reducing, productivity-boosting environment.

Quality is a Weidemann standard rooted in precision engineering and customer trust. Every machine delivered from Korbach, one of Europe's most advanced telehandler production hubs, reflects a commitment to quality, safety and efficiency. The T7042 is built not only to perform, but to endure, translating into real-world gains for every operation. "The fact that we offer a five-year, 6 000-hour warranty on the T7042, more than double the industry standard, underscores our absolute confidence in the telehandler's quality and reinforces our commitment to long-term customer support," stresses Le Roux.

Building on this pledge, Wacker Neuson South Africa is establishing a dedicated dealer network focused exclusively on the Weidemann brand to ensure on-the-ground support across the region. "The appointment of specialist Weidemann dealers reflects our investment in sustainable long-term growth and regional empowerment by building a responsive, locally anchored support ecosystem that puts our customers first," affirms Le Roux.

He concludes: "We invite those who share our vision, energy and belief in the future of African agriculture to join the young, dynamic Weidemann family. Please reach out, let's connect, collaborate and grow the future of African agriculture." ☈

SCANIA SOUTHERN AFRICA LAUNCHES RESULTS-DRIVEN CAMPAIGN

Scania Southern Africa has launched a new marketing campaign designed to challenge common assumptions about what affordability truly means. The campaign tackles a growing market perception that lower upfront prices automatically translate to better value. It answers this misconception with transparent data, operational insight, and a clear focus on long-term business sustainability.

Central to the campaign is a simple message: The truck with the smallest upfront cost on the day of purchase is rarely the most cost-effective truck to operate. Fuel efficiency, reliability, uptime and lifecycle value determine whether a fleet grows or loses ground over time. Scania positions this campaign as a reminder that long term thinking remains the most powerful competitive strategy in transport.

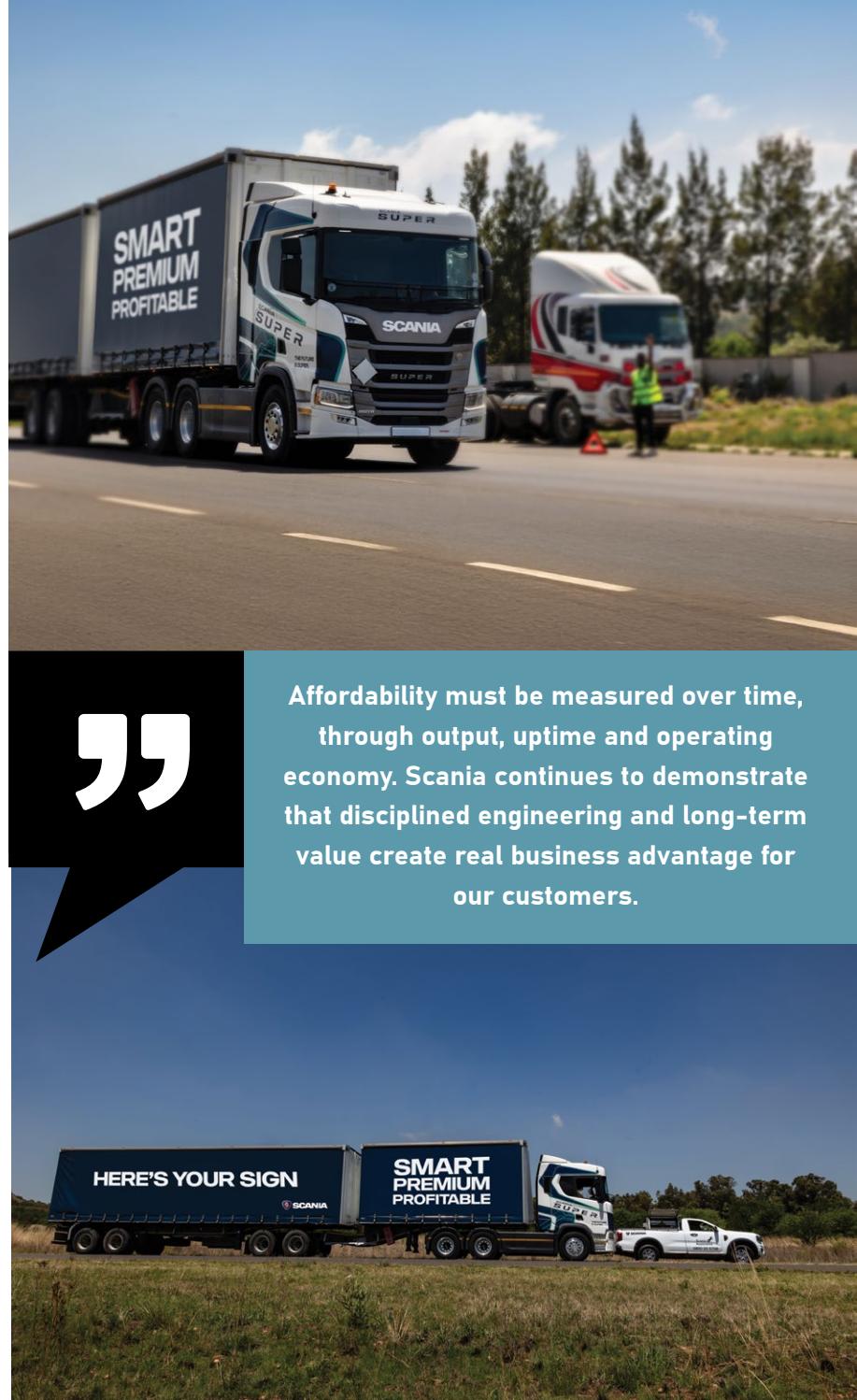
The campaign uses verified operating data to illustrate these points. Independent comparisons show the Scania Super achieving 10% fuel efficiency advantage in Scania's favour, a margin that becomes financially significant across real-world distance profiles.

Operators in the freight and transport industry routinely cover distances of more than 10 000 kilometres every month. At that scale, fuel becomes one of the most significant cost drivers in any operation. Even a marginal shift in consumption, whether positive or negative, can compound into a substantial financial impact over the course of a year, often amounting to thousands of rand. This is why a disciplined focus on fuel efficiency is not simply a technical consideration, it is a core business advantage.

"This campaign is about putting facts on the table," says Mark Erasmus, Sales and Marketing Director - Scania South Africa. "Affordability must be measured over time, through output, uptime and operating economy. Scania continues to demonstrate that disciplined engineering and long-term value create real business advantage for our customers."

The campaign reinforces Scania's premium heritage in Southern Africa, while strengthening customer trust through consistent, fact-based storytelling. It is also designed to support sales teams and dealer networks by providing clear, data-backed talking points that help customers make informed decisions grounded in total operating economy.

"This is not just a marketing exercise, it is a commitment to helping



operators build resilient and profitable businesses," adds Erasmus. "When customers understand the true cost of ownership, the path to sustainable growth becomes clearer. Scania is here

to walk that road with them." The campaign will be rolled out through digital platforms, targeted customer communications, dealer activations and field engagement touchpoints across the region.●

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