

# CAPITAL EQUIPMENT<sup>1</sup> NEWS

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FEBRUARY 2026



## COLD RECYCLING GAINS TRACTION AS WIRTGEN SA RECYCLES ROADS, REBUILDS AFRICA



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**MATERIALS HANDLING:** Shumani Industrial Equipment driving smarter fleets

**ADTs:** Rokbak built to keep earth moving

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# CONTENTS



08

## FEATURES

### 02 COMMENT

Why South Africa still needs equipment expos

### 04 COVER STORY

Cold recycling gains traction as Wirtgen SA introduces Africa's first W380 CR recycling train

### 08 CONEXPO-CON/AGG 2026

More than just another trade show

### 12 ADTs

Rokbak built to keep earth moving

### 16 UPTIME

Scania - built for uptime

### 20 MATERIALS HANDLING

Shumani Industrial Equipment driving smarter fleets

### 24 ELECTRA MINING AFRICA

Electra Mining Africa - a platform built for confident capital decisions

### 28 TIPPERS

Purpose-built tippers designed to work harder, longer

### 32 TRANSPORT

Driving further for better: confident growth through global volatility



12



16

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# WHY SOUTH AFRICA STILL NEEDS EQUIPMENT EXPOS



In an era of virtual launches, digital brochures and online demos, it is tempting to question the relevance of large-scale trade expos. Yet for South Africa's capital-equipment market, where machines represent long-term investments, operational risk is high and aftersales support is decisive, expos remain strategically important. Events such as bauma, CONEXPO-CON/AGG, and Electra Mining Africa each play a distinct role in shaping procurement decisions, technology adoption and dealer strategies across the local market.

At their core, expos remain the most effective platforms for physical product validation. Earthmoving, mining and construction equipment cannot be fully assessed through screens. South African

contractors and mine operators want to see build quality, access service points, compare operator environments and interrogate engineering teams directly. This is particularly relevant in a market where machines are expected to perform in harsh conditions and remain productive for many years.

Global OEMs with strong South African footprints understand this well. Brands such as Caterpillar (through Barloworld), Bell Equipment, Komatsu, Volvo Construction Equipment, Liebherr, Hitachi Construction Machinery and Epiroc use bauma and CONEXPO to showcase new platforms and technologies, while relying on regional dealers to translate that exposure into local sales and support. For South African buyers, these shows often represent the first step in a procurement journey that ends with a locally supported fleet.

Beyond iron, expos are increasingly about technology transfer. bauma and CONEXPO set the global agenda on automation, electrification, digitalisation and sustainability. Battery-electric compact equipment, trolley-assist haulage concepts, hydrogen-ready engines and advanced telematics platforms are no longer theoretical.

For South African operations, the relevance lies not in novelty but in applicability. Maintenance managers

and engineers attend these shows to ask hard questions: How does this technology integrate with existing fleets? What is the impact on maintenance skills? What does uptime look like in remote operations? Telematics, in particular, has moved from "nice to have" to operational necessity, with both global OEM systems and South African fleet-management providers using expos to demonstrate real-world performance improvements.

Another critical function of expos is their role in deal-making and fleet planning. Large international shows compress months of discussions into a few days by bringing OEMs, dealers, financiers and rental companies into one space. This is especially relevant for South Africa, where rental and used-equipment markets play a major role in project delivery.

Timing also matters. bauma and CONEXPO-CON/AGG are global trend-setters, defining product and technology direction for the next two to three years. Electra Mining Africa, taking place later this year in Johannesburg, performs a different but equally vital role: it localises those global trends. It is where South African and African buyers assess whether technologies unveiled abroad are commercially viable, serviceable and compliant within regional regulatory and operational realities.

Electra Mining is also unique in its ability to bring together mining, construction, industrial and power-generation stakeholders under one roof. For OEMs and dealers, it is the most efficient way to engage directly with local decision-makers, showcase region-specific configurations and reinforce aftermarket capabilities.

Finally, there is the human element, which no digital platform can replace. Capital-equipment decisions are relationship-driven. Trust built through face-to-face engagement underpins everything from warranty negotiations to parts prioritisation during breakdowns.

For South African industry stakeholders, the message is clear: expos should be approached as strategic tools, not generic marketing events. bauma and CONEXPO provide global perspective and early visibility; Electra Mining delivers local relevance and commercial traction. Together, they form a pipeline that links innovation to implementation.

**Wilhelm du Plessis -  
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## COLD RECYCLING GAINS TRACTION AS WIRTGEN SA INTRODUCES AFRICA'S FIRST W380 CR RECYCLING TRAIN

South Africa's ageing road infrastructure is under growing pressure - from material shortages and tightening budgets to rising traffic volumes and sustainability demands. Against this backdrop, cold recycling is emerging as one of the most compelling solutions for long-term, cost-effective road rehabilitation. To explore how this technology is reshaping the industry, **Juanita Pienaar** spoke with **Waylon Kukard**, Sales Manager at Wirtgen SA, about the increasing role of cold recycling, the introduction of Africa's first W380 CR cold recycling train, and what this could mean for the future of road construction and maintenance across the region.

### Infrastructure under strain

According to Kukard, many of the challenges currently facing road rehabilitation projects in South Africa mirror those being experienced globally. Chief among them is the growing scarcity of raw materials.

"One of the major challenges most countries are facing is the scarcity of material," he explains. "New quarries are becoming less and less, and environmental approvals are increasingly difficult to obtain. As a result, contractors are being forced to look at rehabilitating existing infrastructure while reusing as much of the material





New quarries are becoming less and less, and environmental approvals are increasingly difficult to obtain. As a result, contractors are being forced to look at rehabilitating existing infrastructure while reusing as much of the material already in place as possible.

Waylon Kukard, Sales Manager at Wirtgen SA.

already in place as possible.”

Compounding this issue is the reality that many of South Africa's roads were built decades ago using high-quality aggregates that are now difficult and costly to source.

“We've been building roads for a long time, and a lot of the good material has already been used,” Kukard says. “Those roads are now 30 years old, but they lasted because of the quality of the aggregates and asphalt used at the time. That material is still there - it just needs to be reused intelligently.”

Budgetary constraints add another layer of complexity. While countries once invested heavily in new road infrastructure, the focus has shifted towards maintenance and rehabilitation.

“These large road networks now need to be maintained with limited budgets, while raw materials are becoming more expensive,” Kukard notes. “That's why alternative rehabilitation methods are no longer optional - they're essential.”

### Why cold recycling matters

Cold recycling has been part of South Africa's road construction landscape for more than two decades, but its relevance has increased significantly in recent years. The technology enables contractors to rehabilitate roads using materials already present in the existing structures.

“Cold recycling allows you to reuse material that's already on the road,” says Kukard. “Those materials were originally manufactured to very tight specifications - high-quality crushed aggregates and asphalt - and instead of removing them and dumping them on stockpiles, they can be reprocessed and reused *in situ*.”

In practice, the process involves breaking up the existing road layers, adding stabilising agents such as cement, lime, water, or bitumen emulsion, and then remixing and relaying the material to form a new base course.

“In essence, you granulate the existing material, mix in rejuvenators, and place it

## QUICK TAKE



Cold recycling has been part of South Africa's road construction landscape for more than two decades, but its relevance has increased significantly in recent years.



While countries once invested heavily in new road infrastructure, the focus has now shifted towards maintenance and rehabilitation.



Roads rehabilitated using the W380 CR train can be reopened to traffic almost immediately when bitumen-stabilised material is used.



What sets the W380 CR apart is its multifunctional capability. The machine can operate both as a conventional milling machine and as a cold recycler, depending on its direction of travel.





TAU PELE CONSTRUCTION has just taken delivery of an innovative cold recycling train from WIRTGEN GROUP. The deployment of this train is a culmination of a collaborative effort between the OEM, Wirtgen South Africa, the contractor (Tau Pele), the client (Trans African Concessions) and the engineer (KBK Engineers).

back down," Kukard explains. "You then finish it with a thin wearing course. It's an incredibly effective way of rehabilitating roads while minimising waste."

Wirtgen Group's strength in this area lies in the breadth of its offering.

"We don't believe in a one-size-fits-all approach," Kukard says. "We offer in-place recycling as well as plant-based recycling options, depending on the severity of the road condition and the project requirements. That flexibility is one of the reasons Wirtgen is regarded as a global leader in cold recycling technology."

#### A first for Africa: the W380 CR recycling train

The recent introduction of the W380 CR cold recycling train marks a major milestone - not only for Wirtgen SA, but for the African road construction industry as a whole.

"This is the first recycling train of its kind on the African continent," Kukard says. "It represents the next evolution of cold recycling technology."

What sets the W380 CR apart is its multifunctional capability. The machine can operate both as a conventional milling machine and as a cold recycler, depending on its direction of travel.

"When moving in one direction, it functions like a standard milling machine,"



**The paver places the material precisely, and compaction, done by 2x Hamm HD+120 tandem rollers and 2x Hamm HP280/24 Ton pneumatic rollers, follows immediately.**

Kukard explains. "When working in the opposite direction, it becomes a cold recycler, with the ability to add water, bitumen emulsion, or foamed bitumen directly into the mixing chamber."

The machine's 3.8-metre working width is another key differentiator.

"Most cold recyclers work at around 2.4 metres, which means two passes are needed to complete a single lane," says Kukard. "With the W380 CR, you can rehabilitate an entire lane in one pass."

Perhaps most significantly, the recycled material is discharged directly into a Vögele S1900-5 X paver, which lays it back down to the correct width, depth, and crossfall in a single operation.

"This eliminates the need for a separate grader," Kukard notes. "The paver places the material precisely, and compaction, done by 2x Hamm HD+120 tandem rollers and 2x Hamm HP280/24 Ton pneumatic

rollers, follows immediately."

#### Speed, safety, and productivity gains

The implications of this approach are substantial. Roads rehabilitated using the W380 CR train can be reopened to traffic almost immediately when bitumen-stabilised material is used.

"With conventional methods, lanes often have to remain closed for days while the bitumen breaks," Kukard explains. "With this system, the road can be reopened to traffic straight away, which significantly reduces safety risks associated with long closures."

From a productivity perspective, the figures are equally compelling.

"We're talking about production rates of up to 800 tonnes per hour," says Kukard. "It's essentially a manufacturing plant on tracks."

Under optimal conditions, the system can





## Sustainability and cost savings

Cold recycling's environmental benefits are increasingly difficult to ignore. By reusing existing materials, the process dramatically reduces transport requirements.

"You're transporting up to 90% less material," Kukard says. "That alone results in CO<sub>2</sub> emission reductions of over 60%."

Material usage is also optimised.

"You're using 100% of what's already there," he explains. "You're not paying to remove material, and you're not paying to bring new material in."

The financial implications are equally significant.

"Construction costs can be reduced by 50% or more," Kukard notes. "And time savings translate directly into cost savings for contractors."

## Collaboration as a success factor

Introducing new technology at this scale requires close collaboration between all stakeholders.

"This project would not have been possible without alignment between the client, the engineer, and the contractor," Kukard emphasises. "You need a client willing to trial the technology, an engineer prepared to design around it, and a contractor ready to invest."

Wirtgen SA also played an active role beyond equipment supply.

"As the OEM, we understood that we needed to support this project fully," Kukard says. "That included factory support, on-site commissioning, training, and structured commercial terms."

## Shaping the future of road rehabilitation

As material shortages intensify and maintenance backlogs grow, Kukard believes cold recycling will become a cornerstone of future road rehabilitation strategies.

"This isn't a passing trend," he says. "Cold recycling has proven itself globally as a viable, long-term solution."

With multiple high-profile projects already underway and increasing uptake across Southern Africa, momentum is building.

"The future of road rehabilitation lies in technologies that are faster, more sustainable, and more cost-effective," Kukard concludes. "Cold recycling ticks all those boxes - and we're only just getting started."

At over 50 tonnes, the machine's weight enables it to maintain consistent penetration, even in hard pavement structures. 🌱



rehabilitate close to a kilometre of road per day.

"In a 10-hour shift, you can easily complete a kilometre," he adds. "The limiting factor is usually logistics - supplying cement and bitumen at the same pace the machine consumes it."

This speed also enables a more strategic approach to rehabilitation.

"Instead of patching potholes that reappear weeks later, you're addressing the real problem - the failing base layers," Kukard explains. "Potholes aren't caused by the asphalt surface; they're caused by the layers underneath being washed away."

## Quality through precision

Consistency and quality control are central to the W380 CR's design. The machine uses fully automated, meter-controlled

systems to regulate the addition of water and binder.

"The quantities are based on laboratory testing and engineering design," Kukard explains. "The machine automatically adjusts, regardless of speed or milling depth, to ensure the correct proportions are added."

Another distinguishing feature is the machine's down-cutting drum design. "Most recyclers use an up-cut method," says Kukard. "The W380 CR cuts from the top down, which creates a much finer and more uniform material."

At over 50 tonnes, the machine's weight enables it to maintain consistent penetration, even in hard pavement structures.

"That mass allows the drum to work effectively without the risk of the machine lifting or losing traction," Kukard adds.





## MORE THAN JUST ANOTHER TRADE SHOW

CONEXPO-CON/AGG is not just “another trade show.” Held every three years in Las Vegas, it is the largest construction and heavy equipment expo in the world, bringing more than 2 000 exhibitors to showcase the latest machines, digital platforms and industrial innovations - and South African capital-equipment stakeholders pay attention for very specific reasons.



For South African procurement leaders, dealers, rental companies and fleet managers, CONEXPO is a strategic touchpoint where global product pipelines, dealer networks, telematics standards, electrification plans and rental business models are revealed months - sometimes years - before they hit local markets.

For South African procurement leaders, dealers, rental companies and fleet managers, CONEXPO is a strategic touchpoint where global product pipelines, dealer networks, telematics standards, electrification plans and rental business models are revealed months - sometimes years - before they hit local markets.

Here's how this global show directly influences the South African capital-equipment market - with concrete examples of participating OEMs and technology vendors relevant to South African contexts.

### Earthmoving and heavy-equipment OEMs: product launches that matter

One of the most important facets of CONEXPO for South African buyers is the earthmoving segment - because up-to-date loaders, excavators, dozers and haul trucks are core to mining, civil works and infrastructure projects.

At CONEXPO-CON/AGG 2026, major global OEMs confirmed to exhibit include:





- Liebherr Construction Equipment - major presence with cranes, earthmoving and technology displays across a huge stand, crucial for buyers evaluating lift-integrated or smart construction tech.
  - Volvo Construction Equipment (Volvo CE) - bringing next-generation articulated haul trucks like the A60 articulated hauler, which integrates telematics and productivity enhancements that South African quarry and mining firms prize.
- Hitachi, Kobelco and Develon - also confirmed with heavy equipment exhibits across earthmoving and foundation gear, offering South African equip buyers comparisons across global brands.

For South African fleets, seeing actual machines in motion, not just catalogue specs, helps narrow capital investment decisions and assess total cost of ownership before purchase or import.

### Road haulage, heavy trucks and hauling systems

The hauling segment, especially heavy trucks that move materials between mines, quarries and urban worksites, is another priority category for South African operators.

At CONEXPO-CON/AGG 2026, several leading heavy road-haulage producers and truck OEMs will be exhibiting, including:

- Kenworth and Peterbilt - North American heavy truck leaders whose models are often evaluated by South African fleet buyers for rugged, long-haul capacity.
- Mack Trucks - showcasing heavy-duty vocational trucks suitable for tough applications in infrastructure and mining logistics.
- International Trucks - featuring robust solutions for off-road and commercial transport that complement haulage operations.

Importantly, these manufacturers also link their trucks to OEM-agnostic telematics and fleet-management systems - bringing fleet data into one pane of glass for South African operators.

### Telematics and digital platforms: the data revolution

CONEXPO now dedicates substantial space to construction technology - and this is where South African companies gain edge in productivity, uptime and maintenance efficiency.

Key telematics and software vendors confirmed for the 2026 show include:

- HCSS (Heavy Construction Systems Specialists) - leaders in fleet and project management software.
- Hexagon - digital solutions for precision measurement and data integration, vital



- Caterpillar - showcasing new motor graders, excavators and autonomous features, plus enhanced Fleet Management and VisionLink telematics tools that improve productivity and safety on large sites.
- John Deere/Wirtgen Group - planning to launch 24 new machines, encompassing asphalt, compaction, milling and heavy duty earthmoving equipment - directly informing what specification options South African buyers will compare next cycle.





for engineering accuracy.

- Autodesk - whose digital design and mobile platforms are increasingly integrated with machine data.
  - Tenna - IoT-driven fleet tracking and analytics — a partner of rental companies and fleets globally.
- Data from telematics platforms helps South African fleets improve asset utilisation, schedule maintenance proactively, and benchmark unit

performance across different job sites - all crucial in a market with high operating costs and tight project margins.

### Electrification and sustainable power-train technologies

Electrification and low-emission drivetrains are reshaping equipment choices worldwide - and CONEXPO 2026 is spotlighting this trend.

Examples of exhibitors pushing

electrification include:

- Volvo Penta - showcasing Battery Energy Storage Systems (BESS) and future electric driveline components for equipment OEMs.
- Bonfiglioli - presenting electric and hydraulic drive solutions that support electrified earthmoving equipment and hybrid systems — critical for lower operating emissions.

South African specifiers, especially in urban or environmental-sensitive projects, are watching these tech roadmaps to plan future fleet turnovers in project bids that favour low emissions or zero-emission equipment.

### Rental providers and new ownership models

While global OEMs form the backbone of capital investment, equipment rental companies - which many South African firms use to scale without heavy capex - also have a presence at CONEXPO.

At the 2026 show, major rental and service-model innovators include:

CASE Construction Equipment - whose display emphasises practical solutions for rental businesses and crews alike.

JLG - vertical lifts and access equipment often integrated into rental fleets — helpful for South African rental houses.

Manitou and Tadano - mobile lifting and telehandler brands commonly stocked by rentals globally.

Brokk and Husqvarna - demolition and accessory rentals that broaden rental offerings.

For South African rental businesses, CONEXPO is a window into what equipment end-users will request next, and which OEMs are committed to supporting rentals with parts, training and warranty support in new markets. 🌐

### Why South African stakeholders should engage deeply

The relevance of CONEXPO to the South African capital-equipment market goes beyond travel. In tangible terms:

- Procurement teams use global OEM roadmaps to forecast fleet refresh cycles and budget.
- Dealers benchmark competitive offers before committing import contracts or regional distribution agreements.
- Rental houses map machines that yield the best utilisation in African civil and mining sectors.
- Fleet managers adopt telematics standards that reduce downtime and predict

maintenance costs.

The sheer scale of the event - thousands of exhibitors including every major OEM and technology provider in earthmoving, haulage, telematics, electrification and rentals - gives South African stakeholders a single venue to validate product claims, meet engineers and negotiate pilot projects before local roll-out.

CONEXPO-CON/AGG 2026 is more than a trade show - it is a strategic sourcing and technology benchmarking event that helps shape what machines South African buyers specify, how fleets are managed, the technologies adopted for productivity, and which partners

support those investments for years.

From Caterpillar and Volvo CE's heavy equipment launches, to telemetry platforms from Autodesk and HCSS, electrification solutions from Volvo Penta and Bonfiglioli, and rental-focused equipment from Case and JLG, this expo informs the capital-equipment strategies of entire industries back home.

For South African decision-makers, the question isn't whether to engage with CONEXPO but how to leverage its global insights for competitive advantage in a market where uptime, cost-efficiency and technological leadership matter most.

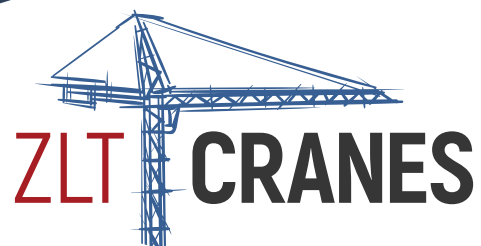


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# ROKBAK BUILT TO KEEP EARTH MOVING

**Juanita Pienaar spoke with Rokbak senior product manager Scott Pollock about how the articulated hauler specialist designs for durability, maximises uptime, and supports customers operating in some of the world's toughest conditions.**

TALKING POINT



What I always try to stress is that a truck is only as productive as the care it receives. That's why aftermarket preparation, maintenance planning, and correct operation are all critical.

Rokbak Senior Product Manager,  
Scott Pollock,

In high-production mining, quarrying, and construction environments, downtime is expensive. Every unplanned stop ripples through an operation, affecting productivity, costs, and project timelines. Rokbak,

a manufacturer of articulated haulers headquartered in Motherwell, Scotland, treats uptime not as a single design metric, but as the outcome of an integrated philosophy that spans engineering, support, digital tools, and

long-term customer partnerships.

According to Scott Pollock, senior product manager at Rokbak, the conversation around uptime must begin long before a truck ever turns a wheel on site. "Uptime starts with meeting the customer's requirements for high-production environments," he explains. "Rokbak trucks are designed, tested, and manufactured to meet those expectations."

That emphasis on purpose-built design underpins the brand's approach, but Pollock is quick to stress that even the most robust machine cannot operate in isolation. "What I always try to stress is that a truck is only as productive as the care it receives," he says. "That's why aftermarket preparation, maintenance planning, and correct operation are all critical."

This whole-life mindset, from specification and manufacturing through to daily operation and long-term maintenance, is central to how Rokbak positions its RA30 and RA40 articulated haulers in demanding applications worldwide.

## Designing for reliability, not recovery

At the core of Rokbak's uptime strategy is a focus on preventing problems rather than reacting to them. Structurally, the trucks are designed for the duty cycles they are expected to endure, with robustness validated through extensive



testing and real-world performance.

"From a design perspective, the foundation of our trucks is robust structures that are properly designed and thoroughly tested for their intended duty cycles," says Pollock. "Rokbak trucks have been in the market for several years now, and their track record confirms their reliability and dependability."

However, durability is not limited to steel thickness or frame design. Modern articulated haulers must also protect themselves from misuse or abnormal operating conditions that can accelerate wear or trigger failures. To address this, Rokbak incorporates safety devices and operational inhibitors that actively reduce risk.

"Beyond structure, we incorporate safety devices and operational inhibitors that protect the truck from out-of-condition operation," Pollock explains. "As part of our automation journey, certain functions are designed to safeguard both the operator and the machine itself."

By limiting component stress and preventing improper operation, these systems play a direct role in reducing unplanned downtime. Pollock adds that this is not a static process. "This continual development helps prevent misuse, reduce component stress, and avoid unplanned downtime," he says, reinforcing that reliability is continually refined rather than fixed at launch.

### A whole-machine approach to durability

In harsh mining and construction environments, long-term performance depends on more than individual components. Rokbak's philosophy is rooted in what Pollock describes as a "whole-machine approach".

"Long-term durability comes from a whole-machine approach," he says. "Structural integrity isn't just about the frame, it's about how the entire truck works together in extreme conditions."

To achieve this, Rokbak carefully selects suppliers and integrates proven components across the driveline, hydraulics, and powertrain. Engines, gearboxes, and axles are chosen for their established performance in demanding applications, but they are not simply installed and left to operate independently.

"These components are then validated as part of the complete truck to ensure they deliver both longevity and consistent performance," Pollock explains.

This integration is particularly important when balancing fuel efficiency with durability and power output - a challenge faced by all heavy equipment manufacturers as customers seek lower



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operating costs without sacrificing productivity.

"Component integration is absolutely critical. Truck performance is a collaboration," Pollock says. "Fuel efficiency, productivity, and durability are all influenced by how well the above elements work together."

With fuel representing one of the highest operating costs for fleet owners, every design decision is scrutinised. "Fuel is one of the biggest costs for customers, so every design

decision considers its impact on efficiency without compromising durability or productivity," he adds.

### Extending service intervals, extending value

Operational lifespan is another area where Rokbak has focused on delivering tangible benefits for customers. For the RA30 and RA40 models, this has translated into extended maintenance intervals that keep trucks working longer between scheduled stops.





"Operational lifespan is supported through robust design, proven components, and disciplined maintenance strategies," Pollock explains. "We've extended maintenance intervals by using modern fluids and advanced filtration systems, which helps protect critical systems while reducing scheduled downtime."

The figures are significant. "Transmission service intervals have been extended from 2 000 to 4 000 hours on the RA30 and up to 6,000 hours on the RA40, with 4 000-hour hydraulic service intervals," he says.

For operators, this means fewer interruptions, improved productivity, and lower lifecycle costs. "These measures allow customers to keep their trucks working longer between stops, improving productivity and lowering lifecycle costs," Pollock adds.

### **Consistent performance in extreme conditions**

Rokbak haulers are deployed across a wide range of climates and applications, from freezing northern environments to hot, abrasive quarry operations. Designing for this diversity requires a clear understanding of how trucks are used in reality.

"Rokbak trucks are designed with the understanding that they will operate in extreme environments, moving heavy payloads and on challenging ground conditions," Pollock says. "That means robust structures, proven driveline components, effective cooling systems, and traction control designed specifically for articulated hauler applications."

While conditions vary globally, Pollock notes that the principles of

success remain constant. "Rokbak trucks are operating around the world. Regardless of location, the same principles for success apply: correct specification, validated design, and proper support ensure consistent performance in demanding environments worldwide."

### **Lowering total cost of ownership**

From a customer perspective, uptime and durability ultimately translate into total cost of ownership (TCO). Rokbak's strategy is explicitly focused on keeping this figure as low and predictable as possible.

"The customer is always at the centre of our requirements," Pollock says. "Total cost of ownership is reduced through reliability, extended service intervals, fuel efficiency, and predictable maintenance planning."

By reducing unplanned downtime, operators can move more material with fewer interruptions. "By keeping trucks productive for longer periods and reducing unplanned downtime, customers can move more material at a lower operational cost, which directly improves their margins," he explains.

Extended service intervals again play a crucial role. "Using modern fluids and filtration systems allows longer service periods for transmissions and hydraulics, reducing both downtime and maintenance costs," Pollock says. "The longer a truck can operate without scheduled stops, the more productive it becomes and the lower its lifecycle cost to the customer."

### **Support that starts before the sale**

For Rokbak, support is not an aftermarket add-on but an integral part of the uptime equation. Pollock emphasises that engagement begins well before a truck is delivered.

"Support starts before the truck is sold," he says. "Pre-sales teams work with customers to understand job site conditions and ensure the correct specification is supplied."

Once the truck is operational, that support continues through trained service partners, verified spare parts, and proactive maintenance planning. "Once the truck is in operation, trained service partners, correct tools, verified spare parts, and proactive maintenance planning ensure the truck remains productive," Pollock explains. "It's a continuous process that supports uptime throughout the truck's life."

### **Digital visibility and predictive maintenance**

Digital tools are increasingly central



to modern fleet management, and Rokbak's Haul Track telematics system is designed to support predictive maintenance rather than reactive repairs.

"Rokbak's Haul Track telematics system allows customers and dealers to monitor truck performance remotely," Pollock says. "It tracks operating conditions, fault codes, temperatures, pressures, and upcoming maintenance intervals."

This visibility enables early intervention. "This enables proactive intervention before issues escalate into failures," he adds.

Beyond maintenance, Haul Track also delivers operational insights. "Haul Track also supports payload analysis and production tracking, giving customers clear insight into how much material is being moved and at what cost," Pollock explains.

Importantly for mixed fleets, the system is designed to integrate seamlessly. "Haul Track is AEMP 2.0 compliant, allowing integration into mixed-fleet monitoring systems so customers can manage multiple OEM machines through a single platform," he says.

### **Comfort, efficiency, and environmental responsibility**

Recent innovations at Rokbak have also focused on the human element. "Recent developments include enhancements

to operator comfort, such as improved HVAC systems and automated controls, recognising that a comfortable operator is a productive operator," Pollock notes.

At the same time, environmental considerations are shaping design decisions. "Environmental responsibility is very important for Rokbak," he says. "All Rokbak trucks are HVO-compliant, allowing customers to reduce CO<sub>2</sub> emissions immediately where fuel availability allows."

Extended service intervals also deliver environmental benefits. "By extending maintenance intervals, we reduce the disposal of oils, fluids, and filters," Pollock explains. "We're not just waiting for future technologies. We're already implementing practical solutions that deliver environmental benefits today."

### **Proven performance in the field**

Real-world performance ultimately defines any machine, and Pollock points to a recent aggregate operation in Alberta, Canada, as a clear example of the capabilities of Rokbak trucks.

"After purchasing their first RA40, the customer quickly added two more, a clear endorsement of the truck's performance and reliability," he says.

The trucks have accumulated significant hours in demanding conditions. "The trucks have each logged over 3 000 operating hours, consistently handling heavy loads, variable ground conditions, and harsh weather while maintaining strong uptime," Pollock explains.



Operator feedback has been equally positive. "Operators report that the trucks are stable, comfortable, and easy to run throughout long shifts, supporting high production without disruption," he says.

While this project stands out, Pollock emphasises that it is not unique. "We're particularly proud of this project as it has highlighted how Rokbak haulers deliver dependable performance and durability in real-world, high-demand aggregate environments. But it's not just in North America – we have many case studies like this across the globe."

By aligning robust engineering, integrated components, digital tools, and comprehensive support, Rokbak continues to position its articulated haulers as trucks built not just to work hard, but to keep working. In an industry where uptime defines success, that philosophy resonates strongly with fleet owners looking for long-term value in the toughest conditions. 🌐



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## SCANIA - BUILT FOR UPTIME

**Juanita Pienaar spoke with Wesley Cloete, Managing Director of Cloete's Sand and Stone, about operating in one of South Africa's most demanding sectors and why Scania has become a key partner in maintaining uptime, efficiency, and resilience across the company's fleet.**

### **Scania supports Cloete's Sand and Stone in a high-pressure materials market**

Operating in the construction materials sector has never been easy, but in recent years, the pressure has intensified. Rising costs, tight margins, ageing infrastructure, and ongoing market uncertainty have forced operators to reassess how they run their fleets and where they place their trust. For Cloete's Sand and Stone, uptime, reliability, and aftersales support have become non-negotiable - and this is where Scania has carved out a distinct role in the business.

Based in Gauteng with a second

operation in the Western Cape, Cloete's Sand and Stone supplies aggregates and materials to construction projects across its respective regions. The company operates a fleet of 82 trucks, of which 21 are Scania vehicles, deployed across demanding site conditions where downtime quickly translates into lost revenue.

"There's definitely been pressure on the construction industry over the last few years," says Cloete. "If you're running older fleets, your uptime is not where it needs to be. Guys end up having to run maybe a 25% bigger fleet than they actually need, simply because vehicles are down so often. For us,

uptime is everything."

### **Aftermarket service that keeps trucks moving**

While vehicle specification and fuel efficiency play an important role, Cloete is clear that Scania's aftermarket support is the cornerstone of the relationship.

"One of the biggest things for us is reducing running costs, and that's been achieved through fuel efficiency and uptime," he explains. "But where Scania really stands out is their aftersales service. If we report a breakdown to their Scania Assistance room, they are the quickest of all the OEMs we work with to get that vehicle back on the road."

He points to a recent incident that left a lasting impression.

"We had a vehicle with a clutch failure and an engine mounting failure - not a small job by any means. We reported it around midday, and because Scania had the parts on hand, they worked through the night. That vehicle was released back to us at seven o'clock the next morning. That's unheard of."

According to Cloete, Scania's approach





to parts availability and responsiveness reflects a deeper commitment to customer uptime.

"They really take customers' uptime seriously. If they don't have a part, they'll fly it in or even cannibalise another unit to get you running again. That mindset makes a huge difference in our industry."

### Comfort, fatigue, and driver preference

Beyond mechanical performance, Cloete highlights another advantage that directly affects productivity: driver comfort.

"The comfort level in a Scania is notable," he says. "Fatigue is a big issue in our industry. We work long hours, and if a driver is more comfortable, he fatigues less, makes fewer mistakes, and causes less damage to the vehicle."

He adds that the preference among drivers is unmistakable. "There's a fight to drive the Scania vehicles. Everyone wants to be in them." Cloete attributes this to a combination of suspension design, ergonomics, and drivetrain technology.

"The cab has air suspension, the seat is on air, and the way the gearbox software operates is incredibly smooth. It feels like



While vehicle specification and fuel efficiency play an important role, Scania's aftermarket support is the cornerstone of the relationship.



Scania's approach to parts availability and responsiveness reflects a deeper commitment to customer uptime.



Driver comfort can be attributed to a combination of suspension design, ergonomics, and drivetrain technology.



This resale value feeds directly into fleet renewal cycles, and this allows Cloete's Sand and Stone to reinvest strategically while maintaining cash flow.





an automatic, even though it's a manual gearbox controlled by the computer. The driver doesn't have to focus on gear changes - he can just focus on the road."

So pronounced is the difference that Cloete notices it personally. "Even when I jump from a Scania into my private car, my car feels hard compared to the truck. It's actually crazy."

### Specifying the right truck for the job

Cloete's Sand and Stone operates in varied environments, from urban construction sites to quarry operations, and matching the right vehicle to the task is a constant process of refinement.

"We don't want to put ourselves in a box," Cloete explains. "We're constantly trying different specifications - different horsepower ratings, different configurations - to see where we can improve fuel efficiency or extend engine life."

Scania's willingness to customise each customers' vehicle plays a significant role here.

"They're willing to sit down with you and tailor-make a solution. You can specify exactly what you need, and they'll work with you to try different variants. Some combinations work better than others, but they're always willing to engage and assist."

This collaborative approach, Cloete says, sets Scania apart. "They're not just deciding in isolation what the market

needs. They engage with multiple customers, gather feedback, and then apply that insight when developing or specifying equipment. That partnership approach is impressive."

### Balancing durability with rapid support

While Cloete is candid about areas where improvement is possible, he believes Scania's strengths outweigh any shortcomings.

"There are certain items where we think durability could be better compared to some other OEMs," he notes. "But they make up for it with their aftermarket service. If something does fail, they fix it faster than anyone else, and it doesn't cost us extra."

In a high-volume materials handling environment, that balance is critical. "Ultimately, a truck standing still costs you money. Fast turnaround times keep us operational, and that's what matters most."

Sub Header: Strong resale value and financial flexibility

From an asset management perspective, Cloete sees long-term value in Scania vehicles.

"Scania holds its value exceptionally well. We know that after five or six years, the vehicle will still retain a strong percentage of its original value, and that benefits our bottom line."

This resale value feeds directly into fleet renewal cycles, allowing Cloete's Sand and Stone to reinvest strategically while maintaining cash flow.

Scania's finance offering further supports this flexibility. "The process is easy, professional, and transparent. They've actually given us a larger facility than we currently need, which means we can scale quickly if the market demands it."

### A partnership built on understanding

Looking ahead, Cloete believes Scania's role as a partner, rather than simply a supplier, will remain central to the business.

"They understand our requirements, they listen, and they adapt their offering accordingly. That's what partnership means to us."

His advice to other operators is straightforward: "Take the time to sit down with the Scania team. Explain your operation properly and let them propose solutions. Don't just ask for a specific model - allow them to add value."

In an industry where uptime defines success and resilience determines survival, Cloete's Sand and Stone's experience underscores the importance of choosing partners who understand the realities on the ground - and are willing to work through them, day and night. 🌟






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# SHUMANI INDUSTRIAL EQUIPMENT DRIVING SMARTER FLEETS

**Capital Equipment News' Juanita Pienaar spoke to Shumani Industrial Equipment Managing Director Victor Nemukula about how materials handling providers are responding to rising efficiency demands, accelerating electrification, and the growing role of smart fleet technologies in South Africa.**

## **A sector under pressure to perform**

Across South Africa's warehouses, factories, and distribution centres, materials handling fleets are being asked to do more with less. Rising operating costs, tighter margins, and heightened safety and sustainability expectations are forcing companies to rethink how they deploy, manage, and power their equipment. For providers such as Shumani Industrial Equipment, this pressure is translating into a clear focus on efficiency, fleet optimisation, and the rapid evolution of technology.

Nemukula says the conversation with customers has changed markedly in recent years. "Customer needs have increased," he explains. "They want cheaper, good-quality equipment. The days of offering them highly expensive branded equipment are behind us." This shift is not about compromising on performance or reliability, but about finding smarter, more flexible ways to deliver value over the full lifecycle of the fleet.

At the centre of this evolution is a combination of data-driven decision-making,

electrification, and a more hands-on approach to support and maintenance.

## **Fleet optimisation through data and visibility**

One of the most significant trends shaping the materials handling sector is the growing emphasis on understanding how fleets are actually used. According to Nemukula, efficiency starts with visibility. "So far we're giving companies tools that allow them to monitor fleet utilisation and safety," he says. "These allow them to plan properly and manage their costs."

Fleet management technologies have become the most widely adopted digital tools among Shumani's customers. By tracking utilisation, operators can identify underused machines, peak demand periods, and inefficiencies that would otherwise remain hidden. This data then feeds directly into smarter deployment decisions, helping businesses right-size their fleets rather than defaulting to overcapacity as a buffer against downtime.

Beyond technology, Shumani also supports customers with the interpretation of this information. "Apart from technologies, we assist with data for them to make informed decisions on the deployment of their fleet," Nemukula



notes. In practice, this means advising on the mix of equipment required for specific applications, shift patterns, and operating environments.

### The accelerating shift to electric equipment

Perhaps the most visible change in the materials handling landscape is the steady move away from internal combustion engines towards electric alternatives. While this trend has been building for several years, Nemukula says demand has reached a new level of urgency.

"There's been a shift from internal combustion to electric forklifts in the past few years," he says. "Food manufacturing companies are increasingly asking for electric forklifts in their procurement process, and the market is gaining traction."

The food and beverage sector has emerged as the fastest adopter of electric materials handling equipment, driven by hygiene requirements, indoor air quality considerations, and a desire to reduce operating costs. Electric forklifts offer quieter operation, zero on-site emissions, and fewer moving parts, which translates into lower maintenance requirements and improved uptime.

Customers making the transition are seeing tangible benefits. "Reduced operating costs and downtime," Nemukula says simply, when asked about the advantages of moving from internal combustion to electric equipment. Over time, these savings contribute to a lower total cost of ownership, particularly in high-utilisation environments.


### Managing the realities of electric fleets

While electric equipment brings clear advantages, it also introduces new operational considerations. Battery management, charging discipline, and operator behaviour become critical factors in maintaining performance.

"Electric equipment needs to be charged to its maximum at all times, and we ensure that operators adhere to the requirement," Nemukula explains. This hands-on approach reflects Shumani's recognition that technology alone is not enough; successful adoption depends on training, processes, and ongoing support.


Downtime remains one of the biggest challenges customers face, particularly when dealing with ageing fleets. "Downtime is one big problem, more so with aging fleets," Nemukula says. To mitigate this risk, Shumani sometimes provides additional equipment to ensure continuity of operations. This flexibility can be the

QUICK TAKE




Across South Africa's warehouses, factories, and distribution centres, materials handling fleets are being asked to do more with less.

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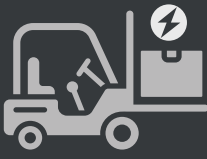
One of the most significant trends shaping the materials handling sector is the growing emphasis on understanding how fleets are actually used.

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Downtime remains one of the biggest challenges customers face, particularly when dealing with ageing fleets.

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The combination of electric forklifts and automation has the potential to reshape cost structures across the industry.



We offer all sizes of forklift, either gas, diesel, or electric at different options, either short or long-term rental, outright purchase, and any other options customers need.

**Shumani Industrial Equipment**  
Managing Director, Victor Nemukula.

TALKING POINT

difference between meeting production targets and costly disruptions.

### Supporting uptime in demanding environments

In sectors where materials handling equipment is mission-critical, aftermarket support is as important as the machines themselves. Shumani has structured its service offering to reflect this reality, particularly for customers operating large or complex fleets.

"With most of our customers, we offer on-site technicians to minimise downtime," Nemukula says. "Sometimes with very large fleets, we also have a manager on site." This embedded support model allows issues

to be addressed quickly, often before they escalate into major failures.

Maintenance programmes play a central role in sustaining long-term efficiency. "We provide standard scheduled and unscheduled maintenance to all our customers," Nemukula explains. By combining preventative servicing with responsive support, Shumani aims to extend equipment life while keeping operating costs predictable.

### Flexibility as a competitive advantage

As customer expectations evolve, flexibility has become a defining feature of Shumani's value proposition. Rather than pushing a one-size-fits-all solution,





the company offers a wide range of equipment and commercial models designed to align with different operational and financial needs.

"Shumani offers a wide range of equipment at flexible terms to support our customers," Nemukula says. "We offer all sizes of forklift, either gas, diesel, or electric at different options, either short or long-term rental, outright purchase, and any other options customers need."

Crucially, these offerings are typically bundled with maintenance support to reduce the burden on in-house teams. "We offer our products with maintenance to minimise downtime," he adds. For many customers, this integrated approach simplifies fleet management and allows them to focus on core operations rather than asset upkeep.

### Rethinking value in the South African market

The broader South African context is also shaping decision-making in the materials handling sector. Cost pressures, energy considerations, and competitiveness in

global supply chains are forcing businesses to scrutinise every aspect of their operations.

According to Nemukula, there are no insurmountable operational challenges, but expectations have shifted. "There aren't any operational challenges, except that customers' needs have increased," he says. The emphasis is now on achieving the right balance between affordability, reliability, and performance.

This environment has opened the door for alternative brands and solutions that can deliver comparable results without the premium price tag traditionally associated with the sector. It has also accelerated interest in technologies that promise step-change improvements in efficiency.

### The rise of automation and AGVs

Looking ahead, Nemukula sees automation playing an increasingly important role in materials handling strategies. Shumani already has access to Autonomous Guided Vehicles (AGVs), which represent a significant departure from conventional equipment models.

"We have access to Autonomous Guided Vehicles (AGVs) which require no operators," he says. For operations facing labour constraints, safety concerns, or the need for consistent, repeatable movements, AGVs offer a compelling proposition.

The combination of electric forklifts and automation has the potential to reshape cost structures across the industry. "Companies are looking at ways to reduce their operational costs," Nemukula notes. "Electric forklift plus AGV will cut operational costs, thereby ensuring competitiveness."

### An accelerating adoption curve

While AGVs and smart fleet technologies are still at an early stage of adoption in many parts of the South African market, Nemukula is confident that momentum is building. "We anticipate that adoption of these technologies will accelerate in the coming years," he says.

As more businesses experience the benefits of electrification, data-driven fleet management, and automation, these solutions are likely to move from optional extras to strategic necessities. Providers that can guide customers through this transition - addressing both the technical and operational dimensions - will be well positioned to lead.

### Building efficiency, one fleet at a time

Ultimately, Shumani's approach reflects a broader shift in the materials handling sector: away from simply supplying equipment and towards delivering measurable operational outcomes. By combining flexible product offerings, robust support structures, and a growing portfolio of electric and smart technologies, the company aims to help customers navigate a complex and rapidly changing landscape.

For Nemukula, the goal is clear. Efficiency is not a single upgrade or purchase decision, but an ongoing process of optimisation, informed by data and supported by the right partnerships. As South African businesses continue to seek ways to do more with less, that philosophy is likely to resonate well beyond the warehouse floor. 🔄



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## ELECTRA MINING AFRICA - A PLATFORM BUILT FOR CONFIDENT CAPITAL DECISIONS

Electra Mining Africa has long been regarded as a benchmark for the health and direction of the mining, industrial, and capital equipment sectors in Southern Africa. As preparations accelerate for the 2026 edition, that reputation appears firmly intact.

Juanita Pienaar spoke with Charlene Hefer, Portfolio Director at Montgomery Group Africa, about why the show continues to matter so deeply to mining equipment manufacturers, OEMs, and decision-makers, and what the near sell-out exhibition space signals for the industry heading into 2026.

**A**ccording to Hefer, the enduring relevance of Electra Mining Africa lies in its ability to bring together the full spectrum of stakeholders involved in complex capital purchasing decisions. "Electra Mining Africa uniquely brings together all levels of the decision-making process, represented in a way few other platforms can achieve," she says. "Capital equipment and mining equipment purchases are complex, high-cost,



Companies are committed to launching new products and connecting with buyers and partners, despite any broader economic or operational uncertainties

Charlene Hefer, Portfolio Director at Montgomery Group Africa.

TALKING POINT



and long-term investments. Buyers need to see equipment up close, discuss specifications with product experts, compare suppliers, and build trust with manufacturers and service partners."

This face-to-face engagement remains critical in an era increasingly dominated by digital marketing and remote communication. "In-person discussions at Electra Mining Africa support faster, more confident capital decisions," Hefer adds, underscoring the show's role as a practical, business-focused environment rather than a purely promotional one.

### Responding to exhibitor demand with expanded outdoor space

One of the most notable developments for the 2026 edition is the introduction of the new Orange Zone, expanding the show's already substantial outdoor exhibition footprint. The move is a direct response to demand from exhibitors, particularly those in the heavy equipment and mining machinery space.

"There was insufficient outside space for exhibitors in 2024, with some companies missing out on the opportunity of exhibiting because of this," Hefer explains. "The addition of the new Orange Zone to the existing Red, Blue, Green, and Yellow outside areas will assist in meeting this additional exhibitor demand."

For OEMs, outdoor space is far more than a logistical consideration. It is central to how products are evaluated and perceived. Hefer notes that for equipment manufacturers and suppliers, a visible presence at Electra Mining Africa "reinforces market leadership and keeps brands front-of-mind". Participation, she says, "demonstrates commitment to industry and supports relationship continuity - strengthening existing client ties while opening doors to new projects, regions and collaborations".

### Why outdoor exhibition space matters for mining equipment

Mining and heavy equipment do not lend themselves easily to indoor exhibition halls, and Hefer is clear about the value that outdoor displays bring to both exhibitors and visitors. "Outdoor space enables manufacturers to display large-size equipment, giving visitors a true sense of size, capability, and engineering quality," she says, adding that live demonstrations, where feasible, further enhance engagement.

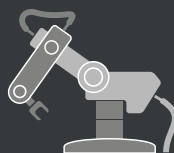
Beyond practicality, outdoor exhibitions deliver powerful brand signalling. "A strong outdoor presence at Electra Mining Africa can also deliver high visibility and



With a strong mix of global and local OEMs, Electra Mining Africa offers buyers a rare opportunity to compare technologies, specifications, and support models side by side.



For OEMs, outdoor space is far more than a logistical consideration. It is central to how products are evaluated and perceived.



Buyers are able to engage directly with suppliers around systems, components, automation, electrification and digital.



Suppliers will be able to showcase integrated solutions to a highly engaged audience, while decision-makers can evaluate products in context and connect directly with local and international partners.

TAKE

QUICK





Through hosted programmes and strategic matchmaking, delegates are carefully paired with local suppliers and manufacturers to maximise business opportunities and connections.



brand impact," Hefer explains. "Large equipment displays naturally draw attention and signal scale, capability, and market leadership, reinforcing credibility in a sector where confidence and proven performance are essential."

For buyers making high-stakes capital investments, these visual and physical cues play an important role in building trust and shortening decision cycles.

#### Enabling comparison in a single, focused environment

With a strong mix of global and local OEMs, Electra Mining Africa offers buyers a rare opportunity to compare technologies, specifications, and support models side by



side. Hefer describes the show as an environment designed for informed evaluation.

"Electra Mining Africa creates an environment where buyers are able to view a broad cross-section of equipment, technologies, and solutions in one place," she says. This, she explains, makes it easier to compare "capabilities, specifications, levels of localisation and support models across suppliers".

The technical depth of engagement is another defining feature. Buyers are able to engage directly with suppliers around "systems, components, automation, electrification and digital solutions, supported by specifications, case studies and expert discussion". Outdoor exhibition space, she adds, allows manufacturers to present machinery that simply cannot be accommodated indoors, giving buyers a clearer understanding of "size, configuration, and engineering design".

Live demonstrations remain a powerful differentiator. "Many exhibitors create stands that support live demonstrations, helping buyers see functionality and performance in action," says Hefer. Even static displays play a vital role, allowing "side-by-side viewing of multiple machines and configurations - something that is not often possible outside a trade show environment".

Crucially, the show facilitates direct access to technical expertise. "Electra Mining Africa brings buyers into direct contact with OEM engineers, technical





specialists, and local partners,” Hefer says. This enables deeper conversations around “customisation, lifecycle costs, maintenance, training and aftersales support”, all of which are central to capital equipment decisions and best assessed face-to-face.

### Strengthening local manufacturing and skills development

Beyond commercial transactions, Electra Mining Africa plays an increasingly important role in supporting local manufacturing, skills development, and long-term partnerships across the mining and industrial ecosystem.

“The show provides a platform where international suppliers and technology leaders can meet local manufacturers, distributors, and service providers,” Hefer notes. These interactions often lead to “strategic partnerships, distribution agreements, and joint ventures”, connecting global expertise with local knowledge and fostering long-term collaboration.

A key initiative in this regard is the New Products & Innovation Awards, created by the South African Capital Equipment Export Council (SACEEC) in association with Electra Mining Africa. The awards “put the spotlight on the best in local and international manufacturing”, with entries submitted in advance and final adjudication taking place during the show. Winners receive on-site recognition and media coverage, providing valuable

exposure for innovation-driven companies.

Local manufacturing is further supported through the Local South Africa Manufacturing Expo, showcased in Hall 10 and integrated across the broader show. In partnership with SACEEC, Electra Mining Africa also organises Inward Buying Missions, bringing together pre-qualified buyers from neighbouring African countries and other international markets. “Through hosted programmes and strategic matchmaking, delegates are carefully paired with local suppliers and manufacturers to maximise business opportunities and connections,” says Hefer.

New for 2026, exhibitors will be asked in advance whether they are seeking distributors, resellers, or other partnerships. This information will be made accessible to visitors, helping to facilitate more targeted and productive engagements.

### Investing in the next generation of skills

Skills development is receiving renewed focus through an expanded partnership with the South African Institution of Mechanical Engineers (SAIMEchE). Hefer highlights the introduction of the SAIMEchE Career and Skills Hub as a significant addition to the 2026 programme.

“This collaboration will be highly beneficial in promoting skills development and career opportunities within the engineering, mining, and manufacturing sectors,” she says. The hub will create a central platform where universities, TVET colleges, and exhibitors can connect with students.

Exhibitors who have expressed interest in taking on interns will engage with institutions and be matched with suitable interns after the show, while students will have the opportunity to explore study pathways and career options.

Through workshops, technical presentations, live demonstrations, and seminars, the show enables hands-on knowledge transfer. “This hands-on exposure contributes to workforce development and strengthens technical capability across the industry,” Hefer says.

### Industry confidence reflected in near sell-out space

With 98% of exhibition space already sold, the message from the market is clear. “The fact that 98% of exhibiting space is already sold signals strong industry confidence and optimism heading

into 2026,” Hefer states.

She believes this level of demand reflects a willingness among companies to continue investing, innovating, and engaging with the market. “It shows that companies are committed to launching new products and connecting with buyers and partners, despite any broader economic or operational uncertainties.”

More broadly, the near sell-out underscores Electra Mining Africa’s reputation as “a vital platform for business development, networking, and knowledge exchange”, and suggests that both local and international stakeholders view the sector as active, resilient, and worthy of continued investment.

### The value of a 6-in-1 trade show format

Electra Mining Africa’s 6-in-1 format continues to add value for exhibitors and visitors alike, particularly as capital equipment becomes more technologically integrated. “Capital equipment increasingly relies on integrated technologies such as automation, electrical systems, and power management,” Hefer explains.

A multi-sector environment allows visitors to see how complementary technologies work together, supporting more informed investment decisions and uncovering opportunities for improved operational efficiency. For exhibitors, it means access to a broader spectrum of stakeholders, from OEMs and technology providers to service companies, distributors, and end users.

### Looking ahead to 2026

For mining equipment suppliers and decision-makers, the 2026 edition promises to be both bigger and more strategically focused. “The show promises to be bigger, more connected, and even more dynamic,” says Hefer, pointing to opportunities to explore innovations across mining, automation, electrification, power management, and heavy machinery.

Suppliers will be able to showcase integrated solutions to a highly engaged audience, while decision-makers can evaluate products in context and connect directly with local and international partners. “Beyond products, the show offers unmatched networking, collaboration, and knowledge-sharing,” Hefer concludes.

In her view, Electra Mining Africa 2026 is not simply another date on the exhibition calendar. “It’s a strategic platform for innovation, partnership, and growth in the mining and industrial capital equipment sector.” 🌟





## PURPOSE-BUILT TIPPERS DESIGNED TO WORK HARDER, LONGER

**Juanita Pienaar spoke with Gert Agenbag, Product Planning & Marketing Senior Manager at Hino South Africa; Alwyn Engelbrecht, Sales Engineer at Volvo Trucks South Africa; and representatives from Daimler Truck Southern Africa, including Olaf Petersen, Vice President: Sales & Marketing, and Ziyad Gaba, Vice President: Customer Service, Parts and Value Chain, to unpack how modern tipper solutions are engineered to deliver performance, durability and a lower total cost of ownership in South Africa's toughest construction, mining and quarrying environments.**



Models are engineered for heavy-duty performance and durability in demanding environments, ensuring coverage across a broad range of construction, mining and quarrying applications.

**Olaf Petersen, Vice President: Sales & Marketing - Daimler Truck Southern Africa.**

### Tippers under pressure

In construction, mining, and quarrying, few assets work harder than a tipper truck. Long hours, abrasive dust, extreme temperatures, and unforgiving terrain place constant strain on vehicles and operators alike. In this environment, buying decisions are no longer driven by purchase price alone. Fleet owners are scrutinising total cost of ownership (TCO) more closely than ever, weighing fuel efficiency, uptime, durability, resale value, and aftersales support alongside outright performance.

Across the board, manufacturers are responding with highly specialised tipper offerings designed specifically for local conditions. From heavy-duty drivetrains and advanced traction systems to predictive maintenance and nationwide support networks, today's tippers are engineered to "earn their keep" over long, demanding lifecycles.

### Matching the tool to the job

Hino South Africa takes a purpose-built approach, offering four dedicated tipper models across the 10 m<sup>3</sup>, 5 m<sup>3</sup>, and 3 m<sup>3</sup> segments. At the top end, the Hino 700 2841 AMT 6x4 serves as the flagship heavy-duty tipper, powered by a 13-litre engine paired with a 16-speed ZF automated manual transmission. The drivetrain is reinforced with inter-axle differential locks and cross





locks on both rear axles, delivering the traction and stability required on challenging terrain.

According to Agenbag, the focus is firmly on durability and real-world operating efficiency. Each model is “engineered to Hino’s exacting quality standards and specifically designed to perform in the demanding and often harsh operating conditions of the South African market”.

Volvo Trucks South Africa, meanwhile, positions its construction range firmly around application-specific flexibility. As Engelbrecht explains, “In an industry as tough and demanding as construction, there are no one-size-fits-all tools. Trucks are no exception. Whether it’s higher horsepower, payload, traction control, better manoeuvrability, or lower CO<sub>2</sub> emissions, ultimately it comes down to finding the right tool for the job.”

Within Volvo’s portfolio, the FH and FMX ranges are central to tipper applications in construction, mining, and quarrying, available in both on-road and off-road configurations depending on the territory and duty cycle. Volvo also offers battery-electric trucks for the construction industry in South Africa, responding to growing demand for “vehicles with lower noise levels and zero exhaust emissions at and around urban construction sites”.

Daimler Truck Southern Africa (DTSA)



The company offers 24/7 roadside assistance through its Service24H programme, supported by strategically positioned dealers, mobile service units, and a sophisticated Dealer National Inventory system.

**Ziyad Gaba, Vice President: Customer Service, Parts and Value Chain.**

TALKING POINT



The focus is firmly on durability and real-world operating efficiency.

**Gert Agenbag, Product Planning & Marketing Senior Manager at Hino South Africa.**

TALKING POINT



In construction, mining, and quarrying, few assets work harder than a tipper truck.



Fleet owners scrutinise total cost of ownership (TCO) more closely than ever, weighing fuel efficiency, uptime, durability, resale value, and aftersales support alongside outright performance.



South African operating conditions are unforgiving, and manufacturers are acutely aware that reliability is non-negotiable.



While diesel remains dominant, sustainability is increasingly shaping procurement decisions.

QUICK TAKE

completes the picture with a comprehensive lineup that includes the Mercedes-Benz Arocs 3336K/36, 3236B/51, and 4152K/51 for heavy-duty work, complemented by FUSO FJ26 variants for medium-duty tipping. As Petersen notes, these models are “engineered for heavy-duty performance and durability in demanding environments”, ensuring coverage across a broad range of construction, mining and quarrying applications.





### Built for harsh local conditions

South African operating conditions are unforgiving, and manufacturers are acutely aware that reliability is non-negotiable. From a Daimler Truck perspective, the emphasis is on rugged, practical engineering. DTSA's tipper models are built on heavy-duty chassis and equipped with drum brakes for reliable stopping power in demanding environments. Stabiliser bars reduce body roll, hub reduction axles enhance traction and load-carrying ability, and differential locks improve control on slippery or uneven terrain. Dust-proof air filtration systems protect engines from fine particles, while protective grilles shield

vulnerable components from stone impacts and branches.

Volvo echoes this focus on durability. Engelbrecht points out that construction trucks often face "heavy loads over rough terrain and muddy, unpaved roads", while also needing to "operate around the clock" and manoeuvre safely in confined, high-risk environments.

The Volvo FMX exemplifies this philosophy. It is built with a robust drivetrain, increased ground clearance, reinforced axles and suspension, and a heavy-duty exterior designed to absorb punishment. "An iconic heavy-duty bumper, made from 3 mm high-grade steel, [is]

there to shield the truck's front from dents and broken headlights in any terrain," says Engelbrecht. Axle capacities are equally impressive, with the front axle rated up to 10 tonnes and the bogie up to 38 tonnes.

### Performance that translates into productivity

Power, torque, and payload optimisation are central to productivity in tipper applications, but manufacturers are increasingly focused on how these elements interact with fuel efficiency and driveline longevity.

At DTSA, the flagship Mercedes-Benz Arocs 4152K/51 stands out for its advanced powertrain technologies. Petersen highlights its High Performance Engine Brake for improved braking performance on steep gradients, while Turbocompound technology "boosts engine efficiency and output, resulting in better fuel economy and enhanced productivity".

Volvo's approach remains centred on extracting maximum value from every litre of fuel. "All our models are designed with power, torque, fuel efficiency, and payload optimisation in mind," Engelbrecht says. "Our solutions are to offer the best value to our customers, even in tipper applications."

Hino's strategy balances outright capability with low running costs. The Hino 500 1627 Tip MT, for example, has earned a strong reputation locally for "exceptional build quality, durability, and low running costs", making it a preferred choice where uptime and TCO are critical decision factors.

### Technology that keeps trucks moving

Modern tipper operations rely heavily on technology to maximise uptime and reduce operator fatigue. Hino equips all its tipper models with Hino Connect as standard, providing fleet managers with detailed insights into fuel consumption, operating time, distance, and real-time diagnostics. This data-driven approach supports proactive maintenance and performance optimisation across diverse operating environments.

Volvo's I-Shift transmission plays a central role in productivity under demanding conditions. Engelbrecht explains that it "helps operators get the best power and efficiency out of the truck's powertrain", with optional crawler gears and heavy-duty software for extreme operations. Volvo Dynamic Steering further enhances control and comfort by filtering out bumps and reducing physical strain on the driver.

DTSA complements mechanical robustness with digital intelligence. Mercedes-Benz PowerShift 3 delivers smooth, precise gear changes, while standardised Fleet Management System interfaces and





Mercedes-Benz Uptime enable predictive maintenance and early fault detection, reducing unplanned downtime.

### Lowering the total cost of ownership

Across all three manufacturers, TCO is a unifying theme. Hino reinforces its value proposition through custom-designed service plans and, from 2025 onwards, a standard six-year drivetrain warranty across all vehicles, providing customers with long-term cost certainty.

Volvo Connected Services lower total cost of ownership by using real-time vehicle data to run trucks smarter and longer. Telematics and remote diagnostics let fleets cut fuel

use, reduce idling, and improve driving behaviour, while predictive maintenance prevents breakdowns and optimises service intervals. The result is higher uptime, fewer workshop visits, and a lower cost per kilometre over the truck's life.

From a DTSA perspective, residual value plays a significant role. "One of the most significant contributions to customers is the high resale value of our trucks, driven by the strong brand reputation and durable build quality," Petersen notes, translating into improved lifecycle returns.

### After-sales support where it counts

In sectors where downtime can bring entire

operations to a halt, after-sales support is critical. DTSA's support strategy is led by its Customer Service, Parts, and Value Chain division. As Gaba explains, the company offers 24/7 roadside assistance through its Service24H programme, supported by strategically positioned dealers, mobile service units, and a sophisticated Dealer National Inventory system to ensure rapid parts availability and reduced downtime.

Volvo Trucks operates an extensive national network of accredited workshops, staffed by Volvo-trained technicians and supported by genuine parts backed by a two-year fitted parts warranty. "From proactive service planning to round-the-clock roadside assistance, Volvo Trucks helps you reduce downtime, cut admin, and stay in control," Engelbrecht says.

Hino's after-sales footprint includes 66 dealerships nationwide, daily parts delivery to Hino and Toyota dealers, and dedicated mobile service units that provide on-site assistance. This combination ensures "rapid turnaround times and dependable vehicle uptime – keeping businesses productive and vehicles on the road".

### The next phase for tipper solutions

While diesel remains dominant, sustainability is increasingly shaping procurement decisions. Engelbrecht notes that "one of the biggest challenges facing the construction industry is the need to reduce carbon emissions and transition to Euro 5 or Euro 6 diesel drivelines", with alternative fuels and electric solutions gaining traction, particularly in urban environments.

DTSA is seeing similar trends, with customers prioritising payload efficiency, safety compliance, telematics and sustainability through the lens of total cost of ownership. As Gerber succinctly puts it, "DTSA doesn't just sell trucks – we deliver complete solutions that keep Africa moving."

Hino, meanwhile, continues to focus on proven, purpose-built tipper solutions that prioritise durability, low running costs, and dependable uptime. With a dedicated local tipper range, nationwide dealer support, and the introduction of a standard six-year drivetrain warranty from 2025, Hino positions itself as a pragmatic, value-driven choice for operators working in demanding South African conditions.

In a market defined by hard work and harder conditions, modern tipper solutions are about far more than moving material. They are strategic assets, engineered to deliver productivity, resilience, and long-term value, load after load. 🌟



# DRIVING FURTHER FOR BETTER: CONFIDENT GROWTH THROUGH GLOBAL VOLATILITY

**As economic pressures and ongoing market volatility continue to shape the transport industry, UD Trucks Southern Africa has demonstrated confident, stable growth, supported by disciplined execution, strong retail partnerships and a relentless focus on customer uptime.**



**T**hese themes were highlighted at the UD Trucks 2026 Media Engagement, held at Zwartkops Raceway, where media representatives gained insight into the brand's strategy, product innovation and customer-centric approach under the theme "Confident, Stable Growth Through Volatile Underneath".

Despite a challenging operating environment marked by rising input costs, fuel volatility and infrastructure pressures, UD Trucks Southern Africa continues to deliver resilient performance, reinforcing customer confidence in the brand's ability to support long-term business sustainability.

This resilience is reflected in the company's annual results. UD Trucks Southern Africa achieved an overall new-vehicle market share of 8 percent, with a 10,8 percent share in the heavy-duty segment. Aggregate industry sales increased to 31 652 units, up from 31 190 units in 2024.

The aftermarket business also delivered solid growth, with Service Agreement uptake reaching approximately 50 percent. This performance reinforces long-term customer value, improved uptime and operational efficiency, highlighting the company's stability in a demanding economic climate.

"While the operating environment remains challenging, our performance

shows that customers trust UD Trucks to deliver reliable solutions that support their businesses," said Filip Van den Heede, Managing Director of UD Trucks Southern Africa. "Our focus remains clear, to drive further for better by offering innovative products, strong retail partnerships and solutions that make a real difference to customer operations."

A highlight of the media engagement was a dynamic ride-and-drive session, allowing attendees to experience the UD Quon and UD Quester in real-world driving conditions. The session reinforced UD Trucks' philosophy of designing vehicles that deliver measurable performance where it matters most, on the road.

The UD Quon, the brand's flagship long-haul model, continues to set the benchmark for innovation within the range. Engineered for demanding heavy-duty applications, Quon combines advanced technology, high productivity and superior uptime to support customers operating under intense commercial pressure.

"The Quon represents the pinnacle of UD innovation, from performance and safety to driver comfort and connectivity," said Van den Heede. "It is engineered for customers who demand more from their vehicles."

Also showcased was the UD Quester, reflecting the continued evolution of a truck that has played a critical role in UD Trucks'

success across global growth markets since its launch in 2013. Quester has built a strong reputation for efficiency, durability and versatility across applications including long haul, general cargo, construction and waste management.

The Quester 2026 introduces customer-driven enhancements focused on total cost of ownership. These include the ESCOT Direct Drive gearbox for improved fuel efficiency, a four-stage retarder for enhanced braking performance and vehicle control, UD Stability Control for rollover prevention and directional stability, a driver airbag to reinforce occupant safety, and a refreshed cab interior designed around comfort and usability.

"Quester is more than a truck, it is a business partner," said Esaia Taunyane, Sales Director at UD Trucks Southern Africa. "Every feature is guided by customer feedback. By improving efficiency, safety and the driver experience, we help customers reduce total cost of ownership and achieve stronger long-term returns."

Uptime remains a cornerstone of UD Trucks Southern Africa's value proposition. Through proactive maintenance planning, predictive servicing and rapid breakdown support, the company continues to help customers minimise unplanned downtime and protect productivity.

"Uptime is about anticipation, not reaction," said Sanjay Naipal, Aftermarket Director at UD Trucks Southern Africa. "By combining proactive maintenance solutions with strong dealer support and connected services, we help customers manage costs and keep their fleets moving, even in demanding operating conditions."

Continued investment in the dealer network remains central to delivering a strong customer experience. Recent milestones include the opening of CMH Commercial Pinetown's new dealership, upgrades at McCarthy Commercial Boksburg, and a major expansion at McCarthy Commercial Alrode. Additional facility improvements are underway in Richards Bay, Worcester, Kimberley, Bloemfontein and Port Shepstone.

South African dealers were recognised globally at the 2025 UD Partner Conference in Japan, where McCarthy Commercial Alrode received the Aftersales Award, Billson Trucks was recognised for Innovation and Sustainability, and CMH Commercial received the Retail Excellence Award.

People remain central to UD Trucks Southern Africa's sustainability strategy, with continued investment in skills development, training and leadership programmes recognised at the NAAMSA Automotive Business Council Awards. 🌱





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