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EPT
financing flexibility keeps the wheels turning

Technology has improved over time to ensure that construction equipment, forklift trucks, winches, cranes and all manner of materials handling equipment operates safely. However advanced technology of equipment isn’t the only solution. The most critical area of materials handling still requires know-how when it comes to accurate selection, operating and maintenance.

During economic hard times fleet managers have several options when it comes to equipment maintenance. One is to be extra diligent in making sure preventative maintenance gets done so they don’t have to pay extra for unexpected downtime. Another is to save the time and cost required for periodic maintenance and deal with issues as they occur, possibly rely on underutilized equipment as back up for replacement.

Cost saving exercises is the most popular avenues that companies adopt when times are tough and one of the ways used by many companies is to partner with their equipment supplier, especially if they can provide a full service from financing to maintenance. The fundamental business changes customers experience through expansion, consolidation, mergers and acquisitions, provide opportunities for equipment suppliers to be creative and innovative to remain linked to their clients. The goal is for materials handling companies to help their clients to become more productive using their equipment, their parts and their services, specifically by suggesting savings opportunities as they discover within their operation. These suggestions can stretch from maintenance and operational improvements to facility changes, material flow and operator education as well.

Financing flexibility is another key area, considering the economic insecurity many business people still feel. Customers are looking for more flexible options in acquiring equipment other than straight purchases or the traditional leasing options.

Many materials handling companies are offering usage programmes with flexibility to change or return equipment during the contract period. Customers are looking more towards access to materials handling versus ownership, which is a means towards a healthier balance sheet and operational flexibility.

Service is expanding beyond mere equipment upkeep to ensuring the right equipment is used for the application which is a major factor in ensuring that the equipment is not operated beyond its safety design criteria, thus reducing unnecessary failures to the equipment as a result and also extending its economic life.

With the spectrum of service requirements broadening, purchasing decisions are moving further up the line to the CFO levels that are no doubt looking at the short term benefits at the right price.

Pirre Sanson, Editor
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RENICO PLANT HIRE
STRIVES FOR EXCELLENCE

Renico Plant Hire has established itself as one of the leading plant hire companies in the North West area of Johannesburg. Our fleet consists of over 200 pieces of large earthmoving equipment and tipper trucks that are deployed on various sites on the Reef and are also now operating in at least four other provinces around the country at any given time. Sites include large-scale shopping centres and office developments, casino developments, highway upgrades, mining, and various other building projects. Large contracts are also undertaken, particularly by the Quarrying and Crushing division, which was established in 2007. The crushers and screens have played an important role in the development of sections of our National Highways and in the on-site conversion of waste materials from large demolition projects into reusable aggregates, making a vital recycling contribution to the environment.

Gert Brits manages the entire Plant Hire, Quarrying and Crushing divisions and his considerable experience in all these fields is valued by all who work with the company – staff and clients alike. He is ably backed up by a Plant Hire Co-ordinator, with Site Managers and Supervisors attending to any problems or needs that may arise in the field. All our equipment undergoes maintenance on a regular basis within our well equipped and well staffed workshop and is run through a comprehensive checking process before being sent out to our customers or used on site for contract work, thus ensuring a minimum of downtime to any hirer or project.

Our core values are to:
- Service to the customer above all else.
- Fanatical attention to consistency and detail.
- Hard work and individual productivity.
- Striving for excellence in reputation.
- Being open to ideas from anywhere and committed to solving problems.
- Stretching, setting aggressive goals, and rewarding progress, yet understanding accountability and commitment.
- A responsibility to cultivate the best relationships where possible with our co-workers, customers, suppliers and our community.

• Seeing change as an opportunity and not a threat.

Renico's experienced management team is on hand to provide advice and assistance to all customers in an effort to establish the most cost effective and efficient method of completing any proposed project.
Construction Equipment

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SAXENI EQUIPMENT & SANY
expanding into South Africa with optimism!

Building on the previous year’s success, this year was another growth year for Saxeni Equipment as an official SANY authorized dealer. Saxeni Equipment (Pty) Ltd was established in 2010, becoming SANY’s Southern African Dealership for their Cranes Division. SANY CRANES entered the South African market with top quality Truck Cranes, Rough Terrain Cranes and Crawler Cranes.

New staff were employed by the company into strategic positions in order to grow the company’s sales. A number of cranes were sold throughout the year ranging from our 25 ton TRUCK MOUNTED CRANES up to and including our 250 ton CRAWLER CRANE, which is now used at the construction of the new Kusile Power Station in Mpumalanga. With a strong background in crane utilization as well as the construction industry we understand our client’s needs.

A new branch was opened in Polokwane, Limpopo, which has had great success thus far in selling the SANY range of cranes into the northern region of South Africa. The SAXENI KwaZulu-Natal branch, in its first year of operation, had a fruitful one, as it was tasked in selling the complete SANY range of earthmoving and plant equipment (eg. Excavators, Dump Trucks, Graders and Drum Rollers). As our relationship is growing stronger each day with SANY South Africa, SAXENI is looking to expand the SANY brand into a household name.

The company attended many Expo’s throughout this year with Directors, Flip Hennop and Johan Meyer, who took clients through to CONEXPO, Las Vegas, USA in February. The CONEXPO was a first for Saxeni, especially in meeting the new CEO of SANY America, Mike Rhoda, as well as visiting their state of the art factory.

A significant event on the local Expo calendar this year was the Electra Mining Show, which was held at NASREC, Johannesburg during September. The key to this show was to cement the SANY brand and grow awareness of the products on offer.

Management and clients also attended the Bauma China Expo in November 2014. Our customers could see where SANY originated by visiting factories and experiencing the manufacturing facilities.

SANY group is organised into 9 major manufacturing divisions namely: Concrete Pump Division, Road Construction, Electric, Heavy Machinery - Beijing, Heavy Machinery - Kunshan, Mobile Cranes in Hunan Province that manufacture the Truck Mounted Cranes, Rough Terrain Cranes and the All Terrain Cranes. Then there is the SANY Science & Technology Centre in Shanghai that manufacture Crawler Cranes.

We are driven by passion, integrity, service excellence and we believe in the quality of SANY products. With the majority of our goals achieved this year, SAXENI is looking forward to 2015 with great optimism!

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SAXENI EQUIPMENT X
Quality Changes the World

SAXENI EQUIPMENT & SANY
expanding into South Africa with optimism!
OSCILLATION AVAILABLE FOR COMPACT ROLLERS:
Hamm adds models to the HD CompactLine

Hamm dominates the compact tandem roller market segment worldwide with the HD CompactLine. Now with a total of 16 models, it is the largest model range in the sub-4.5 t (-9,000 lbs.) weight category on the market.

Thirty years after Hamm built the first oscillatory rollers, this intelligent technology is now making its debut in the sub-4.5 t (-9,000 lbs.) weight class at Hamm. A total of four models with Oscillation technology are available, identifiable by an “O” in the name: HD 10 VO (2.6 t / 5,500 lbs), HD 12 VO (2.8 t / 6,000 lbs.), HD 13 VO (4.0 t / 8,800 lbs.) and HD 14 VO (4.4 t / 9,500 lbs.). All of them are equipped with one oscillatory and one vibratory drum.

The advantage of Oscillation: It achieves a rapid increase in compaction because the oscillation drum directs tangential thrusting forces into the material to be compacted while remaining constantly in contact with the ground. The combination of continuously acting static load and changing dynamic shear forces in the material brings about a faster, better and more gentle compaction. Moreover the amplitude and in turn the compaction power adapt automatically to the stiffness present. Hamm achieves this effect without electronics, but through intelligent application of the laws of physics.

Oscillation also optimises compaction at joints to existing road surfaces, because it does not disturb the cold asphalt. So the compaction on small jobsites will be more effective than before when using oscillatory rollers. During the compaction of thin layers on tack coat or spray seal, the high compaction speed makes a noticeable improvement. A further plus point in favour of oscillatory rollers is that they also work very efficiently on cooled asphalt.

Last but not least, oscillatory compaction also optimises many landscaping applications. Water-bound path surfaces or asphalt cycle paths can be compacted significantly more efficiently with the new rollers than heretofore.

Another first is the HD 10C VT, the smallest combi roller in the CompactLine with a working width of 1.06 m (3.5 ft.) and operating weight of 1.5 t (3,500 lbs.). It comes with permanent all-wheel drive as standard. This distinguishes it from all other compact rollers in this size and gives it outstanding gradeability in all situations.

Hamm has developed a fully-enclosed driver’s cab for the largest models in the compact class, the HD 13 and HD 14. The panoramic cabin features full height glazing and provides an outstanding overview of the construction site. Hamm has also thought about many other niceties and safety features: heating, radio, screen wipers, four halogen front headlights (H9) and two rear spotlights are some of the cab options.

With their own chip spreaders for the CompactLine, Hamm offers a perfect complement to the rollers for repair work on motorways or other heavily used roads. The linear spreader has stepless adjustment and is operated from the driver’s seat. Its diffusion grill produces a remarkably even distribution pattern. The chip spreader is available in two spreading widths: 1 m (3.28 ft) / 200 l (53 gal) or 1.20 m (3.95 ft) / 240 l (63 gal). Mounting is easy with a forklift truck and the mounting point close to the machine frame ensures a favourable weight distribution.

Hamm has included an extremely bright drum lighting in its programme for the entire CompactLine. The environment-friendly LED lighting brings good illumination to the working area. This is an important quality and safety feature, as the compact rollers frequently work at the end of the roller group in poorly illuminated areas.

Another new option for all CompactLine models is the spring loaded hinged scraper. It keeps the drums clean while compacting and can be hinged out of the way by means of a foot pedal for replacement or cleaning — it couldn’t be easier!
ALCO-SAFE MAJOR SUPPLIER OF
quality electronic Breath Alcohol Detectors

ALCO-Safe is the major supplier of quality electronic Breath Alcohol Detectors, drug testing kits and accessories in South Africa with 44 years of experience in manufacturing, distribution and support.

ALCO-Safe represents LION - CMI world leaders in Alcohol Detection Technology and ALERE Toxicology drug testing systems.

Instruments supplied include industrial high speed tester’s perfect for unobtrusive rapid alcohol testing at site entrance/exit points for example and portable instruments for use at remote sites which provide immediate printed evidence.

ALCO-Safe’s extensive experience over many years with large and small companies enables guidance to be given regarding the whole spectrum of substance abuse problems encountered in the workplace.

ALCO-Safe has, over many years, assisted a large number of organisations such as Transnet, Provincial Government Departments, Mining groups, Transnet Rail Engineering, Transnet Freight Rail, All petroleum refineries, ArcelorMittal, Eskom, Tongaat-Hulett, Sappi, major vehicle manufacturers and municipalities.

The new Lion AlcoBlow RapidTest from ALCO-Safe is the ideal solution when dealing with intoxicated employees. It delivers a fast, accurate ‘pass or fail’ result using only a tiny sample of breath, without the need for physical contact between the subject and the instrument. It can also be used in both Active and Passive modes to ensure all employees can be tested quickly and efficiently, and that suspicious liquids can be checked for the presence of alcohol.

This instrument is particularly important in industries such as mining, manufacturing and construction where workers are dealing with dangerous chemicals, heavy machinery or equipment that requires a high level of concentration.

According to Rhys Evans of ALCO-Safe there will be a huge rise in the number of companies conducting regular alcohol testing and random drug testing in future. The use of disposable drug tests as well as on site breathalysers is on the increase as people see the cost benefit of reducing accidents and absenteeism.

ALCO-Safe
Rhys Evans
www.alcosafe.co.za
From humble beginnings in terms of a very small dealer footprint, the FAW retail and service network has grown exponentially over the past 20 years.

Following the announcement in 2013 of the investment by FAW China into the manufacturing plant - which opened in July this year at Coega in the Eastern Cape - there has been significant and increased interest in acquiring the franchise for the FAW brand of commercial vehicles.

At present the FAW dealer network in South Africa, Botswana and Namibia comprises of three regional centre dealerships owned by FAW Truck Manufacturers SA (Pty) Ltd, together with 24 independently owned sales and servicing dealers, and nine independent aftersales dealers. Late 2012 saw a significant focus on the FAW retail and service network strategy. The new approach was totally customer-centric. This strategy took into consideration:

- The geographical make-up of the country and its major transport routes.
- Increasing dealer viability by offering larger areas of responsibility.
- A concerted drive to lift overall professionalism by appointing dealers from respected groups, such as Imperial, Sirius, Hallmark and Kelston.
- Appointing dealers specifically for sales and aftersales support within allocated territories.
- Special consideration was given to rural areas that are on major routes and where it was deemed strategic to establish aftersales dealers to provide customers the necessary support.

The three regional dealerships owned by FAW Vehicle Manufacturers SA (Pty) Ltd are in Isando/Spartan, Pinetown and Cape Town. These facilities all provide sales, service and parts to customers. The decision to 'self-own' these three regional dealerships was based on the magnitude of the required investment into retail stock and parts inventory.

New FAW headquarters and iconic dealership in Isando. The newest dealership, one of those owned by FAW Vehicle Manufacturers SA, is the strategically placed, fully-fledged truck dealership in Brabazon Road, Isando. FAW Isando retails the full range of FAW trucks from 4 ton to 460 hp truck tractors. Based in heartland of the East Rand, this dealership is well situated and easily accessible from the N1, close to the Johannesburg International Airport and other prominent businesses.

The newly completed headquarters of FAW Vehicle Manufacturers SA is situated next door to the Isando dealership.

The Isando dealership’s mission is to deliver service excellence to all customers, thereby establishing lasting relationships and extending their footprint into the greater Johannesburg regions.

Nearby the FAW Service Centre at 54 Rigger Road, Spartan, offers easy access to support customers with all their service and maintenance needs. These premises cover 2 000m² under roof with four heavy-duty overhead cranes to assist with better turnaround times. The centre’s technical team consists of highly qualified diesel technicians and an auto electrician. To further enhance FAW’s customer centricity their in-house component-rebuilding division and diesel pump room add further value to customers and helps minimise vehicle downtime with diagnostics and repairs done all under one roof.

FAW provides in-house, on-the-job training at the Service Centre for the independent dealers’ technicians. Regular sales training is undertaken at the three FAW regional centres in Spartan, Pinetown and Cape Town for all sales executives in the network. This training is mandatory and provided at no cost to the dealers.

The FAW’s Parts Distribution Centre is also based on the premises at 54 Rigger Road. On any given day approximately 100 000 parts items are in stock, ranging from service parts to vehicle cabs. The benefit to customers running FAW commercial vehicles is accessibility to reconditioned components with a full six-month warranty. These range from engines, gearboxes, starters and alternators, among others.

FAW Truck Manufacturers SA (Pty) Ltd has recently entered into an apprenticeship-training programme based on its vision of uplifting, training and developing a new generation of technicians for the future. The demand for qualified diesel technicians is on the rise and FAW considers this its social responsibility to become involved in developing, not only the local communities, but to contribute to the automotive industry at large.

FAW (PTY) Ltd Address: 45 Brabazon, Isando, Johannesburg, Tel: +27 87 702 0800, Fax: +27 86 731 7685
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Tower Crane Services was established in 1990, a family business based in Germiston and managed by Richard Fletcher. Richard’s father, Anthony, started working on tower cranes in 1969 and continues to be an active consultant and together with Richard offers a combined experience of over 76 years in the tower crane business.

Tower Crane Services has developed a specialised market by supplying cranes to the mining industry, something they have been engaged in for the last 25 years. They have supplied many tower cranes to the companies whose task is to recover gold from the many dumps lying in the Witwatersrand and other parts of the country. Initially cranes of capacities of 50 to 75 tm were required to meet the demands but with the advent of recovery plants increasing in size, requirement for larger cranes became necessary.

The expansion in size has been coupled with a more sophisticated approach to safety features. Most of the cranes have driver-friendly control equipment which corrects any mistakes which the operator may introduce into the operation. These units are manufactured with transport restraints being catered for. Weights of components are carefully engineered to ensure erection does not become a problem for mobile craneage, or the physical size a problem for containers.

The association with Linden Comansa, has enabled Tower Crane Services to make great strides in the local market and become a leading supplier of larger tower cranes. Linden Comansa is one of the world’s leading manufacturers of tower cranes and luffing-jib cranes. Supported by the latest technology, the company offers a range of products, designed under the Flat-Top modular system; 37 Flat-top tower cranes and 12 models of luffing-jib cranes with maximum load capacities from 4 to 64 tons.

The relationship between Tower Crane Services and Linden Comansa has become a very strong bond especially as their performance in the local market has maintained a high level of activity. Tower Crane Services has, in 2014, been successful in concluding several deals, including the first two units of the 21 LC 660, which are the first to be shipped outside Europe since their launch in 2012. Most of these cranes are already in use in mining projects across the southern countries of Africa, except one 21 LC 660 which is being used on a power plant project in South Africa. With this application, a new field has been opened for Tower Crane Services who will be pursuing more options to supply cranes in the construction of power stations.

The Linden Comansa 21 LC 660 tower crane, designed under the EN 13339 European standards, is available in four versions depending on the maximum load: 18, 24, 36 and 48 tons. All models have a jib length of 84 metres which is rated longer than most tower cranes available on the market, with similar specifications.

This model is especially useful in mining and industrial construction, public works and infrastructures and allows Linden Comansa to compete in areas where they have previously been restricted.
Freightliner South Africa threw down the gauntlet to the commercial vehicle industry with the introduction of its best in class 5 year / 800 000 kilometre warranty, which came into effective from 1 January 2014.

Freightliner trucks have long been able to offer customers a flexible working solution to service a wide range of commercial and industrial applications due to its range of extra heavy duty options.

With the introduction of the new warranty offering, which comes standard on all Freightliner Argosy vehicles, customers now have even further peace of mind with regards to the reliability that the Freightliner brand is synonymous with.

The warranty entails the following:
- A full engine warranty on Detroit Diesel and Cummins for 5 years or 800 000 kilometres
- Warranty on transmission, steering axles and drive axles for 3 years or 600 000 km

Divisional Manager Godfrey Hani adds: “With the introduction of this industry leading warranty offering, we took yet another giant stride in our mandate to consistently deliver to our customers the most competitive products on the market. This also serves to highlight the confidence that we have in the resilience and durability of the Freightliner brand.”
INNOVATIVE HOLMATRO’S NEW HAND PUMP RANGE

The saying goes, good tools are half the work. However when it comes to hydraulic tools the choice of hand pump is just as important. This is why Holmatro is introducing a new series of innovative hand pumps suitable for all industrial applications.

From experience we know that not all employees treat tools with equal care. That’s why the new Holmatro hand pumps are very robust. They can withstand rough treatment and are not affected by rain or sand. The pumps are also very service- and maintenance-friendly. All technical parts are very accessible and modules can easily be replaced without disassembling the tank.

Unique additions for optimal user experience The new Holmatro hand pumps offer significant advantages qua reliability, maintenance, durability and price/quality. However the extras like the oil level glass, the Push & Unlock pump handle lock, the integrated oil funnel and pressure gauge adapter on the pump block, make the new hand pumps extremely user friendly. Holmatro has set a new standard in innovation and quality with its new hand pump range for industrial use.

All of our products are developed, produced and exhaustively tested in-house. The result: true Dutch quality and robustness. Moreover, our products have an extremely long life span that can also be extended with an extensive service programme.

METRIC AUTOMOTIVE ENGINEERING ANNOUNCES CONNECTING ROD BEARINGS from IPD for Caterpillar® 3500 series engines

Metric Automotive Engineering has announced the availability of connecting rod bearings for Caterpillar® 3500 series engines from IPD. “This is part of IPD’s concerted drive to introduce new products that help cut costs for owners of Caterpillar® equipment without jeopardising engine performance or life,” operations director Andrew Yorke says.

Metric Automotive Engineering represents IPD in the local market, a leading aftermarket provider of engine components for heavy-duty diesel and natural gas powered engines based in the United States. “The quality of the latest products is in line with the high standards that IPD adheres to, in addition to being competitively priced,” Yorke says. He adds that IPD has been synonymous with quality, innovation and service since 1955. Its Caterpillar® replacement parts are manufactured in a Lloyds accredited ISO 9001:2000 quality controlled environment.

IPD has been producing high quality products for 3500 series engines since the early 1990s. Its complete range in this regard includes gallery-cooled pistons for diesel and natural gas applications, induction hardened cylinder liners, heavy duty copper alloy engine bearings and quality valve train components. This makes IPD a market leader in providing the most complete range of aftermarket products available for these popular engines. In addition IPD carries a variety of miscellaneous internal bushings for rocker arms, accessory drive and oil pump bushings.

Metric Automotive Engineering is South Africa’s most comprehensively equipped heavy diesel engine and component re-manufacturers. Established as a family business in 1969, the company has a strong ethos of investing in both quality equipment and expert personnel. This attitude towards customer service and constant product innovation has sustained the company since its inception.

Metric Automotive Engineering can refurbish large diesel engine components and offers services such as cylinder head remanufacture, cylinder block line boring, milling, honing and boring, camshaft grinding, crankshaft grinding, engine assembly and dynamometer testing. Subsidiary Reef Fuel Injection Services offers Bosch-approved fuel injection services.
Caterpillar’s new generation Cat D10T2 track-type tractor takes cost per tonne production to new levels of proficiency.

For decades Cat D10 track-type tractors, in successive model configurations, have delivered on mine sites worldwide in roles that include truck dump maintenance, ripping, stockpile management, stripping overburden, dragline support, trapping, or road building.

Keeping pace with industry requirements, the latest generation Cat D10T2 launched globally in the first quarter of 2014 debuts as the safest and most fuel efficient model to date. Refined large structures in key areas, such as the track roller frame, increase the machine’s already legendary durability, plus there are new features such as the Advanced Productivity Electronic Control System (APECS), and Enhanced AutoShift (EAS) that enhance output.

APECS is a key enabler to obtaining the full benefits of EAS, which improves fuel efficiency and productivity by automatically selecting the optimal gear and engine speed combination based on power train load and desired ground speed. This feature is similar in function to an automatic transmission,” explains Barloworld Equipment’s Product Application Group manager, Johann Venter. (Barloworld Equipment is the Cat dealer for southern Africa.)

The D10T2 is powered by a Tier II Cat C27 ACERT™ engine that performs at a full rated net power (ISO 9249) of 447 kW at 1,800 rpm in forward drive with a high torque rise of 21 percent (in forward gears), enabling the machine to doze through tough material. (The previous D10T model has a net flywheel output of 433 kW for all modes of travel.)

On the move, the A4E4 engine controller automatically switches power settings based on direction of travel. In reverse mode, this translates to a rated net output (ISO 9249) of 538 kW, an approximately 20% power increase when compared to the previous model.

New safety features include an in-cab emergency stop device, a seat belt warning alert, and an ‘operator not present’ monitoring system, which locks out the power train and hydraulics under certain conditions to prevent unintentional movement when the operator is not in the seat.

During the dozing cycle, an auto downshift feature adds value by enhancing safety and productivity when not in EAS mode and when significant load increases are detected. “However, this feature won’t automatically up-shift when load is reduced,” Venter expands. (The operator can override these automatic shift features at any time.)

To further enhance durability where operating loads are highest, the Cat D10T2’s newly redesigned roller frames consist of three main castings to resist bending and twisting. The new roller frame improvements also include larger rear major bogie pivot pins, redesigned carrier roller mounting pads, and improved major bogie mounting locations to consistently deliver in varied and demanding mining conditions.

The undercarriage system also features a redesigned track master link with single tooth and coarse thread bolts, which provide superior reliability and durability.
MX-10 MIXER/PUMP
for Greater Efficiency

The upgraded MX-10 Mixer/Pump from Blastcrete Equipment Company has the fastest, most efficient mixing capabilities in the industry. Its new, closed-loop hydraulic circuit delivers greater speed and torque to quickly and effectively mix dense refractory materials in less than two minutes. The new system provides greater efficiency that leads to faster and greater ROI on demanding refractory wet shotcrete and pump cast applications in foundries, power generation, petrochemical, steel mills and cement manufacturing facilities.

The MX-10’s hopper handles up to 2,500 pounds of material, and its high-speed hydraulic agitator keeps materials blended and in suspension as the material flows to the pump. The unit’s 3-inch swing tube piston pump operates with up to 2,200 psi for consistent installment of as much as 12 tons of material per hour. The high-pressure pump also allows customers to achieve up to 450 vertical pumping distances when installing refractory materials.

The MX-10’s 22-square-foot platform provides 50 percent more space than competitive equipment to give operators ample room to maneuver easily. The electrical controls are mounted on the platform and positioned away from the mixer to remain free from debris and water.

The unit is mounted on dual 7,000-pound capacity axles with electric braking and lights for enhanced safety when traveling. Lifting eyes on the platform allow operators to use a crane to lift the machine and place it on a flatbed for traveling longer distances. It also allows users to place the unit on work platforms in larger factories.

Blastcrete offers the MX-10 with an optional skid-mounted framework that reduces the overall length, width and height of the machine.

The new MX-10 can be equipped with a John Deere 4045T 99-horsepower or Deutz BF4M 2012 102-horsepower water-cooled diesel engine. Blastcrete also offers the unit with electric motors. The engine on the MX-10 is placed away from the mixer and receiving hopper to prevent thermal transfer that causes refractory materials to set prematurely.

The MX-10 is faster and easier to clean than traditional swing-tube piston pump units. The swing-out receiving hopper provides easy access to the lower hopper and swing tube section for cleaning and maintenance. Blastcrete offers an optional 2,000-psi hydraulic pressure washer for easier cleanup and an automatic lubrication system to ensure proper greasing of the swing tube pump.

The MX-10 is CE-certified to meet European Union safety standards for equipment operation.

Blastcrete has been manufacturing safe, reliable and user-friendly solutions for the refractory and shotcrete industries for more than 60 years. With a complete product line consisting of concrete mixers, pumps and related products, the company serves the commercial and residential construction, ICF and SCIP building systems, refractory and underground markets.
LIFTING

HACK’S GROVE GMK6400
sets the bar high on first lift in Germany

Lifting 5 t loads at an 86 m radius in the middle of a city is a tall order for most cranes – but for Grove’s GMK6400, it’s just a routine job. In this particular case, the job was completed by Hack GmbH, one of Germany’s leading heavy lift and transport specialists, which was testing out its new GMK6400 all-terrain crane for the first time.

The job was in Koblenz, Germany, where the crane lifted construction materials onto the roof of a 60 m tall building. To do this, the GMK6400 was configured with 55 m of boom and a 79 m luffing jib. Complicating matters on the narrow, tree-lined job site was the fact the jib had to be rigged in mid-air to avoid damaging the recently resurfaced road.

Despite these challenges, Hack finished the job in just two days and has since completed many more projects with its Grove GMK6400, much to the delight of company owner Udo Hack.

“Our new Grove went to work immediately and its first job threw us into the deep end – but it went perfectly and the crane has now completed several other challenging lifts across the region,” he says. “The GMK6400 is fast to erect, easy to use, and can perform lifts that few other cranes of this size can complete. I am delighted with how busy the crane is.”

Following the arrival of Hack’s 400 t capacity GMK6400 in the summer, the crane has been in near-constant use. Jobs include wind turbine maintenance and erection, tower crane assembly, and large radius lifts on inner-city sites.

At the job site in Koblenz, the Grove GMK6400 was accompanied by just four trucks. Upon arrival, the crane was fitted with its full 135 t counterweight before the self-rigging MegaWingLift attachment was installed, which increases the crane’s capacity by 70%. Then the GMK6400 assembled its own jib at ground level. Supported by flat-bed trucks, the jib sections were connected and the full 79 m extension was raised. Finally, the crane’s 60 m boom was extended to 55 m, giving it a huge 134 m reach.

In this configuration, the GMK6400 completed the lifts in no time and, the next day, it moved on to a nearby wind farm where it lifted 13.6 t turbine components at heights of more than 80 m.

Having sold more than 50 units in just a year since its launch, the GMK6400 is one of the most popular cranes in the current Grove range. When working at its maximum reach of 134 m, the crane can perform lifts not possible with any other six-axle, or even seven-axle crane.

With more than 50 years in business and 45 cranes in its fleet, Hack is a leader in crane rental, heavy transport and oil spill removal. The company’s crane fleet ranges from special indoor units to huge 500 t capacity mobile cranes, which it supplies to projects across Germany and surrounding markets. ☟
JOEST CLINCHES ORDERS AS IT EXPANDS
into African mining and minerals processing industries

Specialist vibrating equipment supplier Joest is racking up a string of successful orders in Africa as it continues to expand its product and service offering on the continent. “We have supplied six vibrating screens to a gold mine in Liberia, eight vibrating screens to a gold mine in Mali and 15 vibrating screens to a gold mine in Burkina Faso,” Yashin Ramdhin, General Manager: Sales, says.

“We have also supplied screens to Tanzania and have had vibratory feeders go into a coal mine in Mozambique. We are optimistic that our growth in Africa will go from strength to strength. This is largely due to the excellent reputation that the Joest brand has gained over the years. A particular advantage of Joest’s equipment is the increased lifespan, structural integrity and ease of maintenance of the equipment, which is particularly important in remote areas in Africa.”

Joest offers a full selection of specialist equipment to meet its customers’ total vibrating screen and feeder requirements. Ramdhin says the company’s specialist vibrating equipment forms part of a tailored solutions approach to cater for a wide range of duties, “which allow our customers to reduce downtime and achieve production efficiencies at the lowest operating costs.”

He adds that what gives Joest its leading edge in this highly competitive market is “our skilled people combined with our ‘Engineered Solutions’ approach. We work from the ground up, and everybody in the company is involved in a holistic sense in promoting the brand. The Joest pedigree is based on its staff, engineers and its engineering philosophy.”

Ramdhin explains that Joest is looking in particular at the sub-Saharan market in addition to various parts of West Africa. “This is accomplished by working in tandem with the mining houses and engineering companies who are active in the African market.”

All products are shipped from Joest’s Spartan, Johannesburg facility. “A lot of companies are finding it easier to procure products directly from South Africa rather than importing it into Africa or attempting local manufacture. After validation testing, we ship our products fully assembled so all the customer needs to do is simply install it.” “We keep track of the equipment throughout the delivery process as well as keeping in close contact with our customers, whereafter we provide hot and cold commissioning as well as personnel training. This is to ensure the smooth handover of the equipment and that it is working according to our specifications. It guarantees that we have happy customers at the end of the day, in addition to forging a long-term relationship with our customers.”

Joest plays a key role in the commissioning of its equipment on site. “This is an essential service we offer to ensure the optimum performance of the equipment once in operation,” Ramdhin notes. In terms of aftermarket support, Joest supplies everything from “OEM parts, Joest drives and replacement machine bodies.” In addition, the company also maintains regular contact with all of its customers. “That ranges from a telephone call to a face to face visit,” Ramdhin notes. Looking at challenges in Africa, he adds that “while travel can be challenging and logistics an issue, it is having a solid understanding of the supply chain requirements for individual countries that ensures Joest’s ongoing success.

“As an African company, we fully understand the socio-economic aspects and cultural sensitivities of conducting business in Africa. Joest’s philosophy of ‘Engineered Solutions’ ensures that we fully understand each customer’s specific needs, delivering a customised solution, which ensures that downtime is dramatically reduced.

Joest is a locally owned and operated original equipment manufacturer (OEM) that designs and fabricates vibrating screens and feeders in-house. It has a 38-year track record of developing and supplying the African mining bulk materials handling market. Joest’s technology is characterised by its robustness and longevity tailored to the customers’ specific application and processing needs in the harsh and demanding African mining industry.

With thousands of installations throughout the continent, Joest’s machines are engineered to lower the total cost of ownership. They are commonly found in mineral sands, coal, gold, diamond, platinum, iron ore and manganese operations, with 24/7 customer service provided by the company’s service centres and branch network in all the major mining areas, supported by an experienced in-house design and technology team and state-of-the-art manufacturing facility at Joest’s 9 000 m² headquarters in Spartan, providing customers with a common point of reference for all their vibratory equipment needs.
SUGAR PRODUCER GIVEN A SWEET DEAL
for treating water contaminated oil

Sugar giant TSB had been experiencing a continual moisture ingress problem on its 6.4 MW turbo alternator No 2 (TA2) tank at its Malelane operation in Mpumalanga. TSB mechanical engineer Prince Vilane notes that TA2 is used as a co-generation unit for exporting electrical power into the national grid.

"Operating at 6500 rpm with steam inlet conditions in the range of 31 bar(g) at 400°C, the design of the unit is such that the 4 000 ℓ oil tank is situated on the ground, unlike the modern designs where the oil tank forms part of the mounting base for the turbine and reduction gearbox," he says.

The modern design ensures that the oil tank is kept warm by the heat radiating from the steam turbine, thereby evaporating small amounts of moisture that may be present in the oil, due to condensation or leaks through labyrinth seals.

The oil analysis report indicated that there was 22.5 percent water in the oil sample that was taken on TA2. Vilane stresses that it is imperative to ensure that power is exported to the national grid at all times to ensure that all the contact obligations are satisfied on a monthly basis.

"It was going to be a very expensive exercise to modify the oil tank layout on TA2, and we therefore started to investigate a feasible solution to this long term problem. In the past, we had tried using centrifugal separations but the results we not to our satisfaction," he continues.

According to Vilane, Filter Focus proposed the use of its proprietary Vacuum Dehydrator. "Within three weeks of starting the dehydration process, a sample was taken and we were impressed with the results, with absolutely no moisture detected from the sample."

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Filter Focus COO Craig FitzGerald explains that the Vacuum Dehydrator boils the oil under vacuum conditions at 55°C, before evaporating and condensing the moisture in a condensate tank. "It is then drained to leave behind clean and dry oil. What’s more, the Vacuum Dehydrator also features a filtering system that polishes the oil, to remove any minute debris that may still be present."

Vilane states that the fully automated Vacuum Dehydrator required minimal inspection during the entire three week period. "We are so impressed by the Vacuum Dehydrator that we have planned to purchase the unit in the near future to make it our permanent solution to all our systems."

According to Vilane, technical support from Filter Focus was excellent. "We received good support when sampling and testing the oil. Filter Focus was also helpful in ensuring that we received value for money during the hire period, by regularly checking that the unit was running smoothly. I would recommend the Vacuum Dehydrator to any plant experiencing similar problems," he concludes.
A more efficient way to STACKING ACCURACY AND STABILITY

With the layer palletiser series BEUMER paletpac, the intralogistics specialist supplies high-capacity machines, which stack bags filled with bulk material on pallets gently and exactly layer by layer. The products include cement, mortar, pellets, industrial salts and fertilisers filled in paper, polyethylene or polypropylene bags. Owing to the geometric precision during layer and stack formation, stable bag stacks are formed. Multiple pallet loads created with the BEUMER paletpac can even be stacked one on top of the other to save storage space. To make the BEUMER paletpac even more sustainable, BEUMER has redesigned it. Due to the optimisation, BEUMER was able to lower the production costs, which is reflected in the purchase price. Furthermore, the optimised model also brings about a reduction in operating costs.

Until recently, the system was equipped with large drives. Now small motors carried out as servo drives are used and optimise the energy consumption needed for the lifting movement. In addition, these motors need less maintenance thus further reducing the costs for the user.

With regard to the overall structure, BEUMER has made various improvements. For starters, there is now better accessibility and therefore easy cleaning underneath the machine is ensured. Another important modification is that the external frame elements can now be folded, allowing the whole palletising head to fit into one transport container. The palletising head doesn’t have to be dismounted and the total amount of containers sent to the customer can be reduced. This alleviates the transportation costs and shortens the assembly period on site.

The pallet pusher that automatically provides the hoist unit with empty pallets has also been modified by the BEUMER specialists. They have modified the guides for the pallet side plate, introduced a new lateral guide system, changed the drive parameters easily and quickly. The BEUMER paletpac can be provided with a bar-type or clamp-type turning device or with a newly developed twin-belt turning device to position the filled bags quickly, ensuring their dimensional stability.

To enable operators to operate the BEUMER paletpac easily and quickly, the intralogistics specialist has equipped it with the BEUMER Group Human Machine Interface (HMI), an operator panel with an optimised user interface and optimised navigation, which creates easily understandable and intuitive interaction, enabling the user to define efficient working sequences. The operator can control the machine safely, independently of prior skills, training and capabilities, thus saving time and money which ensures high economic efficiency.

These innovations demonstrate BEUMER Group’s commitment to the total value of ownership (TVO) approach, enabling a company to work efficiently through tailoring, facilities, systems and pertinent production processes to long-term customer use. A product is considered not only from an economic viewpoint, but also from an ecological and social one. This includes, for instance, ergonomic Human Machine Interfaces. This way, operators can describe the effectiveness of their operational investments in a holistic and especially significant way. They are able to determine not only their direct costs, but above all the ‘Total Value’ of the solution to be provided over the whole operating time. Three equally important factors are involved: market development, risk management and sustainability.

With the BEUMER paletpac, users can palletise up to 2,500 bags per hour, and up to 5,500 bags per hour by using the high-capacity version. It doesn’t matter if the industry is chemical, building material, food, peat or rock and associated products, with the BEUMER paletpac, BEUMER fulfils the constantly increasing market and customer requirements, especially with regard to throughput rates and reliability. In particular, paper, PE and PP bags are perfectly palletised. All current bag dimensions and bag types as well as packing patterns can be processed without any problem with the BEUMER paletpac. The modular structure permits adaptation of the BEUMER paletpac to special market- and customer-specific requirements. The bags stacked accurately on pallets can then be transported without problem to the downstream packaging system, for example, the BEUMER stretch hood.
CROWN SOLUTION BENEFITS

House and Home
House & Home’s new DC in Gosforth Park, Germiston, designed and developed by South Africa’s leading supply chain and logistics consultancy, Industrial Logistic Systems (ILS) has opted for a Goscor Lift Truck Company (GLTC) range of warehouse equipment. Two of the machines - Crown TSP 7000 turret trucks - are fitted with FurniBox® attachments, which is a first for the South African industry.

Gary Benatar, ILS MD says that the FurniBoxes®, which were specified by ILS, reduce the risk of damage to the furniture because they enable the furniture to be handled to an absolute minimum in the warehouse. “The furniture need, in fact, be handled only once – when it is received at the warehouse. Once it is securely placed on the FurniBox®, direct contact with the furniture is eliminated until the furniture is despatched to the customer. In this way even the most sensitive items are moved, stored, stacked, picked and despatched safely and quickly and can also be delivered in complete consignments – without any risk of damage,” says Benatar.

He adds that the use of FurniBoxes®, in very Narrow Aisles (VNA) with the Crown Turret trucks enable House & Home to maximise their cube in the building, which will give House & Home enough capacity for 10 years growth in the same footprint, obviating the need for the rental of extra space.

GLTC MD Darryl Shafto complimented ILS on their House and Home solution. “The ILS solution not only utilises space exceptionally efficiently but also helps increase productivity while keeping the goods protected – all vital requirements in the furniture business,” says Shafto.

He adds that Goscor is particularly pleased to have been able to play a role in ILS’s solution for such a prestigious company as House & Home and paid tribute to Crown for having made the fit-for-purpose FurniBox® turret trucks in time and on budget. “The quality of Crown equipment and the extraordinary levels of service they have provided us over the years have been instrumental to the success of both the Crown brand in South Africa and to GLTC as a whole,” Shafto says.

Benatar said that Crown was chosen because of the GLTC’s high level of service and the superior quality of Crown machines. “We go back a long way with Goscor and their service levels have been consistently excellent. With this in mind, the proven reliability of Crown machines, the convenience of having Goscor technicians right next to our site 24/7, the ergonomic detail of the machines which enhances operator comfort and productivity, and the competitive pricing of the deal added up to an offer that couldn’t be refused,” he says.

All in all the deal involved six machines: 2 X Crown TSP 700 turret trucks for furniture pallets and FurniBox®, 2 X Crown ESR 5300 reach trucks for pallets and 2 X Crown SC 5340 3-wheel electric forklifts for moving appliances.

Shafto says the TSP 7000 turret truck, which has a lift height of 17.2 m, is unique in the industry.

“Warehouse space is at a premium, and businesses are always looking for efficient solutions to maximise cube utilisation. Turret trucks allow businesses to take advantage of tall, narrow aisles in order to maximise pallet positions. With the TSP 7000’s 17.2 metres of lift height, operations can achieve more than ever,” Shafto says.

He adds that turret trucks must cope with some of the most demanding tasks in material handling, tasks that set the pace for every other process in the warehouse. These include full-pallet put-away and retrieval at soaring heights, precision handling of loads of all sizes, high-level order picking, travelling long distances and transferring between aisles.

“Given that no two turret truck applications are the same, and no one solution can address every application variable, choosing the right turret truck is an important strategic decision. There is no doubt that ILS has chosen wisely especially with the FurniBox® modification.

On the question of the TSP 700 ergonomics, which impressed Benatar, its cabin is designed to maximise operator comfort and control, with advanced features including an anti-fatigue floor mat and the patented MoveControl™ seat with integrated controls and full adjustability to support the operator’s every move.

“In the demanding environment of busy warehouses like the House and Home DC, the importance of the comfort and safety of the operator cannot be overestimated,” says Shafto. “It helps make the entire operation significantly more efficient and is thus an important part of the overall solution,” he concluded.
FINNISH OPERATOR WINS
the 2014 Case Rodeo International Final in Paris
Hat's off to Janne Leppänen from Finland who has taken the title of best construction equipment operator at the 2014 Case Rodeo International Final, held at the Case Customer Centre in Monthyon near Paris, from October 24th to 26th.

After a spectacular, action-packed tournament, Leppänen was declared overall winner among 42 highly skilled operators representing 15 nations from Europe and Africa. The ‘Best Team’ award was scooped by Denmark, thanks to the first-class performance and quality of its drivers. For the first time in its history, the International Final welcomed a team from Africa, with a delegation of three operators from Angola.

The finalists were the three best operators of the national Rodeos in each country. They arrived at the Case Customer Centre on October 24th for a whole afternoon of machine tests before the Final. On October 25th, they competed against each other demonstrating their exceptional skills at the controls of Case equipment in four technically challenging contests of ultimate machine control, speed and precision operating.

The first challenge was “Little Wolf Wheel”, with drivers using a 321F ZB compact wheel loader to transport a pallet through a slalom path, before placing it in a perfect vertical position on another pallet in order to display a Case logo. This round went to Bendt Martin Risom from Denmark who correctly completed the task in just 2’06”.

The “Speeding Spider Skid” required the operators to drive a TV380 compact track loader with a ball, in balance on a cone, placed inside the bucket. Once they reached a target area, drivers had to throw the ball to drop a set of nine skittles and then return to the starting point. This challenge was won by Richard Christian from the UK who knocked down the most skittles in just 1’19”.

In the third challenge, called “Big Foot Excavator”, operators were asked to insert a pin, hooked on the bucket of a CX180C crawler excavator, into four small tubes in a specific order. Top points went to Toni Herger from Switzerland with an impressive time of 1’35”.

“Black Hawk Loader” was the last test. Using a 695ST backhoe loader, competitors had to fish small plastic ducks from a pool using a hook fixed on the rear bucket of the machine and then place them into a basket without touching its edge. Janne Leppänen won the challenge with the most ducks fished within the maximum allowed time of 2’30”.

After a hard fought day, all participants, dealers and media representatives were invited to attend the Award Ceremony and the Gala Dinner which took place in the wonderful Domaine de Chantilly (Chantilly Estate) with a standing tradition in the equestrian arts and a reputation as the national ‘Capital of the horse’ which made it the perfect location to host the final acts of the 2014 Rodeo Championship.

The Awards were presented by Enrica Oderda, Marketing Director CNH Industrial Construction Equipment Europe Middle East and Africa. Janne Leppänen then stepped out to receive the enthusiastic applause of the gathering. He was also honored and surprised to receive an invitation letter signed by Akira Kato, General Manager of International Sales at Sumitomo Construction Machinery, CNH Industrial’s partner in Japan, welcoming him to visit Tokyo.

The Case Rodeo is becoming increasingly popular and a must-see event for operators, customers and dealers across Europe. Its global appeal has been broadening this year to new European countries as well as to Africa.

For the first time, Case brought the Rodeo to Africa on the occasion of the presentation of TANGOLA, its newly appointed dealer for the Angolan market. The last heats before the grand Final were held by dealer Romana Diesel during the October Truck Fest in Rome. In 2015 an increasing number of local Rodeos will be celebrated in Africa, most probably in South Africa.

“The 2014 Rodeo Final confirmed itself as a truly representative celebration of the technical skills of our operators and the outstanding performance and precision of Case equipment,” said Enrica Oderda. “We are proud of the extremely positive response received by the Rodeo Challenge throughout the year as it turned out to be a complete success in all countries. To top it off, it was a great privilege to host so many talented construction equipment operators at our Centre and to welcome a team from Africa for the first time ever. “Once again, the Rodeo Final turned out to be a fantastic event and it is even more encouraging to see that its success increases from year to year. We now look forward to 2015, which I am sure will be another memorable competition.”
IMPERIAL CARGO ADDS 60 MAN long-haul trucks to fleet
Imperial Cargo, a division of JSE-listed Imperial Group, has recently added 60 MAN TGS 26.440 truck-tractors to its line-haul operations in southern Africa. The new vehicles will join the 44 MAN TGS 26.440 units currently operating in the Imperial Cargo fleet which now numbers a total of 360 trucks.

Established in 1997, Imperial Cargo operates a mix of truck brands and as a result is able to evaluate the performance levels of each brand within their respective applications. Before the decision was made to purchase their first batch of MAN TGS 26.440 trucks a series of extensive in-fleet trials were conducted. According to Christo Theron, Group Managing Director, Imperial Cargo Group, who said, “We run rigid test programmes on all new trucks entering the fleet, primarily looking at fuel consumption figures. The MAN TGS 26.440 is the only derivative in our line-haul fleet achieving an average of 2km per litre, compared to an average 1.8km per litre by competitor brands.” Theron went on further to say, “In all my years in the business, I have never seen a brand like MAN that can maintain such consistent fuel consumption figures, measured over long periods of time.”

MAN Truck & Bus SA’s Managing Director, Geoff du Plessis states: “A key objective of MAN in southern Africa is to gain market leadership in the long-haul sector by supplying fuel efficient trucks that significantly lower total-cost-of-ownership. The injection of 60 new MAN TGS 26.440 derivatives into the Imperial Cargo fleet is testimony to the technological leadership of the vehicle. It is also extremely encouraging to know that as an organisation committed to safety, quality and environmental protection, Imperial Cargo has found the MAN TGS more than capable of meeting its stringent criteria within these areas.”

As a purpose-built long-haul prime-mover, the 6x4 MAN TGS 26.440 is equipped with a 12.419 litre in-line MAN D26 common-rail diesel engine with a power rating of 440 hp [324 kW] at 1700-1900 rpm, and a torque output of 2100Nm at 1000-1400 rpm. It boasts a double sleeper cab, automated manual transmission with a ZF intercooler, air suspension and hypoid rear axles.

Servicing blue-chip FMCG clients like Distell, Woolworths and Nampak, Imperial Cargo’s line-haul operation extends across South Africa and Namibia, adds Theron. “Each truck carries a payload in the region of 36 tons and the TGS strikes the perfect balance between power, tare-mass and fuel economy, giving us new benchmark total-cost-of-ownership figures. Furthermore, our drivers say it’s the best truck in the fleet; comfortable and easy to drive. They are quite reluctant to get behind the wheel of anything else.”

With its headquarters (and three depots) in the Western Cape, Imperial Cargo also has depots in Gauteng, Kwa Zulu-Natal, the Eastern Cape and Namibia. Its cross border services include freight transport to other sub-equatorial countries including Zimbabwe, Zambia, Angola, Botswana and Mozambique.

Spearheading MAN’s entry into the Imperial Cargo fleet was Warren Atkinson, Key Accounts Manager: Cape Region, MAN Truck & Bus SA, who states: “After-sales service is a critical factor behind our securing this second order from Imperial Cargo. As a quality-driven, RTMS-accredited fleet, Imperial Cargo requires hands-on service support and round-the-clock availability of MAN technical personnel, factors which are integral to our service level agreements with Imperial Cargo. Our team at MAN Cape Town is fully geared to satisfy all requirements with regards to keeping Imperial Cargo’s MAN fleet downtime to a minimum.”

With 15 of the 60 trucks in this latest order representing fleet expansion units, MAN is fast becoming the truck brand of choice for Imperial Cargo. Theron was positive about the future of the relationship with MAN Truck and Bus SA and went on to say, “The after-sales service we get from MAN’s Cape Town branch is exceptional. Response times are swift and monthly performance meetings between my team and MAN’s Cape Town branch ensure our service-level agreements are adhered to. Onsite vehicle servicing by MAN technicians at our workshops keeps our uptime levels at an optimum.”

The 60 new trucks have been procured on a 36-month/600 000 km Rental Agreement and are each expected to travel an average of 16 000 km per month.

Geoff du Plessis, Managing Director, MAN Truck & Bus SA, concluded, “being chosen by high-profile fleets for our superior technology and customer-focused after-sales service is hugely significant for MAN and this order of 60 TGS units proves that we not only have the right product for long-haul applications in Southern Africa, but also the right people to service both the trucks and our customers in a manner that builds their business. All of us at MAN are proud to be associated with Imperial Cargo and we look forward to a partnership that continues to grow in strength.”

Geoff du Plessis, Warren Atkinson, Christo Theron, Sally Rutter and Dave Van Graan

CAPITAL EQUIPMENT NEWS December 2014
TRUCK DRIVER HEALTH: the hidden factor in road safety

As the awareness of diabetes increases towards marking World Diabetes Day in November, the role of industry in addressing employee awareness and management of the disease needs to be explored. The transport industry is probably one of the most vulnerable sectors, with truck drivers in particular, being at increased risk of a number of debilitating health conditions, including diabetes. Isuzu Trucks South Africa recognises the impact that a poorly managed health condition has on truck drivers and other road users at risk. As industry and the public prepares for the busy festive period, driver health is a crucial, but often overlooked factor in overall road safety.

In the wake of any disaster involving a truck, attention immediately turns to the vehicle’s mechanical soundness and capabilities of the driver. Little, if any, focus is placed on the health status of the driver. However, Studies have found that truck drivers – particularly long haul drivers – work under uniquely physically demanding conditions, putting them at increased risk of a range of chronic health conditions, including diabetes and hypertension.

Poor reaction times as a result of poor health can significantly increase the risk of collision, if we consider that a reaction time slowed by only two seconds will take a truck travelling at 80 kph 44 m closer to an obstruction on the road.

In various studies around the world, researchers have found that truck drivers are at increased risk of being overweight or obese, having high blood pressure, and developing Type 2 diabetes. A recent study of truck drivers released by the Journal of Diabetes and Metabolic Disorders (1) noted: “High blood sugar was found in 52.1% of the drivers, 9.1% of them were in diabetic stage, and when using the hemoglobin sugar test 77.6% of these drivers were in this stage. Excessive body weight was recorded in 65.6% of the study population, 44.8% were diagnosed with overweight and 20.8% with obesity. High blood pressure was recorded in 16.4% of drivers.” In the US, numerous studies have found that truck drivers are at increased risk of lung, colon and larynx cancer, ischemic heart and cerebrovascular disease, chronic obstructive pulmonary disease, low back injuries, diabetes and non-alcohol cirrhosis – and, as a result – at increased risk of motor vehicle accidents. In Canadian studies, uncontrolled and poorly controlled diabetes among truck drivers has been found to contribute to an increased risk of road accidents (3).

Clearly, this is a universal problem. The conditions under which truck drivers work lend themselves to unhealthy practices, which can escalate to chronic illness over time. By the very nature of their work, truck drivers spend long hours sitting, with little physical exercise and poor sleep cycles. They also tend to eat unhealthy convenience food, snacks and drinks containing high levels of salt or sugar. Over time, these factors increase their risk of weight gain, high blood pressure and Type 2 diabetes, among other conditions.

Responding to this pervasive trend, Chief Operations Officer, Craig Uren at Isuzu Truck South Africa says, “The well-being of truck drivers and road users in general is of critical importance to us. We urge drivers and companies operating in the transport sector to take charge of this rapidly growing health and safety risk through simple measures such as routine testing. Professional blood tests for glucose level monitoring must be conducted at least annually among all drivers. If drivers are found to be diabetic, the condition can be controlled by ensuring each driver has his or her own glucometer in order to test and record his or her own blood glucose levels daily, and be guided on managing the condition by Diabetes SA. By helping manage truck driver health, we can improve their personal well-being and that of their families and contributing to improved safety on South Africa’s roads.

If Type two diabetes is not managed properly it can result in symptoms such as blurred vision, tiredness and lack of concentration impacting on a driver’s ability to function optimally on the road. There is also a risk that a driver with uncontrolled Type 2 diabetes could suffer a hypoglycemic attack while driving, with associated dizziness, weakness or even loss of consciousness.
All-Terrain, all-conquering Sprinter 4 x 4

The undisputed number one van in the market today is the Mercedes-Benz Sprinter. The new Sprinter stands out more than ever as a van offering the best economic efficiency. Versatility is one of the Sprinter’s strengths. The drive train variants including the Sprinter 4x4 with all wheel drive, body weight and rear axle variants combine to produce several thousand possible versions.

Off-road vehicles have an enthusiastic following because of their many uses and versatility. The country’s unique road and weather challenges may require special skills and equipment. This is where the new Mercedes-Benz Sprinter 4x4 provides that extra traction required under tough conditions.

Off-road vehicles have an enthusiastic following because of their many uses and versatility. The country’s unique road and weather challenges may require special skills and equipment. This is where the new Mercedes-Benz Sprinter 4x4 provides that extra traction required under tough conditions.

Nicolette Lambrechts, Managing Director for Vans at Mercedes-Benz South Africa, says: "The Sprinter 4x4 is an all-wheel-drive vehicle that caters for a wide range of industries such as construction, transporting building materials, energy supply, and forestry. The range has been a top seller and we’re sure the 4x4 variant will find good favour with customers."

The first model is the Sprinter Selectable All Wheel Drive (AWD). With front: rear torque splits of 65:35, the selectable AWD boasts a low-range ratio of 1=1.4. The driver simply needs to make well-judged use of the accelerator and steering wheel, while the electronic traction system (4ETS) takes care of the rest. Selectable all-wheel drive can even function at vehicle speeds of up to 10km/h. The low range function enhances traction on steep inclines with a fully loaded vehicle. The all-wheel drive is integrated into the Electronic Stability Program (ESP9i), which is standard on this vehicle. Additionally, the AWD provides the driver with the flexibility to use 4x2 on-road and 4x4 mode optimising fuel consumption.

The AWD model is fitted with Acceleration Skid Control and the proven ADAPTIVE Electronic Stability Programme, which all remain active while on AWD mode. As an added benefit, the AWD model boasts a ground clearance of 192mm, enough even for the most rugged of road driving conditions. The AWD model is available as a panel van only but just as capable - is the new Sprinter Permanent 4x4 with rear and central differential-lock and low range, which provides maximum traction performance at all times.

Both Sprinter 4x4 models have Downhill Speed Regulation (DSR), which ensures that a pre-selected speed is maintained constantly when driving downhill.

The 4ETS electronic traction control system is fully integrated in the Adaptive ESP9i Electronic Stability Program (ESP9i). Together with this programme, the electronic traction-control system compensates for diff-locks by automatic intervention, to reduce wheel spin and maintain traction.

Although the Sprinter 4x4 is not a traditional off-roader, its ground clearance of 192mm for rural and off-road driving endows it with characteristics similar to those of a cross-country vehicle. Its approach angles are as follows: angle of approach is 21˚, ramp angle is 22˚ and angle of departure is 27˚ all culminating in the Sprinter 4x4 being conquering any and all terrains. Off-road grip tyres are optional, which can increase vehicle height by 20mm (ground clearance increases to 212mm). The vehicle speed is limited to 120km/h.

The Sprinter 4x4 variant is Euro V and benefits from the same numerous innovations that have made the new Sprinter a leader among vans since its launch last year. The Euro V credentials are an advantage for a van with all-wheel drive that has to operate in environmentally sensitive areas.

The Sprinter 4x4 is available as ex-factory in Panel Van and Freight Carrier (3.55t and 5t GVM) and Oberaigner Permanent 4x4 which is available as a Panel Van only (3.55t and 5t GVM). Prices start at R566 700 for the Sprinter 519 CDI FW AWD.
NEW HOLLAND AGRICULTURE T3F WINS TOTY® 2015 -
Best of Specialized award.

After a long process that has seen the jury of this prestigious award involved for six months in analyzing and testing on fields all the contestants, New Holland’s new T3F tractor has won the title of Tractor of the Year® - Best of specialized for 2015. The news has been announced at EIMA, one the most important European show for agricultural machinery and equipment, taking place in Bologna, Italy.

“New Holland has recently strengthened its leadership in the specialty orchard and vineyard tractor segment with the launch of the new T3F Series that give growers all the compactness, manoeuvrability and reliability they need for their in-field chores.” as explained by Luca Mainardi, Head of Tractor and Telehandler Product Management.

The judges, a panel of 23 leading farm machinery journalists from across Europe, assessed the T3F as being able to offer ultimate in-field performance in cultivation tasks, ideal for growers demand for highly specific equipment with a perfect balance between performance and the agility to move quickly and easily in narrow spaces or under low canopies.

“This award testifies the hard work and dedication of all those involved in the development of the T3F,” stated Carlo Lambro, Brand President New Holland Agriculture. “This important industry award is a further great recognition for New Holland and for its leading position in the specialty segment. At the forefront of specialty equipment innovations since 1934, New Holland Agriculture keeps offering a complete line of tractor solutions fully responding to the needs of customers working in orchards and vineyards”.

New Holland T3F Series tractors are designed to meet the needs of professional fruit growers and small up to mid-sized orchard and vineyards businesses seeking powerful yet compact machines with great versatility and premium performance in the power range from 36.8 to 53 kW (50 to 72 hp).

Despite their extremely compact design, the four models of the T3F Series are built to satisfy all power demands even in intensive orchard applications. They are equipped with generous three-cylinder turbocharged and intercooled FPT Industrial S8000 engines that pack a big punch for a wide variety of specialized tasks. The Tier 3 compliant engine technology ensures low emissions, low noise and vibration levels and maximum fuel efficiency. The high torque of up to 295 Nm is available together with an impressive 34% of torque backup which further increases the excellent in-field performance.

The lightweight T3F Series tractors move with ease between rows thanks to an ultra-narrow body with the option of just 135 cm at the widest point. It allows the operator to manoeuvre effortlessly around orchards without damaging or overlooking valuable crops and it is also ideal for spraying, cultivation and road transport. Tight turns are no problem either with a short 186 cm wheelbase and a turn radius as low as 3.4 m. The ROPS frame can also be folded down completely to grant enhanced visibility and easy access into spaces with low overhead clearance.

Impressive hydraulic performance is delivered by two fixed displacement hydraulic pumps with a total flow rate of 84 litres per minute: a 52 l/min pump is dedicated to the three remote valves and the trailer brakes and delivers outstanding braking efficiency even when transporting fully laden trailer, while a 32 l/min service pump offers effortless steering even in demanding hydraulic applications.

The T3F Series has up to 2,277 kg of lift capacity. New Holland’s patented and proven Lift-O-Matic™ rear linkage control is standard throughout the range and enables operators to lift and return rear mounted implements to a pre-set position by using a single control.

T3F tractors can be specified with a wide choice of efficient transmissions that covers every professional’s needs. The standard 12x12 Synchro Shuttle™ transmission offers exceptional efficiency while a 40 kph speed option is available for operations that require high speeds transport. An optional 20x20 Synchro Shuttle™ creeper can be specified with speed as low as 100 metres per hour, which is perfect for specialist and hand planting applications.

High comfort and durability are key components of the T3F Series design. The suspended platform assures perfect noise and vibration isolation, supporting the unbeatable comfort and ergonomics of the operator environment. From the large, adjustable seat, the operator has an unlimited visibility on all sides. Simple and intuitive, all controls fall naturally to hand and have been grouped to ensure maximum comfort, even during long working days.

Building on New Holland Agriculture’s tradition of excellence in the specialty tractor segment, the new T3F Series is the latest tractor solution for productivity, versatility and maximum comfort to take on every orchard job.
MULTIMAX SPECIAL ORDER FOR APB PILZEN -
A precise fit between the rail and the road

Transport companies always face special challenges when rail vehicles leave their track bed and have to make it the rest of the way to a destination by road. Judging by the size of the task at hand, only exceptional equipment could be used to complete the delivery. It is for this reason that APB Pilzen approached Faymonville.

The experience of the leading Belgian manufacturer in the transport of railway vehicles quickly led to a perfect solution for the Czech principal. Two seven-axle flatbed low loaders (each extendable) from the MultiMAX series were developed to meet the specifications. The decisive technical plus was the use of offset axles, whereby Faymonville could reduce the loading height in driving position to 740mm up to the rail guide on the semi-trailer. This trick allowed the load to easily remain below the required total heights, so that underpasses were no obstacle.

A further technical refinement is the rail guide incorporated into the loading platform, which makes it possible to choose variable rail widths of 1000, 1450 or 1670 mm. An indispensable requirement, since railway vehicles have different rail widths depending on the country where they are used.

APB Pilzen ordered both vehicles with an innovative hydraulic lift table and lowerable rear extension (“stander”) for secure loading and unloading and to optimize the load distribution. The integrated rail extensions of the “stander”, allows the rapid assembly of a loading ramp with a maximum incline of 2.5° (without the use of a forklift truck or similar). The rear extension can also support up to 15 tonnes of payload during the transport. Thereby, the tractor unit can be significantly relieved and the load distribution is further improved.

Along with the telescopic loading platform, APB Pilzen has the possibility of expanding the semi-trailer with mountable extensions. To achieve this, a separation point - a so-called compression joint- was built in between the gooseneck and the loading platform. Here too, Faymonville made sure a single person can handle all operations, without further assistance. For instance, all functions are executed hydraulically and the extension elements can be mounted or disassembled effortlessly by means of roller supports and wheels.

Last but not least, thanks to the pre-cambering of extension support itself, the heaviest railway vehicles with several wheeled chassis can be transported without any deflection of the loading platform. In sum, Faymonville was able to cope with even the most complex specifications of the project of APB Pilzen and came up with an optimal technical and economic solution. So it is not surprising that the cooperation is soon to be expanded. ☺
NAMIB MILLS ADDS another 18 Hino Trucks to its fleet

Namib Mills, the largest grain processing company in Namibia, has added another 18 Hino 300-Series trucks to its fleet.

The company, which was established in 1982, is a major supplier of flour, pasta and animal feeds and now has 29 Hino trucks in its fleet. The main mill is located in Windhoek and there are other mills in Otavi and Katima Mulilo.

The latest order of six Hino 300-Series 915 models and twelve 614 models is specifically for use by Namib Mills’ subsidiary, Namib Poultry Industries, for the distribution of chicken from the poultry farm to customers all over Namibia.

The chassis cabs are fitted with Serco freezer bodies which were built to order in Cape Town and are fitted with Thermoking refrigeration units.

Namib Mills has been a customer of Hino Pupkewitz in Windhoek for several years and previously bought three Hino 814 trucks from this long-established Hino dealer.

Hino Pupkewitz sales executive Heinz Koll, says the decision by Namib Mills to order the additional Hino trucks is based on the brand’s statement of quality, durability and reliability, which are the same values Namib Mills aligns itself to as a company. Koll adds that the decision to place the order with Hino Pupkewitz was taken because of the dealership’s track record in maintaining its vehicles throughout their life cycle.

SDLG’S BIG 5 NOW IN AFRICA

In response to an increasing number of customer requests, Babcock will introduce the LG968 loader, equipped with a 3.5 m³ bucket to its SDLG range early in 2015. With a rated bucket capacity of 6 tons, the LG968 slots perfectly into the existing range of LG918, LG938, LG958 and LG978 wheel loaders already operating, throughout southern Africa.

“A batch of the new LG968 wheel loaders is already on order for specific customers,” says General Manager SDLG, Grant Sheppard. “Our customer base has been very impressed with the performance of the LG958, but several customers have asked for a wheel loader slightly larger than this, but smaller than the LG978. The new LG968 has a similar drive train to these models and provides excellent accessibility for rehandling applications.

“Considering we only launched the SDLG range in this region 18 months ago, the market’s response has been very exciting. Many first-time SDLG customers have already purchased additional units and we’ve been asked to keep extending the range. Over and above the addition of the LG968, we’ll be adding more models to our line-up during the course of 2015.

“One of the primary reasons for our success with the SDLG range is that we offer the most comprehensive aftersales service support structure in the local market for a value add brand product. We have sales, service and support representation in all the major centres of South Africa and aftersales teams operating throughout Babcock’s African footprint.

“The SDLG offer includes driver training and extended warranties of up to 6000 hours/36 months. We have a broad mandate that no machine will have unnecessary downtime and we’re able to offer 100% parts supply to ensure the customer gets mobile again in the shortest possible time. The strength of any brand is built on customer satisfaction and to us, this translates as uptime.”

With a total operating weight of 18.4 tonne, the LG968 is an excellent choice for re-handling or light quarry applications. Its robust front and rear frame are optimised to handle the highly intense work performed by a machine of this size. The combination of Weichai engine and SDLG transmission results in a reliable and efficient machine. The new box structure at the front and rear of the frame is optimised to handle the highest intensity work load. This wheel loader features a fully enclosed cab with excellent visibility and comfort, delivering the highest levels of safety and efficiency for the operator.

SDLG is a value-added range of mechanically driven wheel loaders, graders and vibratory rollers, ideal for applications in the re-handling, construction, quarrying, agricultural and aggregate industries. These machines offer extended trouble-free operation and are extremely maintenance friendly, fitted with basic electronics and standard components.
**FUSO CANTER ECO HYBRID VOTED “IRISH GREEN COMMERCIAL OF THE YEAR” for the second time**

**The Fuso Canter Eco Hybrid has been named “Irish Green Commercial of the Year” in Dublin for the second time. As in 2012, the environment-friendly diesel-electric light-duty truck from Daimler’s Japanese subsidiary Mitsubishi Fuso Truck and Bus Corporation (MFTB) won over the jury across the board.**

The award ceremony was attended by more than 700 experts from the industry, in particular forwarding agents and national truck dealers. The “Fleet Transport Award” is organised by “Fleet Transport”, one of Ireland’s leading transport magazines, and a number of different sponsors. The jury is comprised of experts in the field of commercial vehicles, such as automotive journalists, engineers and driving instructors. The rating process is based on the same principle as applies to the “International Truck of the Year” award: 12 criteria are assessed, with a maximum of 7 points available per category. The key aspects subject to appraisal were fuel efficiency, power/weight ratio, driving and ride comfort, handling and cab equipment and appointments.

“"The Canter Eco Hybrid reaffirms FUSO's commitment to using the most advanced technology to ensure we are one of the leading environmentally friendly manufacturers globally,” says Godfrey Hani, Divisional manager for FUSO trucks South Africa. Hani added further; “The FUSO Canter is a marvel of innovation and rates as one of the most fuel-efficient hybrid light-duty trucks in the world. Even though it is not yet available locally, the Eco Hybrid was built to the highest standards in performance, economy and safety. We continue to offer industry-leading clean emissions providing that the environment is one of our priorities. This allows us to increase our ongoing efforts to achieve major reductions in the fuel consumption and exhaust emissions of all our commercial vehicles.

Fuso is home to the Daimler group’s global centre of competence for this technology in Japan, noting that more than 2000 Fuso Canter Eco Hybrid — the truck which has been in production for two years at the Portuguese factory in Tramagal — are now in service with various transport companies throughout the world, helping to cut transport costs and protect the environment.

Kevin Kealy from the MFTB agency in Ireland, who took receipt of the award, said: “We are proud to receive this award for the second time, once again confirming the hybrid vehicle’s environmental acceptability.” The innovative light-duty truck has already scooped several awards in Japan and Europe.

The Fuso Canter Eco Hybrid rounds off the broad model range which is unrivalled in the Canter’s class. It runs on up to 23 percent less fuel than the all-diesel variant and can pay for itself in three to four years, as Erk Rönnefarth noted. With the quiet, low-emission drive, the vehicle is suitable for operations in conurbations and other emission-sensitive areas.

The four-cylinder turbodiesel engine with a displacement of 3.0 l, an output of 110 kW (150 hp) and maximum torque of 370 Nm is combined with a 40 kW electric motor whose 200 Nm of torque is fully available right from the word go. As well as being economical and eco-friendly, the Canter Eco Hybrid is also capable of carrying heavy loads. The additional weight resulting from the hybrid drive amounts to only around 150 kg. This means a load capacity of up to 4.8 t for the 7.5-tonne model as a chassis with cab. As such, the Canter is also best-in-class when compared with conventional 7.5-tonne trucks.

In model year 2014, the entire Fuso Canter line has become not only cleaner, but even more efficient, too. “Ecofficiency” is the buzzword here, covering a whole range of fuel efficiency measures. There is now an even broader scope of attractive model variants, additional safety features and, most recently, bodies available ex factory. The redeveloped four-cylinder turbo diesel engine with a displacement of 3.0 l is available in three output variants. There are also two new models - the 9C15 and 9C18 - with a permissible gross vehicle weight of 8.55 t and chassis load-bearing capacities of up to six tonnes.

As a pioneer of alternative drives in the commercial vehicles segment, Fuso recently developed the new battery-powered and local emission-free Canter E-Cell. “E-Cell” is the designation used within the Daimler group for all-electric vehicles. Presented by Fuso at the IAA Commercial Vehicles show, the first all-electric light-duty truck, produced in a small series, runs emission-free and almost silently.
Pumlengca’s premier commuter bus service, Buscor, recently took delivery of 12 new 27 metre-long bi-articulated bus trains to add to its existing fleet of ten MAN abnormal-length bi-articulated buses.

The deployment of the new vehicles by Buscor follows a six-year pilot project initiated by the company and assisted by MAN, in response to a call from the National Department of Transport (NDoT) in 2006 for bus operators around the country to find commuter transit solutions that would effectively alleviate road traffic congestion, improve passenger safety, limit carbon emissions and reduce axle overloading to minimise damage to road pavement surfaces.

According to Nora Fakude-Nkuna, Executive Chairperson of Buscor, “our organisation has always been proactive in developing and...
deploying commuter bus solutions that meet the demands of consumers and government alike. Buscor built Africa’s first bi-articulated bus-train in 2007 as a prototype for the government-sanctioned pilot project. The bus commenced commercial duty in October 2007 and with the assistance of MAN Truck & Bus both in South Africa and in Germany, we added a further nine units to the fleet over the following three years.”

Pivotal to the pilot project was the granting of permits from the NDoT to operate the vehicle on public roads, a lengthy and often-difficult task that had the prototype stand for a year in 2008/2009 when its permit lapsed. However, after successfully lobbying the NDoT to issue a new permit for the pilot project, Buscor became the first bus service in the country to not only become RTMS (Road Transport Management System) accredited in 2012 but also to have PBS (Performance-based Standards) certification and a fleet of buses permitted to travel on any class of road.

“The six-year pilot project was extremely successful with no serious safety incidents recorded after covering 2.2 million kilometres carrying 3.3 million passengers. This impressive record, combined with the economical and environmental advantages of the high-carrying-capacity buses, enabled Buscor to acquire full and indefinite exemption from the NDoT in mid-2014 to operate its bi-articulated bus-trains on approved routes within the province,” states Buscor’s General Manager: Technical, Leon Grobbelaar, who has driven the project since its inception and was instrumental in persuading MAN’s German bus chassis production division to factory-produce a chassis according to Buscor’s specifications.

The 12 units being handed over on October 15 are the first bi-articulated front-engine commuter buses to be fully-built by MAN and are the first of their kind in the world to operate on non-dedicated routes. Capable of seating 137 passengers, the Buscor bi-articulated bus-trains are designed for use during peak commuter-density periods and significantly reduce the number of vehicles required to transport the commuter community in the province.

“Without our single and bi-articulated MAN bus-trains, our fleet would now number around 700 rigid-chassis buses. The bus-train solution has enabled us to keep our fleet size down to 415 units, effectively satisfying the NDoT’s mandate to improve safety and reduce congestion, carbon emissions and pavement damage on our roads,” adds Fakude-Nkuna.

The 12 new units are a true ‘new-generation’ for the Buscor fleet, says Grobbelaar, and have very similar fixed operating costs to those of a single-articulated bus-train. The 4x2 MAN HB3 prime-mover is powered by a 287 kW (390hp) Euro3 common-rail MAN D20 diesel engine with TipMatic automated manual trans-mission, a ZF interdarder, EBS braking system, full air suspension and two maintenance-free Hübner articulation couplings. MAN Truck & Bus SA’s Head of Bus Sales, Philip Kalil-Zackey says, “As a factory-built chassis, the new bi-articulated bus boasts a turning radius of 1.5-metres shorter than a single-articulated bus-train. While the prototype ran on super-single tyres, the new four-axle units sport dual wheels which significantly improve vehicle stability while a drag-reducing aerodynamic frontal design helps improve fuel consumption and airflow to the cooling system which has been designed to handle Mpumalanga’s sub-tropical temperatures.”

Passenger safety enhancements in the new buses include an 80km/h speed limiter, seatbelts on all seats and three escape hatches. The units have next-generation ventilation systems, a ‘kneeling’ system that lowers the chassis for easy exit and entry of the vehicle, as well as a light interior paint finish that gives a “feeling of space,” says Grobbelaar. The bi-articulated bus bodies were built in MAN’s Olifantsfontein bus body manufacturing plant and are designed to assist passengers with physical disabilities.

“All the handles and grab rails in the bus are painted a bright yellow to help the visually impaired and we will also fit our unique wheelchair lift system to some of our new bi-articulated units,” adds Fakude-Nkuna.

The buses will be piloted by NCPD-certified professional drivers, each having undergone advanced driver training at Gerotek. Each vehicle is fitted with a wide-angle rear-view camera and a Fleet Management System to monitor driver performance. The new buses will each transport around 145 000 passengers per annum, travelling approximately 72 000 km per year over the next ten years.

“The pioneering technologies and innovations that have resulted from our teamwork with MAN have helped deliver a solution that significantly lowers our CPK and we are looking forward to an improvement in cost efficiencies within our bus-train fleet,” states Grobbelaar.

With permission now to operate its bi-articulated buses within the province, Buscor will introduce an additional 12 bi-articulated bus-trains in the coming months. Geoff du Plessis, Managing Director of MAN Truck & Bus SA states that: “MAN has enjoyed a long and mutually rewarding partnership with Buscor that stretches back over several decades. The collaborative effort that went into getting these units ready for deployment is worthy of the highest accolades. The fact that the ten pilot project vehicles effectively met all the stringent regulatory requirements gives MAN all the confidence that these 12 units and those to enter the Buscor fleet in due course will bring unmatched efficiencies to the Buscor fleet.”

With the official handover of the 12 new MAN bi-articulated bus-trains marking a milestone in Buscor’s 30-year history, Fakude-Nkuna concludes, “Buscor’s goal to field a fleet of 50 bi-articulated vehicles has gained critical momentum. We are now able to expand our bi-articulated bus fleet with less risk of capital loss and offer our customers a world-class bus service in urban and rural areas of Mpumalanga. In building what I regard is a legacy programme and a benchmark for all other commuter bus companies in the country, we, at Buscor have come to appreciate the power of working with experts within the commercial road transport industry and with public officials who embrace our vision, towards a universally beneficial commuter transport solution.”
FAW’S REPUTATION SET IN CONCRETE
Mixmasters

Norma Mansoor, is a woman on the move. She is the sole owner of Mix Masters, a ready-mix concrete supplier. She started her own business only three years ago with a loan of R450 000, one FAW 33.330 FC 6 m³ mixer truck, a truck owner-driver and a small plant in Olifantsfontein, outside Pretoria.

Her unique ‘Iron Lady’-like attitude, combined with empathy for others, have set her apart from many other larger competitors. “Good business is built of good relationships,” she says.

Today, a mere three years after starting up, she runs a fleet of 10 personally owned FAW 6m³ ready-mix vehicles, an 8-tonner FAW flatbed and owns two plants - with possibly a third plant on the horizon. Her business is continuously growing, based on quality concrete without compromising on service.

“The FAW 33.330FC mixers in my fleet provide great cost efficiencies and are real ‘die-hard’ trucks,” say Norma Mansoor. “They are robust, get the job done and seldom, if ever, have downtime – critical in my line of business.”

The 33.330 6x4 mixers are powered by a hardy 9 726 cm³, six-in-line, water-cooled turbo-charged and intercooled Weichai engine, which produces a solid 245 kW at 2 200rpm and a healthy 1 250 kN torque at 1 400 rpm.

“The chassis are sturdy and strong, the drivetrain is simple and easy to maintain. I think it’s the simplicity of the vehicles that contributes to so little going wrong with them.”

Vehicles under warranty are serviced through the FAW network, while a fulltime diesel mechanic services older ones on-site. Mix Masters fleet is spotless, as a complete wash-down and water spray is done on each vehicle leaving the plant on every trip. “My trucks reflect my business – they have to be immaculate.” Blazoned on each truck is the slogan ‘All glory to you, God’.

Norma is a formidable businesswoman who has built her reputation on a superb understanding of her concrete products, and an exceptional understanding of the challenges facing customers and their logistic frustrations. What makes her unique are the principles and values she applies to her business. One seldom sees her type of commitment to her customers, as she will personally stay on a customer’s site when there are logistics issues. She will stay into the dark hours to oversee that a particular order is executed perfectly. She demands respect for herself and her employees, looking after their needs before her own.

During the three decades Norma has been active in the concrete industry, she moved through the ranks at a pace seldom seen – moving from processing production orders, onto programming the truck logistics, into sales and ultimately became a key account representative to the blue-chip clients of her employer at the time. She was the youngest person and only woman in that company to be offered a production plant manager position.

She branched off and became one of the most renowned regional brokers in the ready-mix concrete industry. “However, my dream was to own my own business someday.” “I run a ‘tight-ship’ with a highly hands-on style. My management team consists primarily of my daughter, who is responsible for all our logistics planning, my trusted accountant and cost controller, and my operations manager. But I also allow my team to make decisions based on their expertise – that’s how I learnt, so that’s how my team manages their portfolios. My drivers are well trained, love their trucks and look after them as their own, and I hold them responsible for quality driving style and keeping our running costs in check. They too share in the business responsibilities and contribute to our collective success – we are a real family-oriented and partnership-based business.”

“My relationship with FAW is based on similar expectations,” says Norma. “The FAW people are on call when I need them, they understand me and my business. I only buy FAW and only genuine parts, I expect the same loyalty from FAW when I need them and I get it. No issue is too small for FAW to come to my aid when I need it. This is what I want from a partner and what I get from FAW.”
Volvo Trucks recently launched the I-Shift Dual Clutch, the first transmission on the market with a dual clutch system for heavy vehicles. Thanks to power-shift gear changes without any interruption in power delivery, torque is maintained and the truck does not lose any speed during gear changes. For the driver, the result is more comfortable and efficient progress on the road.

I-Shift Dual Clutch is a transmission featuring two input shafts and a dual clutch. This means that two gears can be selected at the same time. It is the clutch that determines which of the gears is currently active. I-Shift Dual Clutch is based on I-Shift, but the front half of the gearbox has been redesigned with entirely new components.

“When driving it feels like you have access to two gearboxes. When one gear is selected in one gearbox, the next gear is already prepared in the other. With dual clutches, gear changes take place without any interruption in power delivery. As a result, engine torque is maintained and driving comfort is significantly improved,” says Astrid Drewsen, Product Manager, Powertrain at Volvo Trucks.

I-Shift Dual Clutch is available on the Volvo FH. Transmissions with dual clutches are already used in cars, but Volvo Trucks is first in the world to offer a similar solution for series-produced heavy vehicles.

I-Shift Dual Clutch is particularly effective in long haul operations and conditions that require a lot of gear changing, for instance on hills or on roads with lots of twists and turns, or when driving through cities with plenty of roundabouts and traffic lights. I-Shift Dual Clutch also makes a big difference when transporting moving or liquid cargoes, such as animal transports and tanker operations, since the seamless gear changes prompt less movement in the cargo itself. Thanks to I-Shift Dual Clutch power shifting, there is less risk of getting stuck on slippery or uneven roads, for instance when hauling timber in the forest.

Another major advantage with the new transmission is that it improves driver comfort. “In addition to efficient driving, the smooth gear changes also mean that the in-cab environment feels quieter,” says Astrid Drewsen.

I-Shift Dual Clutch is available on the Volvo FH with Euro 6 D13 engines and with 460, 500 and 540 horsepower.

- I-Shift Dual Clutch can basically be described as two gearboxes linked together. When one gear is engaged in the first gearbox, the next gear is preselected in the second gearbox. During gear changing, the clutch connected to the first gearbox is disconnected at the same instant as the second clutch is engaged, so gear changes take place without any interruption in power delivery.
- I-Shift Dual Clutch is based on the I-Shift transmission. Despite its many new components the new gearbox is just 12 cm longer than a regular I-Shift unit.
- I-Shift Dual Clutch changes gear without any disruption to power delivery. When driving in conditions where it is more optimal for the transmission to skip a few gears, the transmission changes gear just like a regular I-Shift unit.
- I-Shift Dual Clutch can change gears without any interruption in power delivery, with the exception of the range-change, which takes place when shifting from 6th to 7th gear.
- Smooth, gentle gear changes cut wear on the driveline and the rest of the vehicle.
- Fuel consumption with I-Shift Dual Clutch is the same as with regular I-Shift.
- I-Shift Dual Clutch is available on the new Volvo FH as an alternative to I-Shift and manual transmission.
Iveco South Africa recently launched their new campaign “Born in South Africa” in order to herald a new chapter in the growth of the brand in the local market and to look further north into countries in the rest of Africa.

As a major step forward, Iveco South Africa and the Larimar Group recently inaugurated their joint venture, a manufacturing facility based in Rosslyn, in the Gauteng province of South Africa.

Iveco first began the import, sales and distribution of its vehicles in South Africa over 20 years ago, in 1993 and leading up to this milestone event, which will see the manufacturing of Iveco vehicles, the “Born in South Africa” campaign effectively highlighted the model range destined for the local market.

The new “Born in South Africa” logo depicts a ‘stamp of authenticity’ certifying the quality
of the new Iveco commercial vehicles being assembled at the new facility in South Africa, all by a local workforce. This ‘stamp’ encircles the soaring five colours of the South African flag: black, yellow, green, red and blue, invoking the concept of unity. The commercial vehicles bearing this logo will be tailored for the African continent whose varied terrain and challenging driving conditions carry a demand for specific vehicle requirements.

Iveco is present in Africa with an entire range of models produced for the local market and operates via 74 dealers and over 100 commercial outlets. In addition, there are over 120 centres providing after sales support to customers all over Africa. The Iveco product range for the African market has been re-designed and adapted to local needs, offering the best performance to cope with the extreme weather and terrain conditions. In his opening address at the inauguration ceremony of the new Iveco plant, Mario Gasparri, Vice President of CNH South Africa, the holding company of Iveco, said, “We have now started a journey with a bright future ahead of us. Iveco has a long history of design and manufacturing and with the products it has today, it can easily be regarded as the fourth largest company in the world in this sector of the global economy. It is represented in 190 different markets and has 63 manufacturing facilities spread over many continents.”

The investment in the new factory follows a strategy for expansion into Africa with a new range of trucks and buses will be used in also providing R&D facilities in order to continuously upgrade the product range to ensure they fall in line with local requirements.

The new facility will also house a state-of-art training facility for technical training of technicians from apprentice level upwards. His will also afford many opportunities for the local population to apply themselves in this industry as there is no doubt about the strategic importance of transport in all its forms, to keep the economy moving in the right direction.

“This new plant is an ambitious venture between us and the Larimar Group but it has opened up a new world for Iveco in South Africa and with the combination of the investment and the opportunity for employment we can also contribute to a high level of sustainability for the area and its people,” concluded Gasparri.
SCANIA, A LEADER
in sustainable transport solutions

By Pierre Sanson

Scania Trucks expounds the philosophy that sustainable transport is profitable transport. In southern Africa is not only a company that concentrates on marketing and selling of trucks and buses but one that also looks at contributing to flexible solutions aimed at enhancing their customers’ businesses. Based on this premise, Scania continues to introduce new technology and initiate new services across a broad front, which reduces the climate and environmental impact of road transportation. They also believe in a long term proactive commitment to actively reduce all types of environmental impacts on not only their own activities but on the products and services they sell.

Scania has enjoyed a steady growth in recent years and has increased its market share year on year despite recessionary times. Their whole business model revolves around providing a complete in-house package to their clients from manufacturing to used vehicles, rental, finance and driver training.

The whole of Scania’s investment portfolio is geared towards keeping the brand image at its highest level having upgraded most of their facilities around the country, in the short term. The upgrading of the branches was based on the European specifications and it is the intention for all these new facilities to have similar aesthetics.

These new facilities have ensured extensive service network coverage throughout South Africa and some neighbouring territories. Every facility is staffed with highly trained professional service teams that are trained in maintenance planning and protocols. With this on the cards, a well maintained Scania should offer problem free operation throughout its lifetime and ensure that the uptime benefits gained from the vehicle will always remain at its peak.

Steen Gran, Services Director, in a recent interview, was enthusiastic about the strides Scania had made in providing maintenance packages to its clients and said, “These packages have proven to be very successful with many of the larger Scania clients and in some instances have resulted in a gain of up to 98.7 % in uptime as a result. The packages on offer are designed to suit each individual client and are tailor-made to suit their particular operating conditions. From a full repairs and maintenance contract to one which is a basic service plan with any additional repairs paid by the client on an ad hoc basis”.

Further, on-site service facilities are offered to clients with larger fleets, thereby freeing clients of the burden of doing their own maintenance and who are therefore able to concentrate on their core business which is transport.

Some of these on-site facilities, especially on the mines, are modular and housed in containers which can be moved in order to follow the expansion of the mining operation. The concept of these on-site facilities enables quick servicing of the vehicles thus retaining a high up-time level. Any major repairs necessary are evaluated on site and if necessary the vehicle is removed to the nearest Scania branch. A replacement vehicle can then be obtained from the rental fleet as a back-up so the up-time agreement is not breached in any way.

Scania field workshops, now operating in 15 mines in 10 countries, are designed to be easily adapted for different operational needs and even for use in short term worksites, providing full facilities for keeping the vehicles moving. These field workshops consist of as many as eight types of containers, enabling thousands of combinations, each with its specific purpose: workshop, lubrication, parts storage, environmental station, office, change room accommodation and kitchen.

One aspect that cannot be overlooked when it comes to sustainable transport is the appearance of new services and new training methods.

The recruitment of technical staff is high on the priority list at Scania and the facilities which have been established at the Scania Training Academy ensure that the skills levels are maintained over the whole of the Scania organisation. The Academy not only trains technicians but also provides commercial and professional training to Scania personnel and trains drivers for Scania customers across the sub-continent. The Academy is fully accredited to Merseta and TETA and a full training report is required to be submitted on a regular basis to these organisations.

The Scania Group continues to invest in increased capacity in the service network, especially in emerging markets in order to support their customers when they expand their operations. As a result service revenue has risen in the year to date by 6% in Africa and Oceania while in Eurasia it rose by 10%.

By providing the highest levels of sustainable services, Scania can be regarded as a manufacturer who contributes to strengthening the customer’s financial position and ultimately enhances their performance by increasing uptime.
INNOVATIVE TECHNOLOGY OFFERED  
BY THE NEW TENNANT T17

from Goscor Cleaning Equipment.

Goscor Cleaning Equipment (GCE), Southern Africa’s foremost industrial and commercial cleaning equipment specialist, is expanding its iconic Tennant equipment range with the introduction of the new Tennant T17 scrubber-dryer.

“This new high performing, heavy-duty battery ride-on Tennant T17 scrubber-dryer is another masterpiece in the Tennant stable and has been specially engineered to tick all the boxes when it comes to customer requirements,” states National Sales Manager at GCE, Alex Theodoridis. “Built-in key features address the fundamentals of productivity, cost saving and safety while revolutionary ec-H20™ technology reduces the environmental footprint.”

The machine’s enhanced cleaning system maximises floor cleaning capacity to increase customers’ uptime and productivity. Fifty percent more power is delivered by the two 1.125 kW scrub brush motors with a 10% increase in down force. A significant increase in battery capacity gives the Tennant T17 the largest available battery capacity in its class. In economy mode and on a single charge, the machine is capable of uninterrupted cleaning for an eight hour shift. The scrubbing side brush facilitates edge-to-edge cleaning, improving reach and increasing the machine’s cleaning path by 30% from 1015 mm to 1320 mm.

The Tennant’s ec-H20™ technology which won the prestigious European Business Award 2009 for the Business Innovation of the Year, takes cleaning one step further. The technology electrically converts water into an innovative cleaning solution that cleans effectively, saves money, improves safety, and reduces environmental impact compared to traditional cleaning chemicals and methods.

Alex added that the ec-H20™ capability is offered with a S.E. (Severe Environment) switch to allow the operator to disengage the ec-H20™ function on the fly to use conventional detergents.

The excellent water recovery system uses patent-pending technology to help maintain a safe environment by reducing the risk of slips and falls. The Dura-Track™ squeegee features a swinging parabolic design that provides uniform suction across the squeegee blade for exceptional water pickup leaving floors virtually dry. Dual vacuum fans increase airflow, while the Variable Drain Valve™ System with the easily adjustable tank drain valve and large 77 mm drain hoses delivers fast clean-outs preventing messy clean-ups and/or overflows.

The ergonomic operator centric design and easy-to-use controls facilitate operation and allow for fast, easy training. The scrubbing system can be activated with a single large green button thanks to the Touch-n-Go™ control module with a 1-Step™ start button. A FOPS certified overhead guard rail protects operators from falling objects. The T17’s quiet operation (66 dB A) ensures operator comfort.

Maintenance is quick and easy with clearly marked yellow touch points for quick identification of maintenance locations. Simple no-tool brush changes and maintenance-free brushless scrub and propel motors further reduce costs and downtime.

The unit features a rugged, durable high quality construction which includes a wrap-around steel bumper to withstand wear and tear and to sustain reliable performance even in the harshest environments.

According to Theodoridis, the Tennant T17 boasts numerous environmental accreditations. “The ec-H20™ and FaST Technologies are NFSI (National Floor Safety Institute) certified and registered by NSF International.”

The machine is available with a cylindrical or disc brush configuration depending on application and floor type. Customised solutions to meet individual customer requirements as well as a number of optional extras such as a combination cleaning system (pre-sweep attachment for effective debris and dust capturing and disposal), are also available from GCE.

The significant cleaning power of the Tennant T17 high-performance cost effective scrub system will enhance the image of any facility and provide a safe working environment by efficiently maintaining a high standard of consistently clean floors.

GCE, part of Imperial was formerly known as Tennant SA and was officially appointed as the exclusive distributor of the Tennant range to Southern Africa over 30 years ago. Tennant Company, founded in 1870 and based in the USA, is a global leader in the design and manufacture of indoor and outdoor cleaning equipment.
SKF’s automatic lubricant dispenser series for general machinery applications

Volvo CE transfers backhoe loaders and motor graders to SDLG to improve profitability

As part of Volvo Group’s ongoing activity to improve profitability and reduce costs, Volvo Construction Equipment will discontinue development and production of its current product line of Volvo branded backhoe loaders and motor graders. In the future, these products will instead be manufactured by Volvo CE’s Chinese company, SDLG.

As communicated in conjunction with the report on the third quarter of 2014, further cost-saving measures will be implemented in Volvo Construction Equipment (Volvo CE) to adapt the cost structure and to address the profitability of certain products. A review of the operation has now been performed resulting in the decision by Volvo CE to discontinue product development and production of backhoe loaders and motor graders in Europe and the Americas and transfer these operations to its Chinese company, SDLG. Combined with other efficiency enhancement measures, this will result in a workforce reduction of about 1000 employees, of which the majority are in Poland, the US and Brazil.

The current product lines of technologically advanced and high-spec Volvo branded backhoe loaders and motor graders have addressed a relatively small premium segment of the market. SDLG-branded backhoe loaders will better serve customer demands in the large and growing value segment of the market. Currently motor graders are built at Volvo’s production sites in Shippensburg, USA and Pederneiras, Brazil and Wroclaw, Poland. Ceasing European production of backhoe loaders will result in the closure of Volvo CE’s operations in Wroclaw.

The measures within Volvo CE are part of the series of new activities within the increased scope of the Group’s Strategic Programme 2013 – 2015, which was published in conjunction with the increased scope of the Group’s structural costs of SEK 3.5 billion. Together with ongoing activities, the ambition in the Strategic Programme is to reduce the Group’s structural costs by SEK 10 billion compared to 2012 and that all activities are implemented by the end of 2015 with a full year savings-effect in 2016.

SKF’s TLMR 101 and 201 series of automatic lubricant dispensers are used for general machinery applications in heavy industries such as mining, oil and gas, and food and beverage.

Ideal for difficult-to-reach or hazardous lubrication points, the TLMR lubricators are resistant to water, dust and vibration. The units are suitable for extreme environmental conditions, providing reliable operation in temperatures ranging between -25°C to +70°C and deliver a maximum discharge pressure of up to 30 bar.

The SKF TLMR lubricators are simple to install and offer a longer service life than competitive products (up to 24 months). Both units have earned an IP (Ingress Protection) code of 67 and feature LED status indicators that signal proper function, low grease level and errors.

The TLMR 101 lubricators are powered by standard-sized Lithium AA batteries while the TLMR 201 units utilise 12- or 24-volt DC. Both models are available with easily replaceable 120-milliliter lubricant cartridges; a 380-milliliter cartridge is also available for applications requiring high lubricant consumption.
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