

CAPITAL EQUIPMENT¹ NEWS

For informed decision-making

MARCH 2025

BUILT AFRICA TOUGH

INTRODUCING HITACHI'S NEW BX100 BACKHOE LOADER

**SCAN QR CODE TO SEE
MACHINE IN ACTION**

COMPACTION EQUIPMENT: Wacker Neuson redefines compaction with next-generation 4-stroke rammers

WORK AT HEIGHT: Manitou's telehandlers – a game changer for South African construction

LOADERS: Eco-Conscious 944 X-Tier Wheel Loader introduced to Africa



Rates as low as

0%*
INTEREST

OR 15% deposit contribution*
on RD7Hf Walk-behind rollers

*Credit is subject to qualifying criteria and approval. A once-off initiation fee and monthly service fee apply. Offers cannot be combined. Terms and conditions apply. Finance available through WesBank. Exclusive to South Africa. Finance is available for the RD7Hf roller with the following options:

- Option 1: 0% interest over 36 months, with a 15% deposit required.
- Option 2: A 15% deposit contribution, reducing your upfront payment, with a 36-month term and interest rate determined upon approval.



WesBank

WesBank - a division of **FirstRand Bank** Ltd.
An Authorised Financial Services and Registered Credit Provider. NCRCP20.



**WACKER
NEUSON**

all it takes!



www.wackerneuson.co.za



info.johannesburg@wackerneuson.com



+27 (0)11 672 0847



SCAN QR CODE TO SEE
MACHINE IN ACTION



CONTENTS

Capital Equipment News
is published monthly by
Crown Publications

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

Advertising manager:
Elmarie Stonell
elmaries@crowns.co.za

Writer
Juanita Pienaar
jpienaar@crowns.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



Capital Equipment News is endorsed by:

CONMESSA
Construction and Mining Equipment Suppliers' Association

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



04

FEATURES

02 COMMENT

The promise of infrastructure spending and the effects downstream

04 FINANCIAL OUTLOOK

Scaling up private sector-driven funding models for large infrastructure

06 COVER STORY

Built Africa tough: introducing Hitachi's new BX100 backhoe loader

10 COMPACTION

Wacker Neuson redefines compaction with next-generation 4-stroke rammers

14 LOADERS

Develon's Wheel Loaders: driving fuel efficiency in earthmoving equipment

18 Eco-Conscious 944 X-Tier Wheel Loader introduced to Africa

20 LUBRICATION

FUCHS LUBRICANTS SOUTH AFRICA doubles sales volume

22 WORK AT HEIGHT

Manitou's telehandlers: a game changer for South African construction

26 MATERIAL HANDLING

Innovation elevates forklifts to ever greater heights



10



14

THE PROMISE OF INFRASTRUCTURE SPENDING AND THE EFFECTS DOWNSTREAM



In the recent (delayed) budget speech by the Minister of Finance, more than R1-trillion was allocated to public infrastructure for energy, water, rail, ports and roads. As much as this is a positive move as more projects will lead to increased capex spending and ultimately an improved GDP, the maintenance of assets, skills retention and regulatory environments have to be properly addressed and must form part of a potential increase in infrastructure spending.

The government's spending for infrastructure and energy increased slightly while various other spending

was cut. This is possibly an indication that, despite the annual grandiose plans to increase government spending of the past years (of which little realised), this is now a serious consideration for government. This is possibly because of dwindling support for the ruling party, or the realisation that the country needs this infrastructure to stay competitive in the global market.

Much of the budget for infrastructure is to establish assets that have at least a 40-year lifespan. As South Africa has experienced, if these assets are not maintained, this can lead to erratic service delivery, whether it be power stations, wastewater works or roads. In the past, funds were allocated through the Municipal Infrastructure Grant. The asset was built, only to become dysfunctional a few years later as little to no maintenance was done.

The industry as a whole agrees that there is a need for infrastructure funding to have long-term maintenance capability. There are now calls that before Treasury approves a project, comprehensive maintenance plans must form part of how the capacity of the asset will be maximised.

The focus of March

The focus of this issue is on construction equipment. The capex for construction equipment spending will benefit from both the newly built assets and the potential formalised pre-requisite of the maintenance of these assets.

For road building and maintenance, rammers are essential. We spoke to Stefan le Roux, Managing Director at Wacker Neuson South and sub-Saharan Africa, about the company's latest innovation: the BS62-4 and BS68-4 four-stroke rammers. These rammers are designed for enhanced efficiency, durability, and operator comfort, and set a new standard in soil compaction technology. See page 10.

The need for telehandlers will increase as the building methods for especially water reservoirs are quickly changing with precast methods taking an increasing role. Mark Webster, General Manager - Regional Dealer Network Southern Africa, Manitou Southern Africa, explains how Manitou's telehandlers are revolutionising material handling in the South African construction industry. 🌟

**Wilhelm du Plessis -
MANAGING EDITOR**



capnews@crown.co.za



@CapEquipNews



Scan QR CODE to
visit and read our
latest news



Hands
on the
future

Visit us:

bauma

Munich, 7 – 13 April 2025
www.liebherr.com/bauma

The toughest in the roughest

LRT 1130-2.1

A maximum lifting capacity of 130 tonnes, economical transport and safe crane operation. The crane features very high lifting capacities and the longest telescopic boom of any 2-axle rough terrain crane in the world. It also has the most economical transport dimensions of its performance class and can be transported on conventional low loaders anywhere.
www.liebherr.com

LIEBHERR

Mobile and crawler cranes





SCALING UP PRIVATE SECTOR-DRIVEN FUNDING MODELS FOR LARGE INFRASTRUCTURE

In his 2025 Budget Speech, South Africa's Finance Minister, Enoch Godongwana, identified infrastructure as a key pillar for the country's growth strategy. He announced that over R1-trillion will be allocated to infrastructure spending over the next three years, emphasising the need for greater private sector participation and alternative financing solutions to accelerate delivery and improve effectiveness.

During a thought-provoking panel discussion at the recent Southern African Venture Capital and Private Equity Association (SAVCA) Private Equity (PE) Conference, industry experts explored the current state of infrastructure in South Africa. The panel, moderated by



Lungile Mashele, Sector Specialist in Energy and Infrastructure at the Public Investment Corporation (PIC), discussed issues ranging from demand and supply imbalances, funding gaps and project challenges, to suitable funding models and collaboration structures for public and private sector investors.

Challenges facing project development

There are several challenges that South Africa faces from an infrastructure development and investment perspective, notes Mameetse Masemola, Acting Head and Deputy Director-General of

Infrastructure Investment Planning and Oversight at Infrastructure South Africa (ISA). “Key to this is the lack of focus and allocation of resources towards project preparation and planning, which results in an inadequate investment-grade infrastructure project pipeline.”

ISA plays a crucial role in assisting project owners – ranging from state-owned enterprises to water and energy authorities – with preparation and deal packaging to make projects viable for investment. “For National Treasury to consider these projects, baseline information needs to be in place, and we work closely with sponsors to ensure that happens,” Masemola added.

Budget constraints are another major challenge that Masemola raises. “While the ministry allocates capital over a three-year cycle, we have a R1,6-trillion infrastructure investment gap – this is the gap between the current project pipeline and the funding available.”

Innovative financing models for infrastructure

Blended finance has emerged as a critical tool in making “un-bankable” projects more attractive to investors. Refilwe Mokanse, an Infrastructure Finance Specialist at Infrastructure Finance, highlighted that their organisation currently has 26 blended finance projects in different stages of development. “Some are in advanced stages, going through due diligence, while for others, we are still engaging with the market to gauge interest,” Mokanse said. “Our mandate is to identify projects that are initially un-bankable, assess their feasibility, and structure them in a way that reduces risk and attracts financing.”

Expanding on the blended finance approach, Mokanse explained, “A blended finance model includes various sources of funding, such as grant funding from the government and viability capital from the Infrastructure Fund, which can take the form of a grant, a concessionary loan, equity or debt, depending on what is required to de-risk a particular project.

“The aim is to create an environment where the private sector can step in with the relevant funding. This could take the form of commercial finance, development finance institution (DFI) funding, multilateral development finance, and ideally, increased engagement with institutional investors to secure their participation in these projects,” he added.

To this point, public-private partnerships (PPPs) were identified as a critical mechanism for infrastructure investment, “PPPs create a strong opportunity for asset

managers to provide funding either through the project SPVs or companies responding to the bids,” Mokanse noted. “We look at successful global models and assess their applicability to the South African market.”

In the energy sector, decentralisation has been a growing trend in recent years. From an investor’s perspective, Mosa Molebatsi, Senior Investment Associate at Mergence Investment Managers, explained that there are two buckets of projects in this regard. “On one end, larger off-takers like a mining company or manufacturing plant are looking to set up decentralised energy solutions to meet their energy demands off-grid. On the other hand, for the smaller portfolio players, we typically invest in aggregators that are driving projects in the sub-1MW space.” The latter model works as there is competition from international developers. The 3rd model, which is within the Residential space, has been lagging as the risk – return dynamics here are quite different.

Water infrastructure: A critical risk to business continuity

While energy has been a primary focus for South Africa, panellists stressed that water infrastructure is an equally pressing concern. “For the longest time, we’ve seen significant attention given to electricity, but water has often been neglected, especially at a corporate and industrial level,” said Mike Smith, Principal at The Water Fund. “This needs to change at a government, municipal and corporate level, because water is the single biggest risk to business continuity in South Africa. Without water, industry simply stops.”

The biggest funding gap, according to Smith, exists at the Critical National Infrastructure (CNI) level. “The CNI projects in the water space are extremely complex. Consequently, the transaction and due diligence costs that are required for those projects are difficult and expensive. This is compounded by the fact that at a CNI level, the projects are relatively small – often less than R100-million. We believe that project finance is the best approach here as it puts the vested interests and risks in the right hands – those of water service providers.”

Collaboration is key

Despite their varying viewpoints, panellists were all in agreement that greater collaboration between the public and private sectors is crucial for scaling up infrastructure investment. “We need to ensure projects get the buy-in they need from both sides to be bankable,” Masemola concluded. 🌐



BUILT AFRICA TOUGH

The Hitachi BX100 Backhoe Loader is a machine that embodies the Japanese philosophy of SHINRAI, which translates to trust, capability, and reliability. Designed with these core values in mind, the BX100 is engineered to meet the toughest demands of the African terrain, offering reliability, durability and simplicity. This robust machine is built for operational and cost efficiency, ensuring optimal performance on any project.

Reliable performance

The Hitachi BX100 Backhoe Loader is powered by a robust 99HP (73.8kW) Cummins engine, delivering consistent torque output across the RPM range for reliable performance even under heavy loads. Its proven and reliable transmission and axles ensure durability and smooth operation, while the in-line fuel injection pump enhances longevity and simplifies maintenance, making it a cost-effective choice. Together, these features provide exceptional power, reliability, and ease of maintenance, ensuring maximum uptime and productivity on every project.

Superior hydraulic system for fuel efficiency

The Hitachi BX100 backhoe loader's hydraulic system ensures

efficient performance and reliability by adjusting in real-time to varying conditions. Its high/low pressure unloader automatically adjusts hydraulic oil pressure to match the machine's needs, optimizing engine and hydraulic power use. This prevents power loss, reduces fuel consumption, and minimizes component wear, extending the lifespan of critical parts making the BX100 a durable, cost-effective solution for demanding environments.

Efficient cooling with easy maintenance

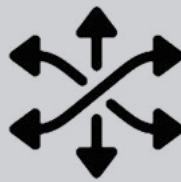
The vertically stacked Radiator-Oil Cooler (ROC) ensures effective cooling with easy maintenance. This design not only enhances engine and air conditioning efficiency but also allows for simple cleaning with compressed air, reducing



Maximise Profitability: The BX100's hydraulic system optimises power by adjusting oil pressure as needed, while long-drain oil system and high-performance filters extend lifespan and boost profitability.



Performance: The Backhoe Loader is powered by a robust 99HP (73.8kW) Cummins engine, delivering consistent torque output across the RPM range for reliable performance even under heavy loads.



Versatility: Compatible with a range of attachments, the BX100 is optional with a 6-in-1 loader bucket and additional backhoe hydraulic piping, allowing operators to switch between tasks with ease.



Robust and Safe: The machine's high-grade steel frame ensures durability, with ROPS/FOPS protection, excellent visibility, and a quieter engine for safety and comfort.

QUICK TAKE



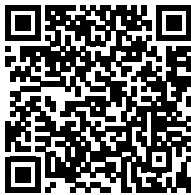
maintenance downtime and improving overall performance.

Built for durability and tough operations

The Hitachi BX100 backhoe loader is built with robustness in mind, featuring strong and tested structures that are designed to withstand tough operations. The machine's frame and key components are manufactured using high-grade steel, ensuring exceptional durability and strength. These robust structures allow the BX100 to perform reliably in challenging environments. The use of robotic welding in its manufacturing process enhances precision and consistency, ensuring high-quality construction that can endure harsh conditions and heavy workloads without compromising performance.

Versatility for every task

Designed for maximum versatility, the BX100 is optional with a 6-in-1 loader bucket and additional backhoe hydraulic



SCAN QR CODE TO SEE
MACHINE IN ACTION

pipng, allowing operators to switch between tasks with ease. The machine also supports a wide range of backhoe attachments, catering to different job site requirements. Whether digging trenches, lifting materials, or handling general farm work, the BX100 adapts seamlessly to the task at hand.

Operator safety and comfort

The Hitachi BX100 backhoe loader prioritizes operator safety and comfort with ROPS and FOPS protection, ensuring a safer working environment. Its excellent visibility enhances precision and safety in tight spaces, while the well-ventilated, spacious cabin reduces fatigue during long shifts. Ergonomic controls and a multi-functional digital display improve efficiency and ease of operation. The quieter engine minimizes noise, promoting better communication and reducing operator fatigue. Overall, the BX100’s design boosts productivity, safety, and comfort for a superior operating experience.

Maintenance efficiency and cost savings

The BX100 comes with a long-drain hydraulic oil system that extends the hydraulic oil maintenance interval to 4 500 hours, significantly reducing operational costs. High-performance filters further improve the lifespan of critical components, maximizing profitability. Additionally, single lock-n-key access and unrestricted service panels make servicing and routine maintenance simple and efficient.⚙️



Operating weight	Engine	Bucket capacity	Dump height	Load over height	Backhoe max. digging depth
8 600 – 8 800 kg	99HP	Std tilt bucket: 1,1 m²	2 842 mm	3 509 mm	5 003 mm
	73.8 kW	6-in-1 bucket: 1 m²			

HITACHI

Reliable Solutions



Unmatched efficiency and performance.

Hitachi BX100 Backhoe Loader – Built to Perform.

Experience reliability, durability, and simplicity with the all-new Hitachi BX100. From tough construction sites to rugged farming operations, the BX100 delivers powerful performance, easy operation, and straightforward maintenance - making it the perfect addition to your plant hire fleet.

The trusted Hitachi quality you know, now in a versatile backhoe loader.

Get a quote today - email us at marketing@hcmf.com



 @hitachimachinery
 Hitachi Construction Machinery
 www.hitachicm.co.za



Hitachi Construction Machinery Group

LANDCROS

Japanese Excellence—Reliable Solutions



WACKER NEUSON REDEFINES COMPACTION WITH NEXT-GENERATION 4-STROKE RAMMERS

Capital Equipment News spoke with Stefan le Roux, Managing Director at Wacker Neuson South and sub-Saharan Africa, about the company's latest innovation: the BS62-4 and BS68-4 four-stroke rammers. Designed for enhanced efficiency, durability, and operator comfort, these models set a new standard in soil compaction technology. By Juanita Pienaar



Long working hours can take a toll on operators, but with these rammers, we've made significant strides in reducing hand-arm vibration, making operation smoother and more comfortable.

Stefan le Roux, Managing Director at Wacker Neuson South and sub-Saharan Africa.

A legacy of innovation

Wacker Neuson has long been synonymous with cutting-edge compaction technology. From introducing the first electric rammer in 1930 to pioneering the 2-stroke and 4-stroke rammers, the company has consistently pushed the boundaries of performance and reliability. Now, the next-generation BS62-4 and BS68-4 rammers continue this tradition by delivering improved efficiency, lower emissions, and superior handling.

Stefan le Roux emphasises that these

New advanced 4 stroke Wacker Neuson rammer offers enhanced performance and improved operator comfort.



advancements are driven by industry demand. "The need for lower emissions, higher productivity, and reduced maintenance requirements were key motivators behind the development of these rammers. South and sub-Saharan African construction professionals require equipment that is reliable in extreme conditions while offering maximum efficiency," she explains.

Superior performance and power

The BS62-4 and BS68-4 rammers introduce several improvements over their predecessors, the BS50-4 and BS60-4. The new models offer increased impact force – 1 734 kg for the BS62-4 and 1 938 kg for the BS68-4 - enabling deeper and more uniform compaction. With a higher blow frequency of 689 blows per minute, these rammers ensure faster and more effective soil compaction, making them indispensable tools on demanding job sites.

"These rammers provide a winning combination of strong impact energy, fast



The transparent fuel filter on new Wacker Neuson 4-stroke Rammer facilitates service.

	<p>The need for lower emissions, higher productivity, and reduced maintenance requirements were key motivators behind the development of these rammers.</p>
	<p>The rammers feature a robust construction that minimises downtime and maintenance costs, allowing contractors to focus on the job at hand.</p>
	<p>These rammers are ideal for civil engineering projects, utility installations, and even municipal infrastructure development.</p>
	<p>With the launch of the BS62-4 and BS68-4 rammers, Wacker Neuson reaffirms its position as a leader in compaction technology.</p>

QUICK TAKE

travel speed, and high ramming frequency," says Le Roux. "The result is first-class compaction with fewer passes, which boosts productivity and saves time."

The rammers are equipped with reliable Honda GXR 120 four-stroke engines, renowned for their fuel efficiency and low emissions. The optimised carburettor ensures precise fuel metering, reducing consumption and lowering operational costs. "Not only do these rammers reduce fuel expenses, but they also meet

modern environmental standards, helping construction companies adhere to stricter emission regulations," Le Roux adds.

Engineered for operator comfort

Recognising the physical strain that soil compaction can place on operators, Wacker Neuson has introduced several ergonomic enhancements. The redesigned guide handle features an angled grip that reduces wrist strain, while improved vibration control



Wacker Neuson's new advanced precision-engineered 4-stroke rammer.

These rammers are ideal for civil engineering projects, utility installations, and even municipal infrastructure development,”
Le Roux notes. “Whether working in high temperatures, dusty conditions, or challenging terrains, they deliver outstanding results.”

minimises fatigue. “Long working hours can take a toll on operators, but with these rammers, we’ve made significant strides in reducing hand-arm vibration, making operation smoother and more comfortable,” Le Roux points out.

Weight distribution has also been optimised to improve stability and manoeuvrability, particularly in confined spaces. “The rammers are designed for ease of handling, ensuring precision even in the toughest job-site conditions,” says Le Roux.

Durability and easy maintenance

Built with rugged, high-quality materials, the BS62-4 and BS68-4 are designed to withstand the harshest environments. A reinforced crane eye enhances wear resistance and is bolted directly to the housing, reducing stress on rubber buffers and extending machine lifespan. Additionally, a larger, high-capacity air filter offers superior filtration, ensuring consistent engine performance in dusty conditions.

“Durability is a key factor in construction equipment,” le Roux states. “Our rammers

feature a robust construction that minimises downtime and maintenance costs, allowing contractors to focus on the job at hand.”

For added convenience, the rammers use a standardised, interchangeable ramming shoe, simplifying spare parts inventory. “This means contractors can use the same ramming shoes across both models, reducing complexity and making maintenance easier,” he notes.

Digital advancements: The EquipTrack system

Wacker Neuson’s commitment to innovation extends beyond hardware. The company has integrated EquipTrack, an optional digital solution that enhances equipment management through real-time data tracking. “EquipTrack allows users to capture critical data such as operating hours, status, and overload detection via a Bluetooth module,” Le Roux explains. “This ensures better maintenance scheduling and optimises fleet efficiency.”

Meeting the needs of South African construction professionals

Wacker Neuson’s presence in the South African market is strong, with a reputation for reliability and dealer support. The BS62-4 and BS68-4 are designed to meet the region’s specific needs, from trench compaction and backfilling to foundation work and road construction.

“These rammers are ideal for civil engineering projects, utility installations, and even municipal infrastructure development,” Le Roux notes. “Whether working in high temperatures, dusty conditions, or challenging terrains, they deliver outstanding results.”

Continued support for all Wacker Neuson users

Even as Wacker Neuson introduces new technology, the company remains committed to supporting customers with older rammer models. “We continue to provide spare parts, repair kits, and expert technical guidance for our existing range,” le Roux assures. “This ensures that every Wacker Neuson rammer - regardless of age - remains operational and efficient.”

With the launch of the BS62-4 and BS68-4 rammers, Wacker Neuson reaffirms its position as a leader in compaction technology. By combining high performance, durability, and user-centric design, these next-generation rammers set a new benchmark for efficiency in the construction industry. As le Roux puts it, “These rammers are built to make tough jobs easier, ensuring that construction professionals can achieve top-tier results with minimal effort.” 🌟



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





DEVELON'S WHEEL LOADERS: DRIVING FUEL EFFICIENCY IN EARTHMOVING EQUIPMENT

Fuel efficiency is a key concern for businesses operating in the earthmoving sector, particularly in South Africa, where fluctuating fuel prices and high operational costs put pressure on profitability. *Capital Equipment News'* Juanita Pienaar spoke with Johann Viljoen, National Sales Manager at Develon South Africa, about how Develon's range of wheel loaders is designed to maximise fuel savings without compromising performance.

The critical role of fuel efficiency

According to Viljoen, fuel consumption is one of the largest operational expenses in earthmoving equipment. "As industries such as construction, mining, and agriculture face growing pressure to reduce costs, improve sustainability, and meet stringent regulatory requirements, the focus on optimising fuel usage has become increasingly important," he explains.

Earthmoving equipment is a significant contributor to global carbon emissions, primarily due to diesel combustion. Enhancing fuel efficiency not only helps businesses cut costs but also plays a crucial role in reducing their environmental footprint. "Equipment owners who prioritise fuel efficiency achieve substantial cost savings over the lifecycle of their machines, particularly in large-scale operations, where marginal gains translate into significant financial benefits," Viljoen adds.

Develon's competitive edge in fuel efficiency

Develon has built a reputation for engineering fuel-efficient machines that rival industry competitors. The company's wheel loaders, including the DL320A-7M, DL420A-7M, DL420-2, and DL550 models, incorporate cutting-edge technology to optimise fuel consumption.

"Our wheel loaders feature advanced powertrains, load-sensing hydraulics, and intelligent fuel management systems that



The fuel efficiency of earthmoving equipment has become vital – for the vitality of companies and for the planet.

enhance efficiency,” Viljoen states. “These machines are designed to help customers achieve lower fuel consumption without sacrificing power and productivity.”

A key differentiator is the integration of high-performance engines, such as Scania and Doosan models. These models which offer common rail fuel injection that enhances combustion efficiency for reduced fuel consumption, optimised turbocharging that provides power on demand without excessive fuel burn, and electronic engine control that adjusts fuel delivery in real time to match workload requirements.

Intelligent features for greater efficiency

Develon’s wheel loaders come equipped with an array of features that help minimise unnecessary fuel consumption. These include automatic idle and auto shutdown, which reduces fuel burn during inactivity; variable speed cooling fans that adjust their speed based on engine temperature, lowering power draw and fuel usage; and load-sensing hydraulic systems that deliver hydraulic

QUICK TAKE



Earthmoving equipment is a significant contributor to global carbon emissions, primarily due to diesel combustion.



Develon’s wheel loaders come equipped with an array of features that help minimise unnecessary fuel consumption.



Develon has built a reputation for engineering fuel-efficient machines that rival industry competitors.



Future developments include advanced hybrid powertrains designed to deliver even greater fuel savings, enabling machines to operate more efficiently while reducing emissions.

”

Our wheel loaders feature advanced powertrains, load-sensing hydraulics, and intelligent fuel management systems that enhance efficiency.



Equipment owners who prioritise fuel efficiency achieve substantial cost savings over the lifecycle of their machines, particularly in large-scale operations, where marginal gains translate into significant financial benefits.

Johann Viljoen, National Sales Manager at Develon South Africa.

TALKING POINT

power only when needed, improving efficiency and minimising wasted energy.

According to Viljoen, these features collectively enhance fuel efficiency, helping operators achieve cost savings while reducing the environmental impact of their operations.

Real-world savings: A case study

Develon wheel loaders have already demonstrated their fuel-saving capabilities in real-world applications. “Several South African mining and construction companies have reported significant reductions in fuel costs after



Develon DX1000LC-7 - the importance of fuel efficiency in earthmoving equipment.

switching to Develon loaders," Viljoen shares.

One example is a quarrying operation in Gauteng that replaced older machines with the DL420A-7M. "By leveraging improved hydraulic efficiency and intelligent power management, they achieved a 15% reduction in fuel consumption," he reveals.

Best practices to maximise fuel efficiency

While Develon's technology plays a crucial role in reducing fuel consumption, operator habits also have a significant impact. Viljoen emphasises that avoiding excessive idling is essential, and operators should utilise the auto-idle and shutdown feature to prevent unnecessary fuel waste.

Running machines at unnecessarily high RPMs increases fuel consumption, so maintaining optimal RPMs is critical for efficiency. Selecting the correct bucket size is another key factor, as overloading leads to inefficiency and excessive fuel use.

Additionally, ensuring proper tyre pressure minimises rolling resistance and contributes to fuel savings. Finally, operators should adopt smooth operating techniques, avoiding sudden acceleration and braking, which can cause spikes in fuel usage.

The role of maintenance in fuel efficiency

Regular servicing is another vital component in maintaining optimal fuel consumption. "Proper maintenance ensures that key fuel-saving components, such as the engine, cooling system, and hydraulic systems, function at their best," Viljoen notes.

Scheduled maintenance with genuine Develon parts and lubricants prevents inefficiencies such as clogged filters, inefficient combustion, and excessive

power loss. "Poor maintenance can lead to increased fuel consumption, but with routine servicing, operators can keep their machines running at peak efficiency," he adds.

Harnessing telematics for smarter fuel management

Develon's commitment to fuel efficiency extends beyond hardware—it also includes data-driven insights. The DevelonCONNECT Telematics System allows fleet managers to monitor and optimise fuel usage in real time.

"Telematics provides insights into fuel burn rates, idle time, engine load, and operational efficiency," explains Viljoen. "By identifying inefficiencies, such as excessive idling or harsh operating habits, businesses can take corrective actions to improve fuel savings."

According to Viljoen, companies using Develon telematics have reported fuel cost reductions of up to 10-15%, making a tangible difference in overall profitability.

Industry trends and future innovation

Fuel efficiency is becoming an increasingly important factor in equipment selection. "Businesses across mining, construction, and quarrying are prioritising fuel-efficient machines due to rising fuel costs and tighter environmental regulations," Viljoen says. "We are seeing a greater trend where equipment manufacturers and owners are implementing strategies to enhance fuel efficiency, recognising its impact on operational costs and sustainability."

Develon remains committed to innovation in fuel economy. Future developments include advanced hybrid powertrains designed to deliver even greater fuel savings, enabling machines to operate more efficiently while reducing emissions.

The company is also focusing on more refined telematics integration, allowing for enhanced real-time fuel management and data-driven decision-making.

Additionally, Develon is investing in enhanced hydraulic systems that minimise power loss and further optimise fuel consumption, ensuring that its machines remain at the forefront of efficiency advancements.

Aligning with sustainability goals

As environmental regulations become more stringent, fuel-efficient equipment is crucial in reducing carbon emissions. "Develon loaders, such as the DL420A-7M and DL550, comply with global emissions standards by integrating fuel-efficient engines that lower CO₂ output," Viljoen highlights.

To further reduce its carbon footprint, Develon is actively developing alternative fuel-compatible engines and improving energy recovery systems. "We are investing in next-generation fuel-saving technology to ensure businesses in South Africa can operate more efficiently while reducing their environmental impact," he concludes.

Final thoughts

Fuel efficiency in earthmoving equipment is no longer a luxury—it's a necessity. Develon's wheel loaders are at the forefront of this shift, offering innovative solutions that reduce costs, improve operational efficiency, and support sustainability efforts.

With advanced engine technology, intelligent fuel management systems, and robust telematics solutions, Develon ensures that businesses in the construction, mining, and quarrying industries have the tools they need to maximise fuel savings without compromising on performance. 🌱

Your material handling **PARTNER**



HANDLE and LIFT with EASE.



Telehandlers | Forklifts | Access Platforms | Backhoe Loaders | Skid Steers

End-to-End Solutions: Sales • Services • Training • Parts

Tel: +27 10 601 3000

Email: info.msa@manitou-group.com

Represented throughout the African continent through our network of dealers.

www.manitou.com

 **MANITOU**
HANDLING YOUR WORLD



ECO-CONSCIOUS 944 X-TIER WHEEL LOADER INTRODUCED TO AFRICA

John Deere Africa Middle East recently launched the 944 X-Tier Wheel Loader to the Africa continent. A machine that exemplifies our commitment to innovation, efficiency, and environmental stewardship. Designed to meet the rigorous demands of our customers, the 944 X-Tier offers exceptional features and benefits that enhance productivity while minimising environmental impact.

Innovative e-drive system

At the heart of the 944 X-Tier is its industry-exclusive E-Drive system, which combines a John Deere 13.5L engine with advanced electric drive components. This hybrid-electric drivetrain not only delivers exceptional power but also enhances fuel efficiency. Griffiths Makgate, C&F Sales Manager for Africa and the Middle East, explains, "The E-Drive system allows the 944 X-Tier to burn 13 to 33% less fuel compared to conventional drive loaders in typical applications, significantly reducing operational costs and environmental impact."

Enhanced productivity and cost savings

The 944 X-Tier is equipped with exclusive features designed to maximize productivity and reduce operating costs. Makgate

highlights, the Traction Control system automatically limits torque to any wheel when slippage occurs, eliminating runaway wheel spin and increasing tire life. Additionally, the Coast Control feature allows operators to adjust the machines deceleration aggressiveness, extending service brake life.

Built for longevity

Understanding the importance of durability, the 944 X-Tier is engineered to last multiple lifecycles. Since the 944 X-Tier doesn't contain major components like axles and a transmission, those components will not need to be rebuilt or replaced like on a conventional-drive loader. A Mid-life event for this loader within the 18 000 to 20 000-hour range costs approximately 50 to 60% less than rebuilding a traditional-drive machine.



Commitment to sustainability

The 944 X-Tier design reflects John Deere's dedication to environmental responsibility. The E-Drive system not only improves fuel efficiency but also reduces CO₂ emissions by up to 31 kg per hour compared to traditional drive machines. Over 30 000 hours, this equates to approximately 930 000 kg less CO₂, emitted, underscoring our commitment to sustainable solutions



Tier 4 final engine advantages

Equipped with a Final Tier 4 engine, the 944 X-Tier meets stringent EPA emissions standards, achieving a - 80% reduction of nitrogen oxides (NOx) compared to other tiers. These reductions are achieved through advanced technologies such as selective catalytic reduction (SCR) and diesel particulate filters (DPF), resulting in cleaner exhaust and a significant decrease in pollutants that contribute to smog and respiratory issues.

Industry-leading warranty

The electric components on the 944 X-Tier's electric drive are backed by an industry-leading 8-year, 20 000-hour warranty, providing peace of mind when investing in this machine.

Renico Lombard, C&F Customer Product Support Manager for AME and SE Asia, emphasizes, this extensive warranty reflects the trust we have in the 944 X-Tier advanced technology and our dedication to providing unparalleled support to our customers. It's a testament to the machines quality and our commitment to ensuring its long-term performance in demanding environments. 🌟



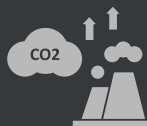
At the heart of the 944 X-Tier is its industry-exclusive E-Drive system, which combines a John Deere 13.5L engine with advanced electric drive components.



The 944 X-Tier design reflects John Deere's dedication to environmental responsibility.



The E-Drive system allows the 944 X-Tier to burn 13 to 33% less fuel compared to conventional drive loaders in typical applications, significantly reducing operational costs and environmental impact



Equipped with a Final Tier 4 engine, the 944 X-Tier meets stringent EPA emissions standards, achieving a - 80% reduction of nitrogen oxides (NOx) compared to other tiers.

TAKE

QUICK



From left: Dr. Ralph (Mannheim), Paul Deppe (MD), Heiner, Dr. Sebastian (Mannheim).

FUCHS LUBRICANTS SOUTH AFRICA DOUBLES SALES VOLUME

An aggressive growth strategy in South Africa and Sub-Saharan Africa over the last decade has resulted in a CAGR of 6% in volume sold since 2015. “The result of this is that sales volume has nearly doubled in this time,” said Paul Deppe, managing director of FUCHS LUBRICANTS SOUTH AFRICA and Regional Vice President of sub-Saharan Africa.

Paul Deppe was speaking at the official opening of the expanded facility of FUCHS LUBRICANTS SOUTH AFRICA in Isando. “This growth would not have been possible had the FUCHS Group not the confidence and desire to support its subsidiary in South Africa.” More than R650-million has been invested in creating capacity at the South African subsidiary over the past eight years. “It is a huge confidence boost in the country and the FUCHS business in South Africa,” said Paul Deppe.

Joining the event from FUCHS SE was Dr. Ralph Rheinboldt, chairman of the South African subsidiary and member of the FUCHS SE Executive Board responsible for EMEA, Dr. Sebastian Heiner member of the FUCHS SE Executive Board and CTO, and Matthias Spethmann, Vice President of EMEA OEM sales.

“FUCHS has marked a significant milestone with the completion of its expanded plant in Isando,” said Deppe. The project commenced in 2020 with the purchase of an adjacent site to accommodate the company’s growth. This

expansion follows the initial investment in a new grease plant commissioned in 2018.

The newly built facility, which now spans 6 ha, doubling its previous size, represents a R500-million investment in “creating capacity” and technological advancement. The project includes a new office complex, warehouse, laboratory, tank farm, oil lubricants blending plant, and state-of-the-art filling machines. Completed in December 2024, the expansion has increased production capacity by over 40%.

The development has been a key factor in FUCHS’s growth, which now employs nearly 450 people, up from 250 in 2015. No staff redundancies took place during this period, with the company continuing to invest in employee training and upskilling.

FUCHS worked closely with several partners, including global engineering firm DRA Global, the Engineering, Procurement, and Construction Management (EPCM) consultant. Other consultants who contributed significantly were GPD Studio (architect),

ILS (warehouse designer), ASP Fire (fire engineer), Stadler & Schaaf (plant automation), and Handson Electrical (electrical engineer).

Among the highlights of the new facilities is the modern office complex, which serves as the head office for South Africa and regional office for Sub-Saharan Africa. It is designed to house 110 people in a sustainable, energy-efficient environment, certified net-zero carbon by the Green Building Council of South Africa.

The new 7 000 m² warehouse, four-and-a-half times larger than the previous one, incorporates SAP warehouse management technology supported by integrated scanning systems, and design incorporating narrow and wide aisle racking for flexibility and to maximize space utilisation. The automated fire system conforms to NFPA standards and includes automated spill barriers. In addition, sustainability elements such as rainwater harvesting and a solar PV system which will increase total renewable energy supply to 30%.

A critical part of FUCHS value offering is quality control and product development. With the growth of operations, the laboratory has been renovated and upgraded. The upgraded laboratory supports FUCHS’s commitment to quality control and product development.

The expansion of the oil lubricants production capacity includes a new tank farm, blending plant, and filling hall designed for future growth. The tank farm includes capacity for 1 300 m³ of base oil storage, 120 m³ of heated additive storage and 300 m³ of blending capacity.

There are three new filling lines, an IBC and drum line, a 20L filling line and Small Pack filling line currently configured to fill 5L and 1L pack sizes. All three lines have a high degree of automation. The IBC and drum line features a diving head piston nozzle to limit foaming and a load cell with level sensors for accurate volume and weight measurement. The 20L line and Small Pack filling line all have a range of quality features like weight checking, cap sensing, induction sealer sensing, label vision sensing and batch code printing.

“This expansion is set to enhance FUCHS’s operational efficiency, quality control, and production capacity, ensuring continued growth and customer satisfaction. The company extends its gratitude to its employees, consultants, and customers for their unwavering support throughout this transformative journey,” concluded Deppe. 🌟

THE COST OF POOR LUBRICATION

In the world of heavy-duty industries, where equipment operates under extreme conditions, proper lubrication is essential. Yet, many businesses overlook the importance of using the right grease and oil, leading to unforeseen expenses that can significantly impact their bottom line.

From increased maintenance costs to catastrophic equipment failure, poor lubrication can be a silent profit killer. Understanding these hidden costs can help businesses make informed decisions and avoid costly mistakes.

The true cost of poor lubrication

Increased wear and tear

Lubrication plays a vital role in reducing friction between moving parts. Without the right grease, components experience excessive wear, leading to premature failure. This means more frequent part replacements and increased downtime, all of which add up to higher operational costs.

Unplanned downtime and production losses

Equipment failure due to poor lubrication often results in unexpected downtime. In industries such as transport, mining, and construction, downtime means lost productivity and revenue. Every minute of inoperable machinery can lead to missed deadlines, supply chain disruptions, and dissatisfied customers.

Higher maintenance and repair costs

Improper lubrication not only damages components but also leads to costly repairs. Bearings, gears, and hydraulic systems require specialized lubrication to function efficiently. Using inferior or



incorrect lubricants leads to breakdowns, forcing companies to spend more on emergency maintenance rather than scheduled servicing.

Increased fuel consumption

When equipment is not properly lubricated, it has to work harder to perform its tasks. This extra effort leads to higher energy and fuel consumption, directly impacting operational expenses. A well-lubricated system runs smoothly, reducing overall energy costs.

Safety risks and liability issues

Poor lubrication can result in unexpected

mechanical failures, increasing the risk of workplace accidents. Malfunctioning machinery poses a serious hazard to operators, leading to potential injuries and legal liabilities. Proper lubrication ensures equipment reliability, improving workplace safety.

Prevent hidden costs with the right lubrication

To avoid these costly consequences, investing in high-performance lubricants is essential. Shell's premium lubrication products offer superior protection against wear, ensuring your equipment operates at peak efficiency. 🌟



Atlas Oil's Ultimate Heavy-Duty Protection Promotion

To help businesses keep their heavy-duty engines performing at their best, Atlas Oil is offering the Ultimate Heavy-Duty Deal from February to April 2025!

Buy any Shell Rimula R4X 15W40 CI-4/SL and receive 10% OFF on:
 Shell Gadus S3 V220C2 (Wheel Bearing Grease) – 18kg
 Shell Gadus S3 V460D2 (Pins, Bushes, & Fifth Wheel Grease) – 18kg

Maximize Your Engine's Performance Today!



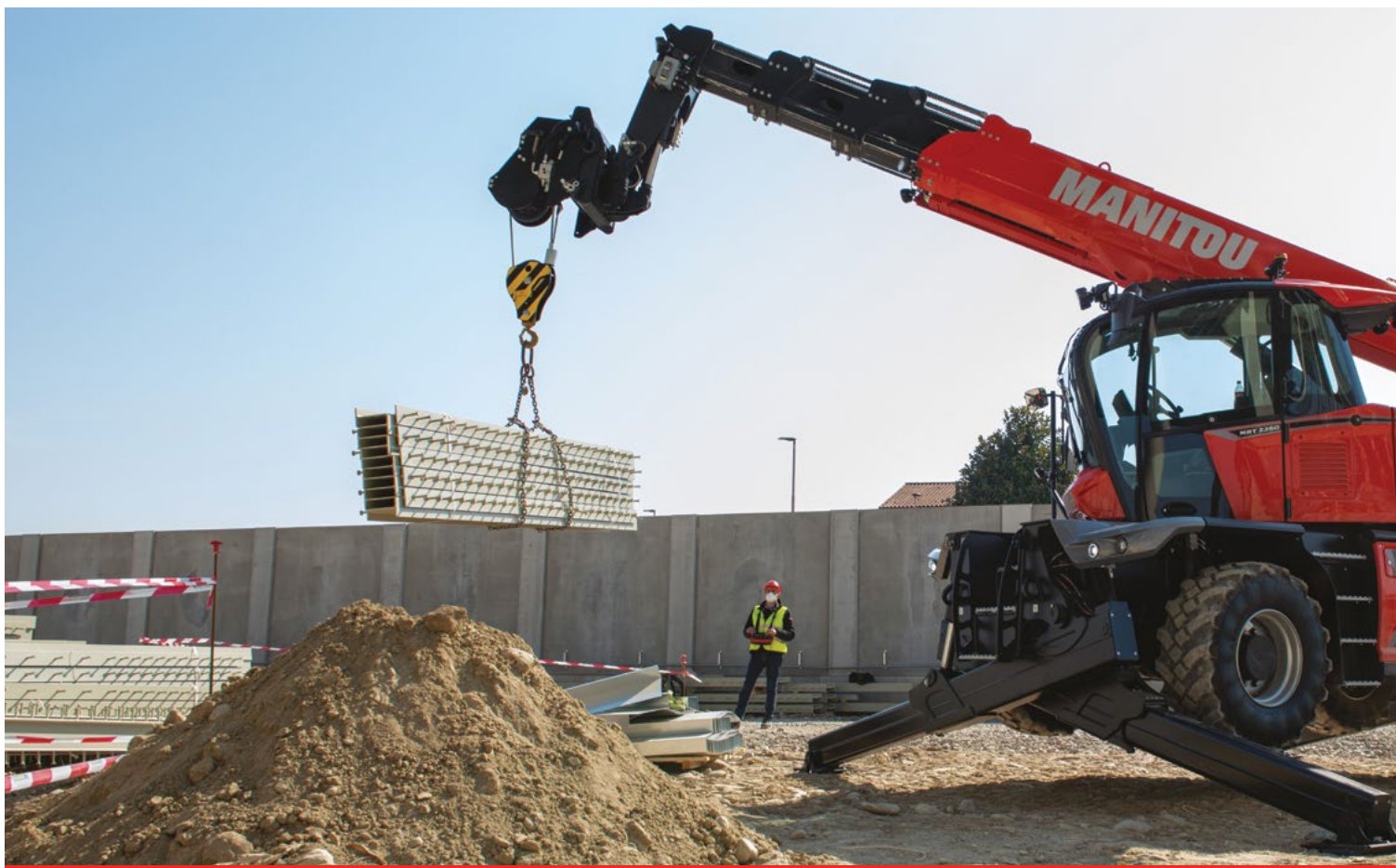
Shell Lubricants
Authorized Distributor

www.atlasoil.africa



info@atlasoil.africa

0861 000 272



MANITOU'S TELEHANDLERS: A GAME CHANGER FOR SOUTH AFRICAN CONSTRUCTION

Capital Equipment News spoke with Mark Webster, General Manager - Regional Dealer Network Southern Africa, Manitou Southern Africa, about how Manitou's telehandlers are revolutionising material handling in South Africa's construction industry. By Juanita Pienaar.

TALKING POINT



Manitou telehandlers are specifically designed to overcome many of the challenges construction companies face, such as limited space, difficult terrain, and the need to reach elevated areas or confined spaces.

Mark Webster, General Manager - Regional Dealer Network Southern Africa, Manitou Southern Africa.

Meeting the demands of a growing market

Despite a decline in the construction sector since 2020, the South African

construction equipment market is set for growth in the coming years. Efficient and versatile material handling solutions are more crucial than ever, and Manitou's

range of telehandlers is designed to meet these evolving needs.

Manitou's telehandlers provide a versatile and highly efficient alternative to traditional lifting and loading equipment. "Manitou telehandlers are specifically designed to overcome many of the challenges construction companies face, such as limited space, difficult terrain, and the need to reach elevated areas or confined spaces," says Mark Webster. Their ability to navigate rough terrain, coupled with multiple steering modes, makes them an invaluable asset on any job site.

Versatility and efficiency on the job site

Manitou telehandlers stand out due to their extensive range of attachments, allowing them to handle various tasks with ease. "With a vast array of available attachments, such as forks, buckets, jibs, and personnel cages, a Manitou telehandler is somewhat of a Swiss Army knife on the construction site," Webster explains.

In addition to their adaptability, Manitou's machines boast impressive capabilities. The company offers telehandlers with lifting capacities of up to 33 tons and maximum lifting heights of 35 metres. "Manitou also offers a range of 360-degree rotational telehandlers,



eliminating the need for frequent machine repositioning, thus saving time and increasing productivity,” he adds.

Built for durability and safety

Reliability is a critical factor in construction equipment, especially given the harsh conditions of South African job sites. “Manitou telehandlers are engineered with high-strength materials and heavy-duty components to withstand the toughest environments,” Webster notes. Before leaving the factory, each machine undergoes rigorous static and dynamic testing to ensure optimal performance.

Safety is also a top priority for Manitou. “All our telehandlers come packed with safety features such as ergonomic cabs, stability control, and load monitoring systems,” says Webster. The combination of these features ensures that operators can work more safely and efficiently, reducing the risk of accidents on site.

Key models available in South Africa

Manitou offers a variety of telehandlers suited to the South African construction sector, with key models including the MT-X 1840, MT-X 1440, and MXT1740 models. These machines feature 4-wheel drive capability and three different steering modes (2-wheel, 4-wheel, and



Manitou’s telehandlers provide a versatile and highly efficient alternative to traditional lifting and loading equipment.



Manitou telehandlers stand out due to their extensive range of attachments, allowing them to handle various tasks with ease.



Investing in a Manitou telehandler provides long-term cost benefits, including lower operating costs, increased productivity through customisation, and potential tax deductions.



As the South African construction sector continues to evolve, Manitou remains committed to innovation.

TAKE

QUICK



crab), allowing for seamless movement in various site conditions.

"The Manitou MRT-X range of rotating telehandlers allow operators to pick and place construction material within a 360-degree radius without moving the machine. This enhances efficiency and decreases site establishment costs," Webster explains. By adding attachments such as a hydraulic winch with a carrying capacity of up to 6 tons, these telehandlers can even replace cranes in certain applications.

Return on investment: Owning vs. renting

One of the biggest considerations for construction companies is whether to purchase or rent equipment. According to Webster, investing in a Manitou telehandler provides long-term cost benefits, including lower operating costs, increased productivity through customisation, and potential tax deductions. "Over time, the depreciation of the asset could result in tax benefits, and when the asset needs to be replaced, it could attract a good resale value," he explains.

However, rental options also offer advantages, such as conserving capital, controlling

expenses, and accessing the latest machines without worrying about repair and maintenance costs. "With rental, there's no need to carry the cost of technicians or dispose of assets at the end of their life cycle," he adds.

Future innovations and market growth

As the South African construction sector continues to evolve, Manitou remains committed to innovation. The company is constantly refining its telehandler range to improve efficiency, safety, and adaptability. "Fuel efficiency is dependent on lifting, loading, and carrying cycles, which vary between building sites. However, Manitou is always working on enhancements to improve cost savings and performance," Webster notes.

With a growing market and increasing demand for versatile equipment, Manitou's telehandlers are set to play a crucial role in the future of construction in South Africa. Whether through increased efficiency, cost savings, or enhanced safety, these machines provide a solid investment for construction businesses looking to stay ahead of the curve. 🌐



Fuel efficiency is dependent on lifting, loading, and carrying cycles, which vary between building sites. However, Manitou is always working on enhancements to improve cost savings and performance.



AFRICA'S LEADING EARTHMOVING EQUIPMENT & PARTS DEALER

📍 www.blcplant.com

☎ +27 11 555 2000

✉ info@blcplant.com

PLANT

PARTS

RENTAL



MOTOR GRADER

CAT 140H; 140K; 16M



WHEEL LOADER

CAT 950H; 966H/L; 962H; 980H; 992G/K



BULL DOZER

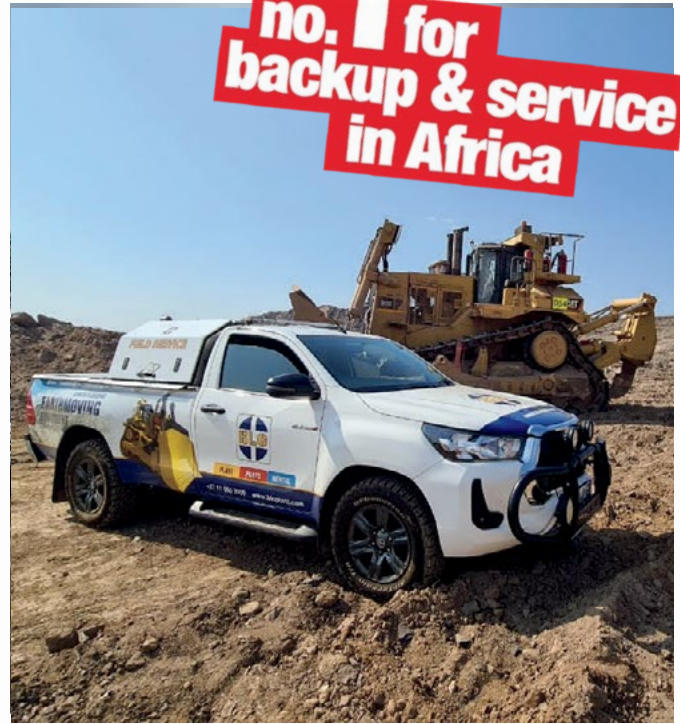
CAT D6R; D7R; D8R; D9T; D10T; D11T



HEX

CAT 320D; 323D; 329D; 336D; 345D; 349D; 374D/F; 390D/F, Mahindra & Hyundai

no. 1 for backup & service in Africa



MAHINDRA MAYHEM

BRAND NEW MAHINDRA VX90 & G90

4x4

Fuel Efficient

with aircon



LARGEST STOCK OF PARTS IN THE SOUTHERN HEMISPHERE

Service exchange units available

6 MONTHS WARRANTY on refurbished components.

Contact us today

Tel: +27 (0)11 555 2000

Website: www.blcplant.com





INNOVATION ELEVATES FORKLIFTS TO EVER-GREATER HEIGHTS

In a recent interview, *Capital Equipment News*' Juanita Pienaar spoke with Stephan Mostert, National Technical Manager at Toyota Material Handling, a division of CFAO Equipment, to discuss the latest innovations shaping the forklift industry. From cutting-edge safety technologies and telematics advancements to sustainability initiatives, Toyota Material Handling continues to set new standards in efficiency, productivity, and reliability.

Pioneering safety innovations

Toyota Material Handling, a division of CFAO has long been at the forefront of forklift safety. Among its most notable advancements is the System of Active Stability (SAS). This technology gathers over 3 000 readings per second, detecting unsafe operating conditions and activating stabilisation features that prevent tip-overs. "This system assists the forklift operator in keeping the forklift stable during sharp cornering or other unsafe scenarios," Mostert explains.

Another major safety feature is the Operator Presence System (OPS), designed to prevent accidents caused by unattended forklifts. "OPS ensures that if an operator is not seated, the forklift will not move, and its hydraulic lifting functions will be disabled," Mostert adds. Toyota Material Handling has also

introduced a front-facing camera system, further enhancing visibility for both operators and pedestrians.

Safety in the workplace is a priority for all businesses, and Toyota's continuous innovations have contributed significantly to reducing forklift-related incidents. "Every advancement we introduce is aimed at minimising risk and ensuring workplace safety," Mostert says.

Telematics: smarter fleet management

Efficiency and productivity have been significantly enhanced by Toyota's I_Site telematics system, a game-changer in fleet management. "With technology advancements, the I_Site system can automatically notify site management when an accident occurs. Managers can also communicate directly



TALKING POINT



I_Site enables more efficient management of forklift fleets by tracking utilisation, downtime, OH&S incidents, breakdowns, and response times.

Stephan Mostert, National Technical Manager at Toyota Material Handling, a division of CFAO Equipment.

with operators, alerting them to potential hazards such as aisle spillages,” says Mostert.

This technology provides real-time data on fleet performance, operator usage, and maintenance needs. By leveraging I_Site, businesses can ensure optimal fleet utilisation and proactively address operational inefficiencies.

“I_Site enables more efficient management of forklift fleets by tracking utilisation, downtime, OH&S incidents, breakdowns, and response times. This data aids in optimising both the fleet and operators while also extending the lifespan of the equipment,” Mostert adds. Today, more than 200 000 Toyota forklifts globally are connected to I_Site, improving operational efficiency and reducing downtime.

Operator comfort: a key to productivity

Recognising that forklift operators spend extended hours in their vehicles, Toyota Material Handling has made significant ergonomic improvements. “We have enhanced lumbar support, introduced adjustable seat settings, and optimised armrests and steering positions for better comfort,” Mostert highlights. These enhancements lead to higher productivity



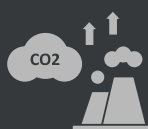
Safety in the workplace is a priority for all businesses, and Toyota’s continuous innovations have contributed significantly to reducing forklift-related incidents



Efficiency and productivity have been significantly enhanced by Toyota’s I_Site telematics system, a game-changer in fleet management.



Recognising that forklift operators spend extended hours in their vehicles, Toyota Material Handling has made significant ergonomic improvements.



While some businesses require compact forklifts for tight warehouse spaces, others need heavy-duty equipment for large-scale operations

TAKE

QUICK



and reduced fatigue, improving workplace efficiency.

Comfortable operators are more engaged and efficient in their work. "When an operator is comfortable and alert, they work more effectively, which leads to greater productivity and fewer errors," Mostert explains. This focus on ergonomics has positioned Toyota Material Handling as a leader in designing forklifts that prioritise both safety and operator well-being.

Meeting industry demands

Toyota Material Handling's forklift range caters to various industries, from warehousing and logistics to agriculture and manufacturing. "We provide equipment ranging from pallet jacks to forklifts capable of lifting loads of up to 15 tonnes or reaching heights of 15 metres," Mostert explains.

While some businesses require compact forklifts for tight warehouse spaces, others need heavy-duty equipment for large-scale operations. Toyota's diverse range ensures that every customer finds a solution tailored to their needs. "There is no single industry that benefits the most; our forklifts are designed to be versatile, durable, and efficient in a variety of applications," says Mostert.

Maximising uptime with superior service

Fleet downtime can be costly for businesses. Toyota Material Handling mitigates this through comprehensive aftersales support. "Our 24/7 aftermarket services, fully stocked parts distribution centres, and on-call technicians ensure that any breakdowns are swiftly addressed," Mostert states. Additionally, the company promises a replacement forklift within 72 hours if repairs cannot be completed in time.

Proactive maintenance and efficient servicing play a critical role in minimising downtime. "By offering weekend servicing and ensuring that parts are always available, we help businesses avoid costly disruptions during their busiest periods," Mostert adds.

Sustainability and the shift to electric forklifts

Sustainability is an increasing priority for businesses, and Toyota Material Handling has responded with electric forklift solutions. "Electric forklifts with lithium-ion batteries produce zero emissions, have lower maintenance costs, and eliminate fuel expenses," Mostert notes. Toyota has also moved away from lead-acid batteries and introduced catalytic converters

to reduce emissions in its internal combustion forklifts.

"Customers are becoming more demanding regarding sustainability and fleet efficiency. As a result, we continue to innovate in ways that reduce carbon footprints and improve energy efficiency," Mostert states. By focusing on eco-friendly solutions, Toyota Material Handling is not only meeting current regulations but also preparing for the future of green logistics.

Future innovations in forklift technology

Looking ahead, Toyota Material Handling is exploring alternative fuel sources, including hydrogen fuel cell technology. While automation and Automated Guided Vehicles (AGVs) are on the horizon, the South African market is still in the early stages of adopting these innovations. "When the market is ready, automation will significantly reduce running costs and eliminate accidents, ensuring 100% productivity," Mostert predicts.

Automation is expected to be a game-changer for logistics and material handling. However, businesses will need to balance technological advancements with workforce training to ensure a smooth transition. "The industry is moving towards smarter, data-driven solutions, and those who don't adapt risk falling behind," Mostert warns.

Customer-centric approach to innovation

Toyota Material Handling has remained successful by continuously listening to customer feedback and adapting to industry changes. "The one thing you must never become is complacent. Always listen to customers and deliver on their expectations," Mostert emphasises. This approach has led to advancements such as roll-back prevention on inclines, noise reduction, and fork vibration dampers, which protect delicate products in industries like agriculture.

"Our ability to evolve based on customer needs has allowed us to maintain a competitive edge. Whether it's improving efficiency, enhancing safety, or introducing more sustainable technologies, we are committed to delivering solutions that drive business success," concludes Mostert.

With a commitment to safety, efficiency, and sustainability, Toyota Material Handling is not just selling forklifts; it is shaping the future of material handling in South Africa. Whether through ground-breaking safety systems, smarter fleet management, or eco-friendly alternatives, the company remains at the forefront of forklift innovation, helping businesses elevate their operations to new heights. 🌱



UD TRUCKS

Croner H30 & H44:

Built for Business,
Ready for Action.



PRODUCTIVITY



DRIVER EFFICIENCY



SAFETY



UPTIME SUPPORT



FUEL EFFICIENCY



PRODUCT UPTIME

Croner

Make Every Moment Count

For more information, contact your nearest Dealer or visit @ udtrucks.com/southafrica
T's and C's apply. Image for illustrative purposes and may not be part of the standard specification. While stocks last.



R 920 Litronic

- Easy to clean chassis
 - Biggest bucket in its class
 - Class leading cab for optimum comfort
 - Anti-slip surfaces which make it safe for maintenance.
- www.liebherr.com

LIEBHERR

Crawler excavator



Liebherr-Africa (Pty.) Limited ■ Vlakfontein Road, Springs 1560
Phone: +27 11 365 2000 ■ E-mail: info.laf@liebherr.com
www.facebook.com/LiebherrConstruction ■ www.liebherr.com