

CAPITAL EQUIPMENT NEWS

For informed decision-making

JUNE 2026



SCANIA BETS BIG

ON EFFICIENCY

MATERIALS HANDLING: Smarter handling, faster deliveries

COMMERCIAL VEHICLES: Hino sales holding up despite turmoil in global automotive industry

BODY BUILDING: Serco advances electric truck innovation

**GEARBOX
MANUFACTURING**
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story of Mesh Gear
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Capital Equipment News is published monthly by Crown Publications

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

Business Development Manager
Elmarie Stonell
elmaries@crowne.co.za

Writer
Juanita Pienaar
jpienaar@crowne.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

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THE UPSIDE OF GLOBAL TRADE TENSION



Global trade tensions are once again reshaping industrial markets. While renewed American tariffs on imported goods have created understandable concern across global manufacturing sectors, there is a compelling argument that South Africa's capital equipment industry could ultimately benefit from the disruption.

The United States imposed tariffs of up to 30% on various South African exports during 2025, while steel and aluminium tariffs reached as high as 50% in some categories. The immediate impact has been negative for sectors such as automotive manufacturing, steel and agriculture. South African automotive exports to the US reportedly declined sharply during 2025, while government and industry bodies have warned about pressure on local exporters.

Yet global trade disruptions rarely

**Wilhelm du Plessis -
MANAGING EDITOR**

✉ capnews@crowm.co.za

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produce only losers. They also force countries and companies to rethink supply chains, sourcing strategies and industrial investment decisions. That shift could create significant opportunities for South African industry and, by extension, the capital equipment market.

One of the clearest global trends emerging from the tariff environment is the move towards regionalisation. Manufacturers are increasingly looking to reduce dependence on single-country supply chains and are seeking alternative production hubs closer to key markets and raw materials.

South Africa remains uniquely positioned in this regard. It is still the continent's most industrialised economy and possesses deep expertise in mining, engineering, fabrication and heavy industry. It also holds substantial reserves of strategic minerals such as manganese, chrome and platinum, all of which are critical to modern manufacturing and energy technologies.

As global companies diversify supply chains, South Africa has an opportunity to strengthen its position as a regional industrial base serving both Africa and international markets.

This matters greatly for the capital equipment sector because industrial expansion cannot occur without investment in machinery, plant upgrades, automation and production technologies. Whether in mining, manufacturing, logistics, materials handling or

processing industries, capital equipment is the foundation on which industrial competitiveness is built.

There are already signs that protectionist trade policies are encouraging governments and industries to focus more aggressively on localisation. South Africa itself recently increased import duties on certain steel products to between 10% and 30% in an effort to protect and revitalise local industry. Imports currently account for around 36% of South Africa's steel consumption, with China supplying approximately 73% of those imports.

Measures such as these may create space for local manufacturers to modernise operations and invest in new production capability. That translates directly into opportunities for suppliers of industrial machinery, automation systems, construction equipment and processing technologies.

None of this removes the challenges facing local industry. Energy instability, logistics constraints and slow economic growth remain serious obstacles. Opportunities alone are not enough. They must be supported by policy certainty, infrastructure improvements and sustained industrial investment.

For South Africa's capital equipment sector, the global trade reset could become more than just a geopolitical story. It could become the catalyst for renewed industrial investment, localisation and long-term market growth.

DISCOVER MORE



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Fuel efficiency comparison based on independent tests between the Scania Euro 3 and Scania Euro 3 Super models. Results showed up to a 10% improvement in fuel consumption for the Scania Euro 3 Super under standard operating conditions. Savings equivalent to approximately R8 352 per 10 000 km are indicative and may vary depending on load, route, driver behaviour and prevailing diesel prices.

SCANIA



SCANIA BETS BIG ON EFFICIENCY

Capital Equipment News' Juanita Pienaar recently spoke with Mark Erasmus, General Manager Sales and Marketing at Scania Southern Africa, Erik Bergvall, Managing Director Scania Southern Africa, and other key representatives about the launch of the Scania Super powertrain platform and what it could mean for fleet operators across the region.

Bringing Super to Southern Africa

While the global launch of Scania Super took place several years ago in Europe, the technology is now entering the Southern African market following extensive local testing and customer demonstrations.

For Scania, the timing could not be more significant.

"We know many of our customers are heavily under pressure," said Bergvall. "With these new technology innovations and connected services, we can at least do our part to support customers in these challenging times."

A new generation of efficiency

At the centre of the launch is Scania's new 13-litre Super engine platform, which the company describes as the most efficient internal combustion powertrain it has produced to date.

"This has been five years in the making, and it's an unparalleled feat in the science of engineering internal combustion engines," explained Erasmus during the



With these new technology innovations and connected services, we can at least do our part to support the customers in these challenging times.

Erik Bergvall, Managing Director
Scania Southern Africa.



If you buy a Scania, it will start making money, not costing you money.

Mark Erasmus, General Manager Sales and Marketing at Scania Southern Africa.

TALKING POINT

QUICK TAKE



The Super platform is capable of delivering fuel savings of at least 8% compared to previous drivetrains - a figure the company says has already been proven in Europe and validated through local testing.



Scania emphasises that the efficiency gains are not linked to a single technological improvement, but rather to an integrated redesign of the entire drivetrain.



The Super platform is part of a broader transition toward more sustainable transport.



Rather than competing directly on purchase price, Scania says its strategy is focused on long-term efficiency, support, uptime, and residual value.

launch presentation. "It delivers the best fuel economy and does so in a sustainable way."

According to Scania, the Super platform is capable of delivering fuel savings of at least 8% compared to previous drivetrains - a figure the company says has already been proven in Europe and validated through local testing.

"When we say 8% better, then we are 100% confident that we will be 8% better than anything that's gone before from a Scania perspective," said Erasmus.

Importantly, Scania emphasises that the efficiency gains are not linked to a single technological improvement, but rather to an integrated redesign of the entire drivetrain.

"To say what is the one thing that gives the vehicle the efficiency on fuel - it's not just one thing," Erasmus explained. "It's the whole drivetrain."

The redesigned gearbox, reduced internal friction, improved lubrication systems, new rear axle configurations, and optimised thermal efficiency all contribute to lower fuel consumption.

"The powertrain as a whole is a truly integrated system with every part working together as a team," Erasmus explained.



Looking beyond upfront cost

For operators, however, the conversation extends well beyond technical specifications.

Erasmus stressed that efficiency ultimately translates into profitability.

"If you buy a Scania, it will start making money, not costing you money," he said.

The company repeatedly returned to the idea that transport operators are increasingly evaluating vehicles based on

lifecycle value rather than upfront purchase price.

"I don't like focusing on upfront price because I think the lifecycle of a truck and a transporter's speed is more significant than paying an upfront price," Erasmus noted.

According to him, changing customer behaviour is reshaping the industry.

"Back in the 1990s, we were dealing with people who started the business

themselves. Today, those second- or third-generation businesses are run by people coming out of universities. They're talking languages which are more accounting-based - total operating expense, return on investment."

Competing in a changing market

That shift is particularly relevant in a market facing growing pressure from lower-cost competitors.

Scania acknowledged that Chinese truck manufacturers have significantly altered the competitive landscape over the past several years, particularly through aggressive upfront pricing strategies.

"What's happened in that space is that the alternative brands specifically have come in and taken market share from the Europeans," Erasmus said.

However, rather than competing directly on purchase price, Scania says its strategy is focused on long-term efficiency, support, uptime, and residual value.

"We have to be the best - the most efficient vehicle along with the best services," Bergvall explained.

Uptime and connected services

Service and uptime form a major part of that offering.



I don't like focusing on upfront price because I think the lifecycle of a truck and a transporter's speed is more significant than paying an upfront price.

Scania highlighted its new service solutions, which use continuous vehicle monitoring and predictive maintenance strategies to reduce unexpected downtime.

"This system focuses on renewing components before they break down," Bergvall explained. "Vehicle status reports are continuously evaluated by Scania, and we call for action before anything unexpected happens."

Maintenance intervals have also been extended.

"While in the past we always looked at 40 000 km, now we're stretching it to at least 50 000 km," Bergvall said. "In certain applications, we can stretch the maintenance intervals even more."

This translates into more time on the road and lower operational disruption for customers.

Technology inside the cab has also evolved.

Bergvall pointed to a new dashboard and driver assistance systems designed to help operators optimise driving behaviour in real time.

"It supports the driver in making the right decisions," he explained. "It enables him to focus solely on his task of bringing the goods from A to B."

The road to lower emissions

The company also sees the Super platform as part of a broader transition towards more sustainable transport.

"Our new combustion powertrain platform is a step on the way to a future of carbon-neutral transport," Erasmus said during the launch presentation.

At the same time, Scania acknowledged that internal combustion technology will continue to play a critical role in Southern Africa for the foreseeable future.

"This is probably the last internal combustion engine that Scania will ever produce," Erasmus said. "But it's not just Scania who's got to get into that space - it's the world. It's the infrastructure around it, charging, storing the power. There's quite a long road before the end of ICE technology."

Focused on efficiency

For now, the company believes the focus remains firmly on helping customers extract greater value from every litre of fuel and every kilometre travelled.

"The future isn't a truck," Erasmus concluded. "The future is Super." 🌱



SMARTER HANDLING, FASTER DELIVERIES

Capital Equipment News spoke to Kobus Cronje, General Manager at Shamrock Handling Concepts, about the growing role of truck-mounted forklifts in improving efficiency, safety, and productivity across South Africa's logistics and materials handling sectors. At the centre of the discussion was the Moffett M8 NX2 truck-mounted forklift - a machine designed to improve operator control, delivery flexibility, and handling efficiency in demanding delivery environments. By *Juanita Pienaar*.

Logistics operations under pressure

South Africa's logistics and materials handling sector continues to face mounting operational pressure as businesses work to improve efficiency, reduce delays, and maximise fleet utilisation. Delivery operations are becoming increasingly complex, particularly in urban environments, remote locations, and construction sites where access can be limited and turnaround times are critical.

According to Cronje, companies are placing greater emphasis on improving delivery efficiency while maintaining safe handling practices.

"The sector is increasingly focused on improving delivery efficiency, reducing downtime

and enhancing safety across transport and handling operations," says Cronje. "Businesses are under pressure to optimise fleet utilisation, improve turnaround times and operate effectively in constrained delivery environments such as urban areas, construction sites and remote locations."

At the same time, fleet operators are looking for more versatile equipment capable of operating across a broad range of industries and delivery conditions.

"There is also growing interest in equipment that offers improved manoeuvrability, operator support features and connectivity for fleet management and maintenance planning," he explains. "Companies are looking for versatile handling solutions that can support a wide range of industries and operating conditions."

Truck-mounted forklifts have become increasingly valuable in this environment because they allow operators to load

Side Mount+

Save time, stay safe

The M8 NX2 is equipped with the innovative Side Mount+ technology on both the left and right sides, enabling maximum speed and efficiency when lowering, lifting, mounting, or dismounting the machine from ground level while standing on the curbside of the truck.



and unload goods independently, without relying on customer infrastructure or waiting for handling equipment to become available on-site.

Independent offloading improves productivity

For many logistics operators, one of the biggest challenges remains the lack of unloading infrastructure at delivery points. Delays caused by waiting for forklifts or handling equipment can significantly affect delivery schedules and vehicle

productivity.

“Many customers operate in environments where access to loading infrastructure is limited or where waiting for unloading equipment can delay deliveries,” says Cronje. “Truck-mounted forklifts help address these challenges by allowing operators to load and unload goods independently at the delivery point.”

The ability to offload independently becomes especially important in industries such as building materials distribution, agriculture, roofing, scaffolding, and

general logistics operations, where deliveries are often made directly to sites with uneven terrain or limited space.

“Customers are also dealing with restricted site access, uneven terrain, and pressure to complete deliveries more efficiently,” Cronje adds. “Truck-mounted forklifts provide flexibility in these conditions and can help reduce handling time while improving overall delivery productivity.”

The Moffett M8 NX2 has been developed specifically for these demanding operating conditions. Despite its compact dimensions required for vehicle-mounted equipment, the machine can handle medium to heavy loads directly from trucks or trailers.

The forklift offers lifting capacities of up to 3 500 kg at a 600 mm load centre, making it suitable for a wide range of delivery applications where reliable handling is essential.

Safety and operator convenience

One of the major innovations incorporated into the M8 NX2 is its Ground Assist functionality, which allows operators to safely mount or dismount the forklift while standing on the ground next to the unit.

“There has been positive interest in features that improve operator convenience, safety, and productivity,” says Cronje. “Functions such as Ground Assist, have attracted attention for their practical safety benefits during frequent delivery operations.”

The feature is designed to reduce the risks associated with repeatedly climbing on and off the machine throughout the working day while also simplifying the mounting process during deliveries.

Additional safety features include audible and visual alerts reminding operators to fasten seatbelts and secure

Fleet operators are looking for more versatile equipment capable of operating across a broad range of industries and delivery conditions.

Truck-mounted forklifts have become increasingly valuable in this environment because they allow operators to load and unload goods independently.

Shamrock Handling Concepts supports the Moffett NX range with a standard three-year warranty, together with spare parts, repair, and maintenance services aimed at maximising operational reliability and reducing downtime across logistics fleets.

The M8 NX2 incorporates an integrated CAN-bus electronic system that enables operating data to be transmitted to a cloud platform for remote monitoring.



safety guards, while LED lighting and safety beacons improve visibility when operating around vehicles or on congested delivery sites.

A redesigned fork carriage improves the operator's view of the load, while a multifunction colour display provides real-time information such as engine speed, fuel levels, and inclination data through a single interface designed to support safer and more controlled handling.

Designed for confined delivery environments

Another standout feature of the M8 NX2 is its single-side offloading capability, which allows loads to be handled from one side of the vehicle without

repositioning the truck.

"Customers have also shown interest in the single-side offloading capability, particularly in applications where space restrictions make repositioning vehicles difficult," says Cronje. "Features that assist with manoeuvrability, visibility, and ease of operation are generally well received in the market."

The feature enables the forklift to reach across the truck deck while maintaining mast tilt and side-shift functionality, helping operators complete deliveries more efficiently in confined working areas.

This is particularly beneficial in urban delivery environments and busy construction sites where available working space is limited, and repositioning vehicles can

increase handling time and site congestion.

The machine's steering geometry has also been refined to improve manoeuvrability in tight working spaces. Optional four-way steering allows loads to be moved through passageways as narrow as three metres, while the rear tyre pivoting system enables tighter turning when positioning the forklift alongside vehicles or within confined yards.

Connectivity supports fleet management

"Connectivity and fleet management capabilities are becoming increasingly important as companies look for better visibility into equipment utilisation, maintenance requirements, and operational performance," explains Cronje.

The M8 NX2 incorporates an integrated CAN-bus electronic system that enables operating data to be transmitted to a cloud platform for remote monitoring.

"Access to machine data can assist fleet managers with service planning, equipment monitoring, and improving machine availability," says Cronje. "While operational reliability remains the primary requirement, digital monitoring tools are becoming a valuable support feature for larger fleets and logistics operations."

The forklift can also be equipped with a range of attachments, including telescopic forks, fork positioners, extensions, and integrated side-shift systems designed to support the safe handling of different load types.

Aftersales support remains essential

While productivity and performance remain key purchasing considerations, Cronje emphasises that aftersales support and maintenance continue to play a critical role in ensuring long-term reliability and uptime.

"Aftersales support and maintenance are essential to maintaining equipment reliability and minimising operational downtime," he says. "Customers rely on responsive service support, parts availability, and planned maintenance to help keep machines operating efficiently."

For logistics operators, equipment uptime directly affects delivery schedules, customer service, and productivity, making technical support an important part of any materials handling investment.

Shamrock Handling Concepts supports the Moffett NX range with a standard three-year warranty, together with spare parts, repair, and maintenance services aimed at maximising operational reliability and



Customers have also shown interest in the single-side offloading capability, particularly in applications where space restrictions make repositioning vehicles difficult.

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HINO SALES HOLDING UP DESPITE TURMOIL IN GLOBAL AUTOMOTIVE INDUSTRY

“Sales by Hino and the other Japanese truck manufacturers are showing more resilience than their European counterparts in a global automotive industry that is in greater turmoil now than ever in its 150-year history,” says Anton Falck, Vice President of Hino South Africa. He was speaking at a media briefing at the Nampo agricultural show at Bothaville in May.



Hino South Africa is very much alive and well prepared to take up the challenges of a rapidly changing market, with our main focus and our efforts always being ensuring we have satisfied customers.

Anton Falck, Vice President of Hino South Africa.

TALKING POINT

Uncertainty about the future, ever-changing legislation, and tariff barriers as well as rapidly rising energy prices are among the challenges that vehicle manufacturers face in these tough economic times. Countries such as

South Africa are integrated into global supply chains so are also affected by the global unrest.

“Here, in South Africa, we have a well-established vehicle manufacturing sector which supports many component makers and employs a substantial

workforce. However, they now face a changing situation where increasing numbers of vehicles are arriving at the South African ports as built-up imports. This is another gamechanger that we, the local manufacturers, must face,” added Falck.

Hino SA sales

Last year Hino SA again exceeded sales of 3 000 units with its four truck ranges. The actual total of 3 178 units gave Hino a 10,2% share of the total SA truck market, which was slightly down on the total of 3 343 units and a 10,8% share in 2024. This year looks similar, with total sales of 930 units in the first four months of 2026 and the company is confident of again exceeding the 3 000-unit mark for the year.

Hino Motors Japan, has recently become part of a new company, Archion, with Mitsubishi Fuso, to ensure the combined strength of the two brands in terms of all aspects of vehicle design and manufacture. This, together with long established reputations for outstanding after sales service, will ensure they remain competitive in a rapidly changing market.

Datatrack

“We at Hino South Africa are very proud of our ongoing strong performances in the local Datatrack quarterly customer care



survey of 13 truck brands. We were again in first position in Q1 2026 combined ranking for sales, service and parts with a total of 99,69, which was well above the national average of 95,76," said Falck.

"This was the 12th consecutive quarter, since Q1 2023, where Hino has held the coveted No. 1 spot with the combined results based on input provided by the 30 000 local truck operators surveyed. This highly rated survey by Datatrack has been undertaken for the past 38 years and is well respected in the industry and among our customers."

Hino also came out top in both sales and service categories for the first quarter of 2026, scoring 99,69 and 99,81 respectively, again well ahead of the national average. The Hino parts score of 96,55 was also well above the average of 95,14

After-sales update

"At Hino South Africa, our commitment remains firmly focused on delivering superior customer experience and strengthening our value proposition across the entire lifecycle of our vehicles. From the initial purchase experience to aftersales support, service, repairs, and parts supply, our strategy is guided by the Hino Total Support philosophy - ensuring maximum vehicle uptime while reducing operational costs for our customers," commented Falck.

	<p>Hino Motors, Japan, has recently become part of a new company, Archion, with Mitsubishi Fuso.</p>
	<p>Hino's commitment remains firmly focused on delivering superior customer experience and strengthening its value proposition across the entire lifecycle of its vehicles.</p>
	<p>The Hino 300 Hybrids have been recording fuel savings of between 15-30% depending on the type of operation, and this type of saving is most welcome at these times of rapidly rising transport costs.</p>
	<p>One of Hino SA's latest projects is the introduction of a limited number of diesel-electric hybrid models to our 300 Series range.</p>

"A key area of focus is our parts business and supply chain transformation. In partnership with Hino Motors Limited in Japan, Hino South Africa made the strategic decision, earlier this year, to transition our parts supply directly from Japan to South Africa, moving away from the previous supply route through Hino Motors Europe.

"As with any major transformation project, we experienced unforeseen operational challenges during implementation. Unfortunately, these

challenges impacted the availability of certain service filters within our dealer network and affected some of our customers. However, I am pleased to report that we have made substantial progress in stabilising our parts supply operations. Our 'Allocation Fill Rate on First Request' has now returned to approximately 95%, approaching pre-transition performance levels," said Falck.

This part supply recovery was achieved through several focused interventions, including:



programme. The Hino Care Gap Cover offers customers broader and improved warranty protection on listed components, including enhanced coverage for areas such as towing, cooling systems, and electrical components. Importantly, these improvements are being introduced without increasing the customer cost, as the product will be offered at the same price point as the previous extended warranty offering.

Hybrid trucks on Kinto subscription scheme

“One of Hino SA’s latest projects is the introduction of a limited number of diesel-electric hybrid models to our 300 Series range. We are initially importing 32 units, with eight of them already in the country. The first eight will be operated by Namlog for their transport contract at the Toyota Africa Parts Centre in Ekurhuleni. Three of these trucks are in service already and a further five will be added shortly. The remaining 24 hybrids will be distributed to major fleet operators,” says Falcke.

All these trucks will operate on Toyota’s international Kinto subscription scheme whereby one inclusive payment per month covers vehicle subscription, service, and maintenance and which simplifies fleet management. Kinto Protect offers comprehensive insurance cover for the vehicle. This is optional for fleet operators but mandatory for private individuals. Contracts can be extended with certain parameters.

Falck added that he was proud of being able to put these fuel-saving Hino hybrids into real-time service in South Africa, with the arrival coming at the time of the huge price increases in the price of diesel fuel. The Hino 300 Hybrids have been recording fuel savings of between 15-30% depending on the type of operation, and this type of saving is most welcome at these times of rapidly rising transport costs. Using these trucks also assists in cutting a fleet’s carbon emissions.

Dual fuel prototype truck to be tested in SA

Hino’s has committed to a multi-pathway energy source for its vehicles, depending on where they are operating and what they are required to do. Here in South Africa, petrol and diesel fuel has been used for years, but now diesel-electric hybrids extend the user base. But Hino’s local innovation doesn’t end there and next month a prototype dual fuel truck that uses diesel fuel and hydrogen will be previewed. 🌍



The Hino 300 Hybrids have been recording fuel savings of between 15-30% depending on the type of operation, and this type of saving is most welcome at these times of rapidly rising transport costs. Using these trucks also assists in cutting a fleet’s carbon emissions.

- Establishing new supplier partnerships,
- Strengthening logistics capabilities,
- Identifying critical stock requirements, and
- Increasing our stock holding by an additional month to support long-term supply stability.
- These actions place us in a stronger position to achieve our target Allocation Fill Rate of 96%.

Introduction of the six-year drive train warranty

In 2025, Hino South Africa introduced a significant enhancement to its customer offering through the launch of a six-year drive train warranty across its truck range, extending coverage from the previous two-year warranty period.

This milestone demonstrates the company’s confidence in the durability, reliability, and quality of Hino products. In parallel, service and maintenance plans were enhanced, introducing improved cents-per-kilometre cost structures aligned with the new six-year warranty programme. This ensures customers benefit not only from extended protection, but also from predictable and competitive operating costs throughout the ownership cycle.

Launch of Hino care gap cover

Building on this momentum, Hino South Africa will launch the new Hino Care Gap Cover in mid-2026. This new product has been designed to complement the six-year drive train warranty and will replace the previous Hino Extended Warranty



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RELIABLE VIBRATION FOR STRONGER OUTPUT

Juanita Pienaar spoke with Chantelle Scheepers, Marketing Manager at OST-Africa (Oscillating Systems Technology Africa), about the company's VISAM vibration systems, trends shaping the industry, and how the right vibration technology can improve performance across a wide range of industrial applications.

Built for demanding industrial environments

According to Scheepers, one of the key differentiators of OST-Africa's VISAM vibration systems is the combination of product quality, reliability, and local technical support.

"What makes our VISAM systems stand out is the reliability, quality, and technical support behind the product," she explains. "The VISAM vibrator motors are imported from Italy and are built for heavy-duty industrial applications."

The systems are designed to operate in demanding environments where consistent vibration performance is essential to maintaining production quality and throughput. While the hardware itself forms an important part of the solution, Scheepers says the company's approach to customer support is equally significant.

"We also focus strongly on helping customers choose the correct motor and setup for their specific application, which improves performance and avoids unnecessary costs," she says. "Our customers appreciate that the systems are durable, easy to maintain, and backed by local support from OST-Africa."

The technology is currently being used across several industries, particularly in

sectors where vibration is essential to material movement, compaction, and processing efficiency.

"The technology is widely used across the precast concrete, mining, construction, materials handling, and processing industries," says Scheepers. "We also supply into sectors like food processing, recycling, and general manufacturing where vibration technology plays an important role in improving production efficiency."

Improving quality and production efficiency

Within the precast concrete industry, vibration systems are particularly important in achieving product consistency and reducing defects during production. "The vibration systems help achieve better compaction and a more consistent concrete finish," Scheepers explains. "This reduces air pockets and improves the overall quality of the final product."

Beyond quality improvements, the systems can also contribute directly to increased productivity. Scheepers notes that several customers have experienced significant operational gains after implementing the technology.



What makes our VISAM systems stand out is the reliability, quality, and technical support behind the product.

Chantelle Scheepers, Marketing Manager at OST-Africa (Oscillating Systems Technology Africa).

TALKING POINT



We also supply into sectors like food processing, recycling, and general manufacturing where vibration technology plays an important role in improving production efficiency.

“In many cases, customers also see faster production cycles and less downtime,” she says. “One of our customers in the precast industry more than doubled their production output after switching to our system because of the improved reliability and efficiency.”

As manufacturers continue to invest in automated production environments, vibration systems are increasingly being integrated into larger automated processes and production lines.

“The systems can be integrated into automated production processes depending on the customer’s requirements,” says Scheepers. “They work well with automated moulding and production lines and can also be used with variable speed drives for better control.”

The integration helps manufacturers improve consistency while reducing the need for manual intervention.

“This improves consistency, reduces manual intervention and helps operations run more smoothly and efficiently,” she adds.

Addressing operational challenges

Production downtime, inconsistent vibration, and equipment failures remain



The systems are designed to operate in demanding environments where consistent vibration performance is essential to maintaining production quality and throughput.



As manufacturers continue to invest in automated production environments, vibration systems are increasingly being integrated into larger automated processes and production lines.



A key part of the process involves ensuring customers use the correct vibrator motor and configuration for their operating conditions and production requirements.



For OST-Africa, ongoing support remains central to maintaining long-term customer relationships and operational performance.



challenges across the industries OST-Africa serves. Scheepers says the company's systems are specifically designed to minimise these issues through reliable performance and application-specific support.

"Some of the biggest challenges are equipment failures, inconsistent vibration, poor concrete finishes, and production downtime," she explains. "Our systems are designed for reliability and continuous operation, which helps reduce

A key part of that process involves ensuring customers use the correct vibrator motor and configuration for their operating conditions and production requirements.

"We also work closely with customers to ensure the correct vibrator motor is selected for the application, which improves performance and extends equipment life," says Scheepers.

The company also recognises that no two operations are identical. As a result,

customisation forms an important part of its offering.

"The systems are highly customisable," Scheepers explains. "Different motor sizes, force outputs, mounting options, and configurations are available depending on the plant setup and production requirements."

This flexibility allows customers to adapt the systems to their specific production processes rather than relying on a one-size-fits-all solution.

"We understand that every operation is different, so we work with customers to provide solutions that suit their specific process and production goals," she says.

Supporting efficiency and long-term performance

Energy efficiency and resource optimisation are becoming increasingly important priorities across industrial operations. Scheepers says vibration efficiency plays an important role in helping customers improve productivity while reducing unnecessary waste and maintenance costs.

"By improving vibration efficiency and reducing downtime, the systems help customers optimise production without increasing resources unnecessarily," she says. "Better compaction also reduces waste and rework."

The motors are also designed for durability and long service life, contributing to lower maintenance demands over time.

"The motors are designed for efficient performance and long service life, which lowers maintenance costs and improves overall operational efficiency," Scheepers adds.



Looking ahead, Scheepers says the broader industry is continuing to shift towards smarter, more automated production environments with greater emphasis on uptime and reliability.

"We are seeing a strong move towards more automation, improved energy efficiency and systems that require less maintenance," she says. "Customers are also looking for higher production output with better consistency and quality."

For OST-Africa, ongoing support remains central to maintaining long-term customer relationships and operational performance.

"After-sales support is very important to us," Scheepers says. "We assist customers with technical support, product selection, troubleshooting and ongoing advice when needed."

The company also maintains local stock availability to help customers minimise downtime when equipment or replacement components are required.

"We also keep stock locally and work closely with customers to minimise downtime and ensure they get long-term value from the equipment," she says.

Ultimately, Scheepers believes the company's role extends beyond simply supplying equipment.

"I think it is important for readers to understand that we do not only supply vibration equipment - we provide complete support and practical solutions for our customers' operations," she concludes. "Our focus is on building long-term relationships and helping customers improve efficiency, reliability, and production performance with the right vibration technology for their application." 🌐



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SERCO ADVANCES ELECTRIC TRUCK INNOVATION

South African truck and trailer body builder Serco continues to position itself at the forefront of next-generation transport solutions through the successful design and manufacture of rigid truck bodies for a leading global electric vehicle (EV) manufacturer - marking an important milestone in the evolution of electric commercial vehicles in South Africa.

The project involved the construction of three rigid dryfreight truck bodies for an OEM manufacturer who recently introduced a range of electric trucks for the local market. The builds were completed at Serco's Johannesburg facility using lightweight construction techniques specifically developed to maximise vehicle efficiency, usable payload, and operating range—key considerations for fleet operators deploying batteryelectric trucks.

SANY Trucks currently offers one of the most comprehensive electric heavy-duty truck line-ups available in South Africa, covering a range of applications across local transport, logistics and specialized operations.

According to Avinash Singh, Director of Sales and Marketing (SA Business Unit) for Electric Vehicles at SANY Trucks in Johannesburg, Serco was selected following a rigorous evaluation process.

"We approached Serco because we regard them as one of South Africa's leading vehicle body builders," said Singh. "This was our first collaboration with Serco following the launch of our rigid electric truck range locally, and the



SANY Trucks currently offers one of the most comprehensive electric heavy-duty truck line-ups available in South Africa.



Serco's EV-focused body solutions are designed to reduce operating effort, improve safety, and extend body life while lowering environmental impact.



Serco offers a wide selection of modern accessories and technologies that allow transporters to configure vehicles precisely to their operational requirements.



reduce operating effort, improve safety, and extend body life while lowering environmental impact.

Importantly, Holcroft emphasised that Serco's innovation strategy is aimed at supporting transporters through practical, future-ready solutions and sustainable manufacturing processes, enabling the broader adoption of electric mobility across South Africa.

"We are proud to have been selected for this project and remain ready to offer flexible, future-ready body solutions backed by national aftersales support."

This support includes dedicated aftersales facilities in Johannesburg, Durban, Cape Town, and Gqeberha, ensuring fleet operators benefit from reliable service, reduced downtime, and consistent support throughout the vehicle lifecycle.

As the commercial transport sector continues its shift towards electrification and cleaner technologies, Serco's investment in innovation, lightweight engineering, and technical adaptability reinforces its role as a trusted partner for fleet operators - and as a leading body builder for the electric trucks of the future. 🌱



This was our first collaboration with Serco following the launch of our rigid electric truck range locally, and the quality of the builds has met our expectations. We are certainly considering additional orders as our footprint grows.

quality of the builds has met our expectations. We are certainly considering additional orders as our footprint grows."

The completed vehicles include single-skin van bodies and a tautliner, featuring LED interior strip lighting and rear doors fitted with Delta locking handles - solutions selected to improve visibility, ergonomics, security, and daytoday operational efficiency for fleet operators transitioning to electric vehicles.

Singh noted that the local EV truck market is expanding rapidly, supported by improving charging infrastructure, increasing vehicle range, and growing awareness of total cost of ownership benefits across various transport applications.

Serco CEO Clinton Holcroft said the collaboration reflects the company's investment and capability to deliver EV-ready body design and scalable manufacturing processes, developed with fleet performance and longterm reliability in mind.

"We are seeing growing interest in electric trucks across multiple sectors," said Holcroft. "In response, we have developed lightweight, efficient body construction solutions that help fleet operators maximise range and payload without compromising durability. At the same time, we offer a wide selection of modern accessories and technologies that allow transporters to configure vehicles precisely to their operational requirements."

Serco's EV-focused body solutions include LED interior and exterior lighting, ergonomic and secure rear-door locking systems, fast-opening curtain mechanisms for tautliners, and ecofriendly internal wear strips for van bodies - designed to

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

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WERNER PUMPS DRIVES LOCAL INNOVATION

Juanita Pienaar spoke with George Jolly, National Sales Manager and Rental Fleet Manager (Domestic and International) at Werner South Africa Pumps & Equipment about the company's locally manufactured solutions, the growing demand for efficient wastewater management, and how innovation is helping municipalities and industry to reduce operating costs.

Local manufacturing gains momentum

As industries across Southern Africa place increasing emphasis on operational efficiency, reliability, and reduced downtime, locally manufactured equipment is becoming more attractive than ever. For Werner South Africa Pumps & Equipment, this trend is creating significant opportunities across multiple sectors.

The company operates as an original equipment manufacturer (OEM), designing and manufacturing a range of specialised industrial equipment for demanding applications. According to Jolly, a wide range of solutions.



"We design, manufacture, and supply industrial vacuum trucks (Super Suckers), recycling combination vac jet trucks, industrial high-pressure cleaning

machines up to 2 800 bar, and hydro jetting machines for drain management solutions," explains Jolly.

Werner Pumps serves a diverse

With our flexible maintenance options, we can cater for the small contractor to large mining companies with onsite maintenance programmes.

TALKING POINT



The company operates as an original equipment manufacturer, designing and manufacturing a range of specialised industrial equipment for demanding applications.



Werner's products are fully designed and manufactured locally, allowing the company to maintain close control over quality standards while also responding more rapidly to customer requirements.



The company has continued investing in its own manufacturing capabilities in order to strengthen local production and reduce reliance on imported components.



The company offers flexible maintenance solutions tailored to different customer requirements, ranging from small contractors to large mining operations.



There is a big drive for municipalities and water parastatals to invest in service delivery due to the lack thereof.

customer base. The sectors Werner Pumps serve continue to face increasing pressure to improve service delivery while simultaneously reducing operational expenditure and maintenance costs.

Water-saving technology takes centre stage

Among Werner Pumps' current offerings, the company's recycling combination vac jet truck has become one of its most significant products.

According to Jolly, municipalities and water parastatals are under increasing pressure to improve service delivery, particularly around sewer, wastewater

treatment, and stormwater infrastructure. This is driving strong demand for efficient hydro jetting and drain management solutions.

"There is a big drive for municipalities and water parastatals to invest in service delivery due to the lack thereof," says Jolly. "This means sewer and wastewater treatment plant and stormwater management is going to be top of the list for municipalities."

The recycling functionality of the company's combination vac jet trucks is proving especially valuable in water-constrained environments. By recycling water during operation, municipalities can

significantly reduce water consumption and operating costs.

"With Werner's recycling trucks, we are changing the game for municipalities by saving water and overall costs to operate," Jolly adds.

The focus on water efficiency comes at a critical time for municipalities facing ageing wastewater infrastructure and water constraints.

Trends shaping the market

Jolly believes several major trends are currently influencing the local pump and vacuum equipment market. Chief among these is the growing preference for locally manufactured products that can match the quality of imported European equipment while offering improved availability and support.

"Locally manufactured pumps, with the same high quality as European products, are becoming increasingly important," he says.

Hydro excavation using vacuum trucks is another rapidly growing area, particularly as contractors and municipalities seek safer and more efficient methods of excavation around underground infrastructure.



Additional trends include hydraulically driven systems and increased adoption of recycling technologies that improve sustainability and operational efficiency.

Experience and support remain key differentiators

While product innovation remains important, Jolly emphasises that experience, reliability, and aftersales support continue to be critical differentiators within the sector.

Werner's products are fully designed and manufactured locally, allowing the company to maintain close control over quality standards while also responding more rapidly to customer requirements.

"100% locally designed and manufactured, high-quality manufactured components and equipment, flexible maintenance options, 38 years of experience, and a highly experienced team within the vacuum and high-pressure industry" are among the company's key strengths, says Jolly.

"After sales and support maintenance is very important," he explains. "Downtime on clients' machines costs money and reputation."

To address this, the company offers flexible

maintenance solutions tailored to different customer requirements, ranging from small contractors to large mining operations.

"With our flexible maintenance options, we can cater for the small contractor to large mining companies with onsite maintenance programmes," says Jolly.

Investing in local capability

Werner has also continued investing in its own manufacturing capabilities in order to strengthen local production and reduce reliance on imported components.

A recent addition to the company's production facility is a new five-axis CNC machine.

"With our new five-axis CNC machine, we can locally manufacture certain components and pumps in-house that would ultimately have been imported," says Jolly.

The investment improves control over pricing, lead times, and quality.

"We can control our overall price and quality of components," he adds.

As supply chain disruptions and currency volatility continue to affect imported equipment costs, local manufacturing investments such as these are becoming increasingly valuable for

both OEMs and customers alike.

Expanding footprint in Namibia

The company's growing presence in Namibia serves as a recent example of successful regional expansion.

Following the successful deployment of Werner's first combination truck in the Namibian market, municipalities in Walvis Bay and Swakopmund have continued investing in the company's equipment.

The success of the initial deployment has helped establish a growing installed base in the country.

"The success of our first combi truck into the Namibian market has now led to over six Werner units in total being operated in Swakopmund and Walvis Bay," he concludes.

As municipalities and industry place greater pressure on cost savings, service delivery, and operational efficiency, Jolly believes locally manufactured technologies will continue gaining traction across Southern Africa. With investments in in-house manufacturing capability, water-saving technologies, and aftermarket support, Werner is positioning itself not only as an equipment supplier but as a long-term infrastructure partner for the region's critical industries. 🌱

SUPERIOR EQUIPMENT GIVES KZN FARMERS COMPETITIVE ADVANTAGE

With KwaZulu-Natal farmers entering peak citrus season, the province is anticipating a projected national export growth of 3% to 5%, reaching 215 million cartons. To ensure this growth is realised, farmers are constantly looking for ways to protect their crops across the full value chain and deliver superior products to both local and export markets.

General Manager KZN, Stephen Curry, of Toyota Material Handling, a division of CFAO South Africa, says the three-wheel 8FBE and four-wheel 8FBN electric forklifts with fork vibration dampers are specifically designed to help reduce potential bruising when

fruit is moved from the field to cold storage.

“The fork vibration dampers are engineered to absorb vibration across a wide range of load weights, smoothing hydraulic flow during operation. Pilot studies have shown a 40% decrease in fruit bruising when

used on electric forklifts.”

The compact design of the 8FBE models means they are optimised for tight spaces, making them perfect for space-constrained cold storage rooms, while the 8FBN series offers greater stability and lifting speeds for enhanced productivity during the busiest times.

Both models boast Toyota Material Handling’s System of Active Stability (SAS), which monitors operations and automatically takes corrective action to prevent instability, as well as Operator Presence Sensing System (OPS) that stops the forklifts from moving and disables load handling if the operator leaves the seat. Additionally, the forklifts’ automatic anti-roll-back systems ensure controlled stopping and descent when brakes are released on a slope.

With a focus on sustainability, both models are equipped with high-performance AC motors that deliver improved energy efficiency for both drive and load handling. This also reduces maintenance requirements, as there are no motor brushes.

Curry adds that while the harvesting season in KwaZulu-Natal is typically characterised by warm, dry weather and low humidity, unexpected rain can disrupt operations. “Toyota Material Handling has addressed this concern in the 8FBE and 8FBN models, which feature high water resistance (IPX4 rating), allowing them to operate in wet or rainy conditions.”

Both forklift models offer similar comfort features for operators including small-diameter steering wheels, Operator Restraint System (ORS) suspension seats, and easy-entry assist grips. They also support quick battery exchange options, including side-out or roll-out configurations to facilitate multi-shift operations.

Curry says that when pressure is high during the KwaZulu-Natal harvesting season, farmers need reliable equipment to get the job done quickly, efficiently, and with minimal fruit damage.

“The superior functionality of our forklifts – with the added benefit of fork vibration dampers – means they can help farmers maintain product quality while maximising throughput during peak demand periods.” 🌟

The fork vibration dampers are engineered to absorb vibration across a wide range of load weights, smoothing hydraulic flow during operation. Pilot studies have shown a 40% decrease in fruit bruising when used on electric forklifts.





The company has continued to invest in technology while maintaining the same core principles on which the business was established: consistent quality, technical capability and long-term relationships with both customers and employees.

FIFTY YEARS IN THE MAKING: THE STORY OF MESH GEAR

In 1976, Michael and Heather Clayton started Mesh Gear Manufacturers with three machines and two operators. Fifty years later, the company employs more than 100 people across four workshops. It is a milestone few manufacturers achieve, and one built steadily over decades of technical expertise, investment and continuity.

The beginning

The Clayton family's connection to gear manufacturing dates back to the 1960s, when Lemuel Clayton, owner of Ensign Engineering, began cutting gears in KwaZulu-Natal. At the time, it marked the first instance of gears being manufactured in the province. Lemuel worked alongside his sons, Peter and Michael, laying the foundations for what would become a multi-generational engineering business.

For Michael Clayton, those early years provided a practical education in gear manufacturing, from metallurgy and tolerances to machining processes

and the importance of reliability in demanding applications. It was an understanding rooted in hands-on experience, and it would later shape the philosophy behind Mesh Gear Manufacturers.

Starting Mesh Gear

In May 1976, Michael and his wife Heather founded Mesh Gear Manufacturers. Their eldest son, Steven, was only a few months old at the time. The business began modestly with three machines and two operators, one of whom was Michael himself.

There was no elaborate business

strategy, simply a focus on producing quality work consistently and building trust with customers. Over time, the company expanded its capabilities, invested in additional machinery and steadily grew its customer base through repeat business and referrals.

That measured approach to growth became one of the defining characteristics of the business.

Building capability

Over five decades, Mesh Gear has evolved into a highly specialised gear manufacturing operation serving both local and international markets. Today, the company operates across four workshops and has invested heavily in advanced manufacturing technology.

Its capabilities now include high-precision CNC gear grinding, advanced 5-axis milling and the latest CNC Gear Tester (CMM) technology. The company also maintains in-house heat treatment facilities supported by a fully equipped metallurgical laboratory. Processes such as induction hardening, shot peening and stringent final inspection protocols allow the company to manufacture components



to internationally recognised standards.

Production volumes range from single custom components to batches of up to 1 000 units, enabling the company to support both specialised engineering projects and larger-scale production requirements.

Industries served

Mesh Gear's components are typically used in industries where reliability and durability are essential. The company supplies gears and related components to sectors including off-highway earthmoving equipment, coal mining, crushing and screening, agriculture, rail and industrial gearbox applications.

The business holds SGS system certification and supports both OEM and aftermarket customers across South Africa and abroad. In industries where downtime can carry significant operational costs, consistency and dependable performance remain central to the company's reputation.

The second generation

Today, the business is led by Michael's sons, Steven and Trevor Clayton. Like their father before them, both grew up in the industry and developed a practical understanding of manufacturing from the ground up.

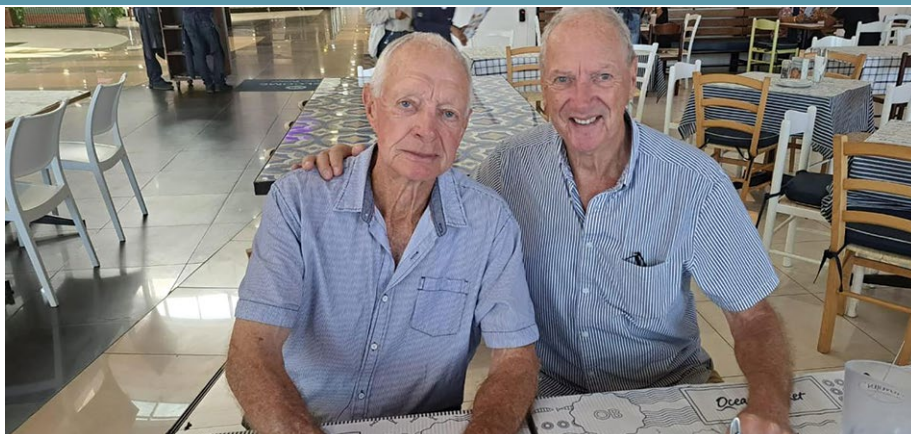
Under their leadership, the company has continued to invest in technology while maintaining the same core principles on which the business was established: consistent quality, technical capability and long-term relationships with both customers and employees.

Three generations of the Clayton family have now been involved in gear manufacturing in KwaZulu-Natal. That continuity has provided stability in an industry often shaped by economic cycles, shifting markets and rapid technological change.

The future

Reaching 50 years in manufacturing is a significant achievement, particularly in a highly competitive industrial environment. Yet for Mesh Gear, the milestone is less about looking back than maintaining momentum for the future.

The same principles established by Lemuel Clayton in the 1960s, doing the job properly, investing in the best available equipment and building lasting relationships, continue to guide the company today. Combined with ongoing investment in technology and skills development, those values position Mesh Gear to continue serving the industries that depend on precision-engineered components for many years to come. 🌐



Brothers Peter Clayton and Michael Clayton in the present day.



Steven Clayton (Director) and Trevor Clayton (Director) – Michael Clayton's sons.

BULK LOGISTICS IN SA ENTERS A NEW ERA OF TECHNOLOGY-DRIVEN PERFORMANCE

Across Southern Africa's mining and construction corridors, moving bulk commodities is becoming more complex. The longer routes and variable infrastructure conditions are accompanied by risk, which means operators can't rely on fleet size alone. As operators upscale, technology is being implemented as a core operational requirement rather than merely for support. *By Duhan du Plessis: Group Marketing Manager at Reinhardt Transport Group.*



To ensure uninterrupted transport operations, real-time visibility is needed across the entire corridor. But bulk commodity transport, particularly tipper operations, faces unique challenges that standard fleet management tools simply aren't designed to address.

Over the past decade, Reinhardt Transport Group (RTG) has designed a proprietary Transport Management System (TMS) specifically for these conditions. This system is specifically structured around the realities of bulk logistics so that operators have end-to-end visibility across the corridor.

Key differentiators are the level of client integration and transparency. Clients have direct, real-time access to their own logistics data without the need for third-party verification.

How the technology works in practice

RTG's fleet uses advanced telematics that provide real-time data on vehicle location, movement and driver behaviour. This is further supported by tyre self-inflation systems that automatically maintain optimal pressure throughout the journey. The benefits are far-reaching, reducing vehicle wear, improving fuel efficiency, and supporting safer handling in varying load conditions.

Onboard weighing systems add another layer of control to operations, providing real-time load data to ensure operational compliance. The reduced risk of overloading also improves axle distribution for more consistent performance across routes. This TMS technology is also integrated into a 24/7 centralised control for continuous fleet monitoring.

Leveraging technology for safety

In the high-volume, long-haul environments experienced in Southern Africa, safety is vital. Our approach has been to integrate technology directly into the safety framework, and the results are evident. Real-time driver behaviour monitoring, combined with structured roster planning and secure rest facilities, has contributed to a reduction of over 60% in fatigue-related incidents in a two-year period.

This is further supported by RTG's formal Road Risk Assessments and Journey Planning processes that prepare drivers for conditions along the route before they even depart. Each trip is evaluated in advance with the known risks - environmental, infrastructural or operational - carefully assessed and planned for.

As a result, RTG drivers consistently record fewer incidents per million kilometres than the industry average. This performance is reinforced by internationally recognised management systems, including RTMS and multiple ISO certifications, which underpin quality, safety, environmental management, and risk control.

The human element behind the technology

While technology provides visibility and control, it's ultimately the people who execute the operation. That's why a core part of our operational model is continuous driver development. Our process includes ongoing professional training and skills development, as well as performance monitoring to ensure our drivers are equipped to operate within these increasingly complex environments.

Benefits of TMS for Clients

For our clients in the mining and construction sectors, logistics performance directly impacts operational continuity and planning capability. Using a custom-built TMS, RTG's clients enjoy predictability in operations that meets this need. Real-time access to operational data enables better planning and faster decision-making.

Because cargo movement is visible and risks are managed early in the process, there's less chance of disruptions rippling along the supply chain.

For bulk commodity operators across Southern Africa, integrated technology isn't simply a differentiator, but rather the foundation of more reliable and scalable logistics performance. 🚛



Over the past decade, Reinhardt Transport Group (RTG) has designed a proprietary Transport Management System (TMS) specifically for these conditions.

Your Gear Manufacturing Specialist



At Mesh Gear we believe that quality and attention to detail is our competitive edge

For 50 years, Mesh Gear has been a trusted manufacturer of high-performance gears and driveline parts serving leading OEM and aftermarket customers across South Africa and internationally.

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- Precision Crown Wheel and Pinions
- Worm Wheels and Ground Worm Shafts
- Hard Rock Drilling and Shank Adaptors / Couplings
- Induction Hardened Shafts, Yokes and Flanges
- Internal Splines and Ring Gears

CAPABILITIES

- In-House Heat Treatment with Full Metallurgical Laboratory
- Advanced 5-axis Milling
- High Precision CNC Gear Grinding
- Latest CNC Gear Tester (CMM)
- Induction Hardening
- Shotpeening
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