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Bell Equipment is celebrating its sixtieth anniversary, which provides an opportune time to look back at the early days of the company and how the values and innovative thinking of the company’s founder, Irvine Bell, gave rise to one of the country’s manufacturing icons that designs and produces world class equipment for the global market.

From humble beginnings
Irvine was born in 1920 and grew up in the time of the Great Depression. He had an early - and enduring - fascination with tools and machines. Even during his school days he could never stay out of workshops. Whatever nobody else would teach him he taught himself, whether it was servicing starter motors or refurbishing used batteries.

A fitter and turner by trade, Irvine returned home from serving five years in the Army Corps of Engineers during the Second World War and started a small general engineering and equipment repair shop on a farm in Empangeni in 1954 to serve the pioneer farming community of Zululand.

With his innovation and vision, the company provided sugar cane farmers of that time with refreshing solutions to improve efficiencies on their farms. A milestone in the company’s history came in 1964 when Irvine developed a Tri-Wheeled cane loading machine.

With the Tri-Wheeler Irvine Bell’s approach was to develop a whole new class of machine. Utilising emerging hydrostatic technology and borrowing hydraulic motors from an old motor grader, his prototype three wheeled loader was granted a patent and named the greatly manoeuvrable self propelled machine.

Able to control each of the large drive wheels independently, the Bell Tri-Wheeler could turn instantly on its own axis. Also the simple control concept was easily assimilated by operators without any previous machinery experience.

It is 50 years since the invention of the Bell Tri-Wheeler, a machine which revolutionised the sugar farming industry. The longevity of the design as well as the manufacturing is best illustrated by the fact that the Tri-Wheeler is still widely in use today and some of the earlier units are still in operation.

Irvine is credited with taking time to listen to his customers, thereby enabling him to understand their needs and provide solutions, and this ethos continues today throughout the company’s design, manufacturing, distribution and support network.

Bell and its extended family of employees value their roots and the founding principles instilled by Irvine and are encouraged by what the company has achieved against international competitors in a highly competitive industry.

The Bell Cane Loader revolutionised the sugar industry and mechanisation took another leap forward a few years later with the introduction of the Bell Haulage Tractor and Trailer.

Bell Equiment RINGS IN 60 YEARS OF LOCAL MANUFACTURE

Bell Cane Loader revolutionised the sugar industry and mechanisation took another leap forward a few years later with the introduction of the Bell Haulage Tractor and Trailer.

A Bell & Co. moved from the original farm workshop into a property in Empangeni before the Richards Bay factory was commissioned in the 1980s.
DBZ DIESEL PARTS
WOULD LIKE TO EXTEND OUR CONGRATULATIONS TO
BELL EQUIPMENT ON THEIR 60TH ANNIVERSARY
MAY YOU CONTINUE TO INSPIRE US FOR MANY YEARS TO COME!
Growth and expansion

When the business expanded in 1958, Irvine Bell built a new workshop on his small holding. Now joined by his brother Robert, brother-in-law Malcolm Campbell and with his wife Eunice keeping the books, the small enterprise, I A Bell and Company, provided a general engineering service along with limited manufacturing of Irvine's various inventions, among them a self-loading sugar cane trailer and an overhead transfer crane for local farmers.

Choosing to focus on the general engineering side of his business, Irvine Bell licensed the manufacture of his Cane Loader to a Johannesburg based locomotive company that was active in cane transport at the time.

By the early 1970’s the business had again expanded to a new facility in Empangeni’s industrial area. With the construction of a greenfields port in nearby Richards Bay, the Company provided many innovative engineering solutions to the port’s contracting consortium such as lightweight, high flotation earthmoving dumper trailers that could cope with the soft sand conditions.

With the family home built alongside the workshops, Irvine’s sons, Peter, Gary and Paul had grown up among the welding sparks and machine shop swarf in a grease filled mechanical parts intensive environment. Therefore, the quest to design productive mobile machinery was not lost on Irvine’s sons. Now with the next generation on board in the business, Irvine, together with Peter and Gary, developed and patented a cane cutting attachment that enabled the Tri-Wheeler to further mechanise cane harvesting.

Irvine was nevertheless wary of his son’s ambition to venture into mass production, warning the boys that within a year they could lose interest after producing the same piece of machinery on a continuous basis.

Instead, after a windfall maiden production year which saw fifty units produced, the company was rising to the challenge of successful manufacturing. Applying practical hydrostatic systems experience gained while working on sabbatical with the Vickers distributor, Peter Bell made significant improvements to the Tri-Wheeler’s design and in 1975, with the expiry of the manufacturing licence which had seen production being outsourced, Bell itself began production of complete machines.

The number of applications where the Tri-Wheeler could be used grew. Fitted with a forklift mast, the Rough Terrain Forklift version was quickly embraced by the country’s brick industry. For the expanding timber industry, a log handling version was configured. Equipped with a log grab, the Bell Logger proved to be the ideal tool to gather logs and to load transporters.

Expanding the product range

Observing the deficiencies in the adapted farm tractors used as transporters in the sugar and timber industries, Peter conceptualised a more robust machine. Purpose built for haul work with a truck-style drivetrain, a steel chassis and tough earthmoving machine for construction, the Bell Rigid Tractor, together with a range of job matched trailers, found a ready market in cane and timber haulage, which then expanded into earthmoving applications.

Now working in the earthmoving industry, Peter saw the opportunity to apply the hauler’s strong simple design philosophy to the Wheeled Loader concept. He set about designing a tough ‘Built-for-Africa’ mid-size Wheeled Loader range that were destined to
become market leaders in their class. After a few years of marketing their growing product range through independent distributors, Bell recognised the advantage of having its own dedicated outlets to provide customers with factory direct support. And so the Bell Customer Service Centre support network was born. Beginning with a branch in Johannesburg, Bell Equipment soon had national coverage and, within a few years, exports to neighbouring countries put Bell firmly on the map.

By the early 1980’s with a factory staff of just over 100, the manufacturing operation had outgrown the Empangeni facility and in 1984 a new custom built factory located in Richards Bay was commissioned. By this time the Tri-Wheel Loader range had found ready markets abroad and the plant provided product in kit form to final assembly facilities in Mauritius which in turn supplied Cane Loaders locally and into Africa. A New Zealand assembly facility provided loaders for the Australasian forest industry. In the United States, the Company first partnered with a large forestry equipment manufacturer to build American versions of the Logger. Later Bell Equipment established its own facilities in the southern timber market to distribute products exported from the Richards Bay plant.

Leading by example

In 1984 Gary Bell became Group Chief Executive of the company and his participative management style and life philosophy of taking every opportunity has had a major influence in the running of this dynamic South African success story. His best achievement professionally is the recognition of the company as the country’s manufacturing icon and the various accolades that have been bestowed on Bell Equipment over the years.

While Bell celebrates its 60th anniversary, Gary has been at the helm for 30 of those years, overseeing manufacturing and sales operations worldwide. During this time he has been at the forefront of developing the business as a local manufacturing icon and growing the Bell name as a globally recognised and respected brand.

He attributes his parents as having had the biggest influence on his life, providing a strong family foundation, setting a good example with their strong worth ethic and instilling good values of honesty and integrity. Similarly Irvine Bell has had the greatest influence on his career, fostering a passion for innovation and all things mechanical and providing mentorship and support. Just like his father, Gary steers the company to take innovative leaps and continually ‘move forward’; looking for ways to exceed the needs of customers. Those who know him will attest to his love of people, family and community – believing in giving someone a chance to prove their worth.

The birth of an ADT specialist

Also during the early 1980’s a new configuration of earthmover arrived in the South African market place. These Articulated Dump Trucks (ADTs) imported from Europe were effective and versatile. Bell nevertheless saw room for improvement, fine tuning their design to better cope with the harsh operating conditions common in Africa. Launched in 1985, Bell Equipment’s first Articulated Truck, the 25 ton model was a resounding success. This led to new models expanding the range. Lighter, faster models extended the artic truck application to a greater number of challenging hauls. By 1989, with the doubling of the Richards Bay plant capacity, the flagship 40 ton capacity ADT was launched and the worldwide team of employees had grown to 1 650.

It has been thirty years since the first Bell A-series ADT was put into service and the company is now regarded as one of the global leaders in the ADT market. The company has the largest and most comprehensive ADT range worldwide from the B18D through to the flagship B50D, the world’s largest production ADT, and including the VersaTruck programme of customised ADT solutions, including water tankers and low profile ADTs, among many others.

To open up opportunities in the market traditionally contested by 60-ton rigid trucks, Bell has developed the Bell B60, a 60-ton truck that combines the ADT concept with a single rear axle. The result is a unique machine configuration - a 4x4 with full articulation steering and an oscillation joint to keep all four driving wheels on the ground and fully
utilise the available traction. This gives the B60 more off-road capability than any conventional rigid truck.

Bell ADTs offer leading performance, safety and reliability as well as the lowest operating costs on the market. Among the most sophisticated ADTs on the global market, standard features of Bell ADTs include onboard weighing, keyless ignition, HillAssist, Bin Tip Prevention, Auto Park Application (APA), Turbo Spin Protection and remote production monitoring. Bell Equipment’s own fleet monitoring system, Fleetm@tic, has been designed in-house to provide customers with a tailor-made tool to meet their needs according to their operating environments. The on-board weighing system tracks the mass of each load, providing customers with detailed knowledge of how their machine is running as well as how much their machine has carried.

**Working smarter to be world class**

Bell Equipment has had to be as innovative, tenacious and reliable as its products in order to survive and grow in the ever-challenging manufacturing industry.

Becoming a world class manufacturer is the company’s key initiatives and in 1995 Bell received the ISO 9001:1994 Quality Management System certification and successfully upgraded to the ISO 9001:2000 certification in 2002. The company is continually and consistently meeting the criteria to retain these important standards.

Always looking for ways to work smarter, Bell Equipment opened an assembly plant in Kindel, Germany in 2003 from where ADTs are assembled, from kits exported from the South African factory. This assembly plant supplies the important international markets of Europe and North America thereby eliminating the unnecessary double shipping of European-sourced componentry.

**Africa’s one-stop equipment shop**

Today Bell is a leading global manufacturer, distributor and exporter of a wide range of material handling machines, which are marketed and distributed, both locally and internationally, through a wide network of branches and independent dealers. The company supplies machinery to the sugar, forestry, mining and construction industries worldwide and has about 3 200 employees across the globe.

Bell Equipment’s engineering expertise and product quality are comparable with other global players in the industry and Bell is immensely proud of the ground-breaking technological advancements it has developed on South African soil with its team of local engineers.

Bell has been able to strengthen its trading base through trade and strategic alliance agreements with other global companies and is an appointed distributor in selected territories representing the manufacturers of several leading international brands. As such Bell Equipment is strategically placed as a one-stop shop for earthmoving equipment with over 100 products well suited to all applications.

**Supporting customers, building the economy**

Bell has 60 years of experience building and distributing equipment in Africa for African conditions and has an extensive footprint to provide first class customer support; this includes superior parts availability and competitive parts pricing.

Bell Customer Service Centres (CSCs) are located close to the action and close to the Bell customer base while the company’s Global Logistics Centre in Johannesburg supports the “best network in Africa”.

As part of its growth strategy, Bell Equipment is investing in its CSCs in South Africa, most noticeably in the key mining areas. Over the past 18 months Bell has opened a new Middelburg CSC; a world class facility representing a R50m investment, as well as CSCs in Nelspruit and the mining-rich area of Kuruman. A R40 million tailor-built facility at Rustenburg, is currently under construction and is due to open early in 2015 along with a new $20 million CSC at Kitwe, Zambia.

Whether it’s Bell Tri-Wheelers and Tractors loading and hauling sugar cane on local farms or Bell ADTs and other Bell products working in the Port, on nearby mines or delivering on infrastructure projects, the local impact of Bell and its products is far reaching.

As a South African company Bell Equipment is committed to nation-building. In addition to providing employment and opportunities for growth for employees, the company believes in ‘growing its own timber’ and has one of the sector’s most successful apprenticeship and training programmes. Bell is also constantly looking at way to increase its global competitiveness through developing local suppliers and incorporating their components into Bell machines.

In recognition of the company’s humble beginnings, and as a tribute to the founders, Bell Equipment is in the process of refurbishing the original workshop, on the Bell farm just outside Empangeni, to become a company museum. Artifacts include old tooling and earlier models of the Tri-Wheeler and ADT.
DBZ Diesel Parts was established in Cape Town in 2003, and after a very successful two years, a second branch was opened in Durban in 2005 and a third branch opened in Johannesburg in 2014, improving the company’s local market share.

In the current world economics, customers are in need for an alternative source and supply of parts and components for their earthmoving machines to stay competitive and keep profit margins positive in an increasing tough market.

DBZ Diesel Parts supply quality parts and components for Deutz, Bell, ZF and Vickers at competitive prices, for the Construction, Agricultural, Marine, Forestry, Mining and Sugar Cane Industries with our strategic well placed branches.

We focus and target all plant owners in this range of equipment and brands, by various successful marketing methods and programs.

DBZ Diesel parts have successfully worked hard since 2003 to promote and establish our DBZ recognisable brand in the Earthmoving Industry. We will continue with this program to become a leader in our segment of the Earthmoving Industry.

DBZ Diesel parts recently joint forces with newly found company Diesel Digital, who are responsible for all DBZ marketing material, design and webpage management. DBZ are well known for their unique and aggressive marketing strategies and will continue to improve our market share through positive marketing and DBZ brand awareness.

DBZ MILESTONES
2005 - Opening of our Durban branch
2012 - Reached the 1000 new engines sold mark
2013 - 10 years of dedicated service
2014 - Appointed as Authorised ZF Parts Distributors
2014 - Opening of Johannesburg branch

PRODUCTS & SERVICE
The key to the rapid growth of this young company is due to our team’s enthusiasm, high service levels and excellent customer relationships.

Our products are imported from carefully selected overseas suppliers and buying houses echoes our company motto on supplying high quality parts and service.

We have successfully increased our national supply footprint with our free local area delivery service and our network of courier companies that deliver daily in outlying areas.

For export business the DBZ branches are ideally situated next to the biggest sea ports in South Africa, to supply customers in the neighboring African countries, the African continent and worldwide exports.

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NEW YEAR MESSAGE FROM LORD BAMFORD, JCB CHAIRMAN

THE ONLY WAY FOR AFRICA IS UP

In my last New Year message for the CPHA Magazine, I described 2013 as ‘an exciting year for JCB’. Twelve months on, I can safely say that 2014 was no less exciting but it was certainly more challenging, not just for JCB but for the construction equipment and plant hire industries generally.

The global market dynamic changed a great deal during 2014. Geopolitical uncertainty played a huge role in determining trading conditions for all manufacturers, dealers and plant hirers. It certainly wasn’t an easy year.

The US and European Union trade sanctions imposed on Russia in the wake of the Ukraine crisis contributed to a major contraction in Russia/CIS markets. Middle East markets remain unsettled by events in the region, while Brazil and India suffered some paralysis in advance of their respective political elections.

It seems surreal that the only markets showing real growth during 2014 were the USA and the UK, both of which were struggling just a few years ago. What few of us expected was for the powerhouse ‘BRIC economies’ of Brazil, Russia, India and China to contract by up to 20% last year.

However, the fundamentals for long-term growth in the BRIC economies remain strong. Take India, for example, where a new Government has been elected with a strong mandate for change. The plan for infrastructure development there over the next five years is positive news for our industry.

Africa hasn’t had an easy time in 2014 either, but compared with the BRICs, it has fared better. Overall, the continent-wide market contraction was around 5%. There was much regional variation though, with East Africa up by 10%, West Africa down by 15% and Southern Africa down by just 3%.

I remain resolutely positive about the prospects for Africa, and as always, I take the long-term view. The only way is up for Africa. In our case, JCB has been increasing market share in recent years. We have achieved this by focusing on what African customers need and on delivering on our promises.

In the absence of a Bauma Africa show in the calendar, we invited African trade press to an international press event in the UK. It was wonderful to host CPHA Magazine’s Tony Proudlock and others from Africa at JCB World Headquarters. We really welcomed the opportunity to showcase equipment that was designed and engineered by JCB specifically for African customers.

At one end of the scale, the mighty JCB 457 wheeled loading shovel was put through its paces at our quarry proving ground. It’s perfect for African mining and quarrying applications, and customers in South Africa are really taking to this new model because of its fuel-efficiency and new CommandPlus cab.

In the mid-range segment, the versatile JCB backhoe loader has become the ultimate tool carrier for important jobs such as pole planting and road repairs. I’m particularly delighted that the JCB Polemaster was a design solution that was conceived in Africa, and developed specifically for our African customers.

Our launch of a new entry-level JCB 3CX backhoe loader has been welcomed in Africa. Not every customer needs a high-tech ‘bells and whistles’ model. Some customers simply want a functional, easy-to-service machine that can be hired out to operators for straightforward digging and loading tasks.

We have 24 dealers operating out of 70 outlets across the continent. They’re all excited about our new product range and really positive about the future prospects in Africa. Crucially, they understand that a good machine range is only half the battle and that world-class customer service is just as important.

2015 will almost certainly start in the same way as last year ended. Globally, a lot of uncertainty will definitely remain. Where Africa is concerned, any short-term market concerns will give way to long-term market growth.

Everything points towards a brighter future for JCB, and indeed for our industry in Africa. As African economies grow, the need for improved infrastructure will grow. Our equipment will be much in demand and good, customer-oriented plant hire firms can expect to benefit from this growth too.

Working together with our dealers and customers, JCB has plans to develop the African market and grow our market position by offering more of the products that our African customers need.

So after a challenging, but nonetheless exciting year for both JCB and the African market, all that remains for me to do is once again wish all plant hire customers and equipment users in Africa a very successful 2015!

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THE YEAR AHEAD - CEO CLIVE WICKS LOOKS AT PROSPECTS FOR 2015

The hire industry remains under pressure due to a sluggish economy and the government not implementing its plans to create an environment for sustainable growth. The aftermath of the strikes, the virtual collapses of ESCOM as well as the shenanigans in parliament undermine the confidence for a growing economy and investment in South Africa.

Having said all the above the CPHA has held its own as far as membership for the year is concerned, growing by 6% year on year. We reached another milestone when in June 2014 the CPHA was recognised by SAQA (South African Qualifications Authority) as the professional body for the Hire Industry.

“The CPHA has held its own as far as membership is concerned, growing by 6%”

The above recognition brings a number of challenges and now is the time for the industry to claim ownership of the industry and regulate the way forward. The CPHA has now been mandated to register the Training Providers in the industry and ensuring that they are properly accredited for the training they undertake. Register designations with SAQA and develop Occupational qualifications with the QCTO (Quality Council for Trade and Occupations). The professional body will also have to ensure that CPD (Continuous Professional Development) takes place within our industry. At the end of all training interventions a renewable industry “Licence” will be issued by the Professional Body resulting in a single certificate in the industry.
“We can ALL make a difference in the years to come to make our industry a better and safer place to operate in.”

recognising the learner’s achievement and will go a long way in eliminating illegal certificates in the industry.

In order to achieve the above it will be necessary for the Hire Industry to “buy in” to the new regulations, but I would like to point out that these regulations are in actual fact not new. Ever since the advent of the Skills Development Act in 2000 and other Acts that followed the intention was always to uplift and skill operators and others. It’s just a great pity that the institutions that were put in place to drive and quality assure the processes have not come anywhere near to what they were intended to do.

Yet we, as an industry, still contribute to a Lame Duck system.

I would like to appeal to the Hire Industry to embrace 2015 as the year to seriously implement a common goal of up skilling our operators and staff and assisting your Professional Body in implementing its mandate. This is a process that all members should become involved in and your constant input would be appreciated. We can ALL make a difference in the years to come to make our industry a better and safer place to operate in.

After holding discussions with many of our members it appears that 2014 was possibly a notch down on 2013 due to all the disruptions that were experienced and we end 2014 with threatened national black outs which does not bode well for an exciting 2015.

One thing I can say is the hire industry is resilient and driven by courageous and determined players who I am sure will make a success in the coming year.

Theft of plant still appears to be a major concern and with the introduction of a dedicated “Hot” email address: theft@cpha.co.za for members to report all theft of plant. It is disappointing that this facility is not being actively used. By using this email address two things happen. It alerts the company Peritus Forensic Specialists of the theft, and secondly allows data to be collated in order for us to propagate specific information e.g., types of machines being targeted, area, and methods used just to name a few.

2015 marks the 45th anniversary of the CPHA which is a momentous milestone for all of us. I sincerely trust that members will support the celebrations.

Finally the CPHA would like to wish all a prosperous 2015.

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JCB INTERNATIONAL LAUNCH –
MORE NEW MACHINES AND AN
EXTRAORDINARY CULTURE

By Tony Proudlock

Last month we featured just some of the new machines introduced at JCB’s international launch held at the company’s headquarters in Rocester, England in September. This month we carry on describing some of the machines that made their debut at the launch and also give readers a glimpse into the unique culture that is intrinsic to the JCB make up.

Popular mid-range JS220 benefits from dieselmax power

JCB’s 22 tonne JS220 is just one of the firm’s mid-range excavators to benefit from a move to JCB Dieselmax power. The Tier 2 Dieselmax 448 engine boasts a similar 173hp (129kW) as the previous model, but offers a massive 24% fuel saving, thanks in part to more advanced hydraulic technology, with optimised pump settings, revised spool configuration and changes from the AMS control system to the new Smart Control System.

The engine uses a new on-demand cooling fan, that further contributes to the overall fuel saving and reduces noise levels both in the cab and externally. With increased soundproofing material on all JS models, the JS220 offers an exceptional operator environment, that is further improved with the standard fit full-colour LCD monitor.

Easy to read in all light conditions, the display provides the operator with customisable home screens, showing the information that they require. The display offers an improved interface for the JCB immobiliser system and includes optional camera inputs for rear view camera and side view cameras. Simplified power bands are colour coded to indicate fuel consumption levels and the H+ (Heavy) power band is now accessed through a two-stage process to prevent unnecessary use. The monitor can also be used to access the standard Tool Select function, or optional Advanced Tool Select (ATS), that allows the operator to pre-set the flow for one-way tools for up to 10 hydraulic attachments, and in the case of the ATS system pressure and flow, settings for hydraulic attachments such as breakers, demolition shears and augers.

All new JS excavators have been given a more rugged appearance, with a black counterweight and yellow chevrons at the corners. The JS220 excavator features a revised boom and dipper arm with deeper steel sections and castings in key pivot points. The improved durability results in reduced ownership costs for the customer.

Strengthened side access doors complete the look. The front upper corner of the cab has been brought forwards to allow flat glass to be used in the front windshield, making replacement easier. The front screen split has been lowered by 125mm, to a 70/30 split, providing improved visibility to the digging area. Both upper and lower sections of glass are laminated for added protection, and the roof glazing is now also laminated.

Durability built in to new JS205

The 20 tonne JS205, built by JCB India, uses a robust boom and dipper arm design for maximum performance and longevity. Sold throughout India, Asia and Africa, the JS205 is powered by a Cummins six-cylinder engine delivering 140hp (104kW). The machine’s variable flow load-sensing hydraulic system has been specifically tuned to match the performance output of this engine. JCB has also redesigned the hydraulic pipework throughout the machine to reduce system pressure loss and cut engine power demand. This combined approach, along with one-touch engine idling and the improvements to the boom structure, deliver fuel savings of up to 10% compared to the previous machine.

The heavy-duty boom, a global component, incorporates 22% larger cross sections for improved durability and operating strength. Dipper arm sections are 12% deeper with a 7% increase in width, allowing increased digging forces and improved productivity. The boom and arm are built in India using exactly the same processes, jigs and robot welding technology as European machines manufactured at JCB’s Heavy Products division in the UK.

The machine has a standard 5.7m main boom with a choice of 2.4m and 3.0m dipper arms. Maximum digging reach is 9.79m with the longer arm and maximum digging depth is 6.59m. The new boom structure, in combination with the improved hydraulic force available, results in a bucket tearout of up to 13,205kgf, with a dipper tearout force of 11,700kgf, making the JS205 a true digging machine in tough site conditions.

Compact excavators meet local demands

JCB is launching a compact crawler excavator, The JS85. Specifically designed to serve their individual market. The JS85 is comes from JCB’s Chinese facilities and is intended for sale throughout China and South East Asia.

The JS85 is an 8 tonne A-frame conventional tailswing excavator that is powered by a Tier 2 JCB Dieselmax engine, delivering 74hp (55.3kW). Equipped with JCB’s intelligent control system, the JS85...
has Light, General, Heavy and Heavy Plus operating modes selected by a rotary controller and displayed in a multi-purpose digital monitor in the cab.

The machine has similar side doors to the larger JS models but with the addition of a service access point in cut-out in the counterweight. This provides easy access to all frequent service points from ground level, to reduce downtime and boost productivity. The JS85 can also be supplied with JCB’s LiveLink telematic monitoring system, to allow customers to remotely monitor working hours and fuel use.

Equipped with a standard 3.7m monoboom and a 1.74m dipper arm, the JS85 offers a maximum digging depth of 4,033mm and a reach at ground level of 6,220mm. The machine can be specified with a dozer blade to increase versatility and to boost stability when digging. As with larger JS models, the JS85 is equipped with JCB’s 2GO hydraulic isolation system, that calls for two stages of activation before hydraulic functions can be used.

Extra digging depth with long reach booms

For contractors involved in dredging, river clearance and other applications that require additional digging depth, JCB offers long reach booms and dipper arms on six models of the JS crawler excavator range. The JS145L, JS180L, JS220L, JS260L and JS360L provide digging depths of 10m to more than 17m, with ground level reach of 13m to 21.5m.

Available with a choice of track plate widths to cope with poor ground conditions that require low ground pressure, the long reach excavators benefit from additional counterweight to offset the boom and dipper, both of which have cushion control hydraulic rams to provide smooth operation.

HIGH PRODUCTIVITY 422ZX JOINS JCB WHEELED LOADER LINE-UP

JCB has developed a robust, mid-weight wheeled loading shovel for arduous operating conditions in Russia, Latin America and African markets, using proven technology and components for ease of maintenance and maximum availability. The 422ZX is powered by a Tier 2 compliant 125hp (93kW) JCB Dieselmax engine, delivering a powerful 525Nm of torque for excellent digging and loading capabilities.

This highly efficient, reliable power plant drives through an equally durable ZF automatic shift transmission, with four forward speeds and three reverse ratios. With a maximum travel speed of 33kph, this sturdy transmission delivers power to ZF axles equipped with a limited slip differential, for powerful breakout with minimal tyre slip, reducing running cost and boosting productivity for the customer.

Twin gear pumps provide 162 l/min of hydraulic flow with a system pressure of 245 bar, and customers can choose between two and three spool control valves, to suit a variety of applications.

The 422 ZX is equipped with robust Z-bar linkage loader arms and as standard a direct-mount 1.7m³ bucket, with easy to change bolt-on bucket teeth. With dump angle of 45° and an excellent roll back angle of 52°, the 422 ZX has superior material retention, allowing faster travel and cycle times for increased productivity.

The comfortable operator’s cab has air conditioning as standard, plus sliding side windows for improved air flow and to allow operator’s to communicate with workers on site. A suspension seat is also standard equipment, ensuring fatigue-free operation throughout the working day. Working lights are mounted in the cab roof to the front and rear, delivering improved visibility in poor light conditions.

As with all JCB wheeled loaders the 422 ZX is easy to maintain, with ground level service and daily check access thanks to large gullwing engine panels on both sides of the machine. A reliable engine-driven fan provides cooling power and the single face wide-core cooling pack has individual water radiator, hydraulic and transmission oil coolers and charge air cooler for easy cleaning and replacement. Cyclonic air filtration is also standard on the 422 ZX, reducing ingress of dirt particles and prolonging the service life of the engine air filter; to reduce operating costs.

With an operating weight of 11,900kg, the JCB 422 ZX is the ideal wheeled loader for a range of applications, in construction, quarrying, demolition and waste handling. Through the use of proven, durable components and excellent service and maintenance access, JCB offers customers a powerful, efficient loader with reduced operating costs that has been designed and built to perform in the toughest operating conditions.

JCB Launches Complete QS Generator Range

JCB Power Products has extended the QS range of generators, to offer outputs of 20-220kVA, a power range that covers more than 70% of the market by volume. Available as both open and canopy sets, JCB unveiled the first four cylinder models earlier this year and has now added a smaller unit and a six cylinder generator to complete the line-up and cover all power requirements.

JCB Diesel by Kohler for compact models

The G20QS, G27QS and G45QS models are powered by recently launched JCB Diesel by Kohler engines, all offering 500 hour service intervals and single-side service access. These drive Mecc Alte alternators, with proven components from Deep Sea Electronics and Schneider, guaranteeing the highest reliability and efficiency levels in the market.

The G20QS delivers 18kVA or 14kW prime output, the G27QS 25kVA or 20kW and the G45QS 41kVA or 33kW. All three generators have been tested to operate in temperatures above 45°C, and feature a compact robust canopy design with widths of just 750mm, minimising logistics for customers and dealers as up to 38 generators can be carried in a single 40’ container. All models come with three-stage fuel filtration to ensure clean fuel supply, even in poor site conditions and the three generators can be run in a 60Hz configuration.
The canopy and base have been phosphate dipped and powder coated for maximum corrosion resistance and the generator sets come with heavy duty tie down points, side lift points and optional fork pockets for ease of movement. The G20QS has a 53 litre fuel tank, while the G27QS and G45QS models come with a standard 81 litre tank for extended run times. Class leading service access means that the fuel tank can be drawn out of the base by 30cm or fully removed to allow full access for cleaning. A 110% capacity bunded base is available as an option.

Mid-range models adopt JCB Dieselmax engines

The four mid-range QS generators – G65QS, G90QS, G115QS and G140QS – have been joined by the G66QS, G91QS, G116QS and G141QS powered by JCB’s four cylinder Dieselmax Stage IIIA engine, providing very low noise levels. The three smaller models use a 4.4-litre Dieselmax, while the G140QS is powered by the larger 4.8-litre 448 engine. This exceptional engine delivers proven performance and market leading fuel economy.

The G66QS offers 58.7kVA or 47kW of power output, the G91QS 80kVA or 64kW, the G116QS 105kVA or 84kW while the G141QS has a prime output of 125kVA or 100kW. Tested to more than 50°C, the generators have been tested to provide excellent cooling in extreme temperatures and deliver a minimum 75% single load acceptance to cope with the most severe applications and demands.

Both the canopy and frame have been designed to withstand arduous operating conditions, yet remain compact and sturdy. As many as eight models can be fitted on a standard 40t trailer, reducing transport costs. Despite these compact dimensions, they have a 285 litre fuel tank, permitting up to 12 hours of continuous operation.

Flagship models get six cylinder JCB Dieselmax

The most powerful models in the QS range, the G165QS, G200QS and the G220QS, are powered by JCB’s six-cylinder Dieselmax engine, delivering a 7% fuel saving over the earlier QX range and using as much as 8% less fuel than competitive generators. The G165QS provides a prime output of 150kVA or 120kW, while the G200QS offers 180kVA or 144kW. The G220QS provides 200kVA or 160kW of power. As with the smaller models in the QS line-up, there is the option to operate at 60Hz, and then the standard 50Hz 415V range.

All three models boast a class leading canopy width of just 1,100mm allowing two to be carried side by side on a trailer. This greatly reduces transport costs for customers. A 400 litre fuel tank ensures that each generator can be used for 12 hours continuously, when running at a 75% load. The metallic fuel tank can be fully removed for easy cleaning and a 110% capacity bunded base can be provided as an option.

LiveLink Telematics System compatibility

All QS range generators can be supplied with JCB LiveLink, a telematics monitoring and diagnostic system that allows managers and owners to monitor equipment in real time remotely from the office, making them ideal for fleet managers, especially in rental. This prevents low fuel situations, ensures timely service work can be scheduled and the system also acts as a tracking unit, warning customers of unplanned movement of machinery and acting as a theft deterrent. The system can also monitor activation of the emergency stop system, overcoming the most common service call-out issue for many companies, saving time and cost while maintaining uptime.

LiveLink also allows fleet managers to access the load history of a particular generator, to determine how efficiently a machine is being used. It provides information on how long the generator is run light loaded and also fully loaded, to help the customer determine how effective the generator is in a particular application. This allows the company to change to an alternative generator if necessary, saving money and preventing damage to the generator.

In addition to the load statistics, LiveLink provides access to phase load information, so it can be monitored and recorded to show the loading of a specific phase.

ENHANCED PERFORMANCE FOR POPULAR JCB SOIL COMPACTOR

JCB is launching the first model in an improved line of self-propelled soil compactors, the 11 tonne VM117D. Building on a wealth of compaction experience, with market-leading components from JCB Power Systems, the machine combines ease of operation with improved visibility and market-leading serviceability.

The VM117D will be manufactured in India and Brazil and sold in markets across the world. The soil compactor is powered by a Tier 2 JCB Dieselmax engine, delivering 125hp (93 kW) for Russia, the Middle East, Africa, Latin America and South East Asia. Customers in Turkey will be offered a JCB Ecomax Tier 4 driveline with a similar power output. The Tier 2 engine comes as standard with a variable speed cooling fan kit, providing up to 5% fuel savings.

Key features include:
* Proven JCB Dieselmax engines
* Smooth drum or pad-foot operation for all types of material compaction
* Standard Automatic Vibration Control
* Full operator cab or ROPS structure

Improved soil compaction solution

The VM117D comes equipped as standard with a smooth drum. Representing the largest segment in soil compaction, single drum vibratory compactors are developed for a wide range of compaction work in all kinds of infrastructure and housing projects. For customers working in cohesive materials, the machine can be specified with a padfoot drum as an option. The standard smooth drum can be equipped with a two or three-piece shell kit for increased versatility.

Significant enhancements have been made to the compaction criteria, including amplitude, frequency, centrifugal force, static linear load and weight distribution, resulting in fewer passes being required to meet the material density requirements. JCB’s Automatic Vibration Control (AVC), which avoids over-compaction at the end of each pass, is a standard feature of the VM117D.

Ease of operation

Customers can choose between a robust ROPS structure or a spacious operator’s cab, that delivers an excellent level of visibility to the rear of the machine and to the drum edges. This improved level of visibility increases operational safety, especially when working in confined areas and improves productivity. Significantly reduced noise levels make these machines the quietest compactors in the JCB line-up.

JCB Vibromax soil compactors are well known for their ease

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of serviceability and for their best-in-class build quality. This robust durability and ease of maintenance has been further improved for the new generation machine, thanks to a newly developed two-stage exciter shaft system, robust IP69 standard electrical systems, a maintenance-free centre joint, pre-loaded rubber mountings and all service check points easily accessible from ground level.

WORLD-LEADING JCB TELESCOPIC HANDLER RANGE EXPANDS

JCB, the world’s number one manufacturer of telescopic handlers, is extending its line of machines, with the launch of a 20m five-section boom model, a heavyweight 6 tonne lift machine and a 17m Loadall specifically designed to work with an aerial work platform basket.

Flagship 540-200 takes JCB to new heights

The JCB 540-200 is the company’s first Loadall telescopic to boast a five-section boom, capable of lifting to a working height of 20m, 3m higher than its closest rival. By using lighter, high-grade materials the machine also delivers increased capacity at reach, improving productivity for the customer.

“The 540-200 has been designed to satisfy construction and industrial customer demand for increased lift heights and forward reach capabilities. With its fast cycle times it sets a new benchmark for productivity,” says JCB Chief Innovation and Growth Officer Tim Burnhope.

The five-section boom is used to maintain a compact overall machine length, for maximum manoeuvrability on site. This innovative design also delivers optimum visibility around the machine. The boom sections are driven by an internal ram and chain system, providing proportional extension of the multiple boom sections. This means that boom extension markers are only required on the first intermediate boom, making it easier to operate.

The chain and roller system utilises a pre-lubricated chain, extending service intervals and reducing downtime. The system has also been designed to visibly show the operator and service engineer when chain adjustment is required.

The 540-200 is powered by a choice of 100hp (74kW) Tier 2 or Tier 3 JCB Dieselmax engines, or a more powerful 114hp (85kW) Tier 3 Dieselmax as an option. With intelligent structural design delivering increased capacity at height and reach, with fast cycle times and a tight turning circle, the 20m machine is more than a match for smaller rivals.

JCB will also preview the machine with a range of access solutions, making it Europe’s highest lift rigid frame telescopic handler available with a range of fixed, extending and slewing man baskets. With a capacity of up to 500kg, the 4.4m extending and rotating platform greatly increases versatility, making it ideal for larger construction and industrial site applications.

560-80 Designed for heavy-duty industrial applications

JCB has added a heavy-duty machine to its telescopic range, capable of lifting 6 tonnes with a maximum working height of 8m. As well as a lifting machine, the 560-80 has been designed with wheeled loader performance and its two-stage boom carries a heavy-duty carriage with a broad nose to withstand arduous industrial and waste handling applications.

The boom is equipped with a Z-bar linkage, similar to a wheeled loader, providing the machine with robust digging ability and breakout forces as high as 6,800kgf when used with a bucket. A full Wastemaster
specification can be found on the 560-80WM, including additional cab and underside protection, a reversible cooling fan and added guards for waste handling applications.

The 560-80 is powered by the proven Tier 3 JCB Dieselmax engine, producing 130hp (97kW). JCB Attachments has developed a new 5m³ bucket for the machine specifically for use in low density bulk handling duties such as waste and recycling. Options include JCB’s Auto Smooth Ride system, designed to reduce boom bounce while travelling and improving material retention when used with a bucket.

535-140 Hi-Viz improves site safety
JCB’s Hi-Viz Loadalls deliver a 10% improvement in rear visibility compared to previous models, thanks to a 235mm reduction in the boom pin pivot point. In addition the 535-140 Hi-Viz has a more compact rear chassis design, resulting in a 90mm reduction in rear overhang, for improved manoeuvrability and less damage on confined sites.

The 535-140 Hi-Viz is powered by a 100hp (74kW) JCB Dieselmax engine, that can be ordered in Tier 2 or Tier 3 specification. This high torque engine delivers rapid cycle times with low fuel consumption and reduced operating costs, boosting productivity for the customer. A transmission disconnect can be used to instantly divert power to the multiple hydraulic pumps for faster lift and reach, while parallel lift geometry improves load retention when travelling.

JCB adds work platform and single lever control option to Loadall line-up
Building on the 540-200 Man Platform solution, JCB can now offer a platform derivative on 535-125, 535-140, 540-140 and 540-170 telescopic handlers, five machines in total. There are three platform models available, starting with a 1.1m wide fixed basket with a capacity of 365kg. There are also two extendible, 180 degree slewing baskets, with capacities of 500kg and 1,000kg. These have a length of 2.4m extending to 4.4m. This high capacity has been achieved by utilising a rear axle locking device to maximise stability.

The system has been developed to exceed the stringent requirements of EX280. When equipped with the work platform basket, the telescopic machines have both stabiliser and boom interlocks, with hose burst valves fitted to all hydraulic rams. Emergency stop and emergency lowering pumps ensure maximum safety for operators and for other personnel working on site.

JCB is also offering the option of a single lever control joystick, which is standard on the 540-200, on any of these man platform models.

PRIME MINISTER PRAISES ‘INSPIRATIONAL’ JCB DURING VISIT TO WORLD HEADQUARTERS

British Prime Minister David Cameron paid tribute to JCB as “an inspirational company” as he delivered a keynote speech at the World Headquarters in Staffordshire.

Mr Cameron addressed an audience of more than 300 people including employees and local politicians on the backhoe loader shopfloor at Rocester where he unveiled plans to restrict immigration.

The Prime Minister said: “It’s great to be back at this inspirational company that has had such success in recent years, not only here but around the world, in India, in Brazil and elsewhere.

“You are an absolute magnet for talent and I think a great British company that’s investing in skills, that is making, investing and selling around the world, doing all the things that we want you to as part of our long-term economic plan.”

Mr Cameron was earlier welcomed to JCB by Jo Bamford, son of JCB Chairman Lord Bamford, and JCB CEO Graeme Macdonald. He spent more than an hour at the company.
JCB – A COMPANY WITH A UNIQUE CULTURE

Spending a few days with senior management and staff at JCB’s world headquarters in Rocester gives one a clear insight into just how extraordinary the company really is. It is hugely successful being the third largest OEM in the world recently making its millionth machine – enough backhoes to stretch from the UK to Australia.

What makes JCB so totally different is that it is still essentially a family business and is run on exactly those lines. Present Chairman, Lord Bamford, is the son of founder Joseph Cyril Bamford who started the now famous brand in 1945 from the humblest of beginnings.

The company is still wholly owned by the family with brother Mark maintaining a significant stake.

Lord Bamford has been chairman of the iconic construction equipment manufacturer since 1975 and has presided over the prolific global expansion of a brand that stands for strength, durability and reliability in products ranging from 46 tonne tracked excavators to children’s toys and DIY equipment.

Born in 1945 on the day his father, Joseph Cyril Bamford CBE set up JCB, Lord Bamford’s path into the family business began after leaving Ampleforth College started with an engineering apprenticeship at Massey Ferguson in France. The three years spent on the Continent were to prove invaluable in preparing him for a JCB career that started on the shopfloor in 1964 before he moved into management to lead the company’s early export drive into Europe in the late 1960s and early 1970s.

When his father retired in 1975 after 30 years at the helm to allow “younger management to show its strengths”, he set about transforming JCB into a world leader in construction equipment technology. An early move was to start producing major components in-house by opening an axle factory in Wales in 1978.

This was the first of many decisions taken over three decades to vertically integrate the company’s operations. Today, JCB makes its own transmission systems in Wales, hydraulic cylinders and cabs in Staffordshire and off-highway engines in Derbyshire. All part of Lord Bamford’s determination to have complete technological control over JCB’s product range.

Arguably, his most inspired decision was to set up JCB’s first overseas operation in India. That was in 1979 when few companies would have contemplated setting up business in India. His love for the country and its people, and an absolute conviction in its long-term market potential have paid dividends as JCB now employs over 4,000 people in India, which has become the company’s single largest market. The move was to become a template for the company’s subsequent moves into Brazil, USA and China.

Since becoming Chairman, he has taken JCB from a one-factory operation in Staffordshire with a turnover of £43 million to a global business with 22 plants around the world employing over 12,000 people making over 300 different products. Recent results speak for themselves – JCB reported a turnover of £2.7 billion in 2012 and record earnings of £365 million – equivalent to £1m per day. A new £63m factory was opened in Brazil in 2012 and construction of a new £62m factory is nearing completion in Jaipur, India - JCB’s fourth factory in the country.

JCB may be the world’s third largest construction equipment manufacturer by volume, but its Chairman remains firmly committed to manufacturing in Britain. With over 6,500 employees in its 11 factories in the UK exporting over 75% of production, JCB generates export revenues of £1.35bn and makes a positive contribution to the nation’s trade balance. In fact, an independent analysis by Oxford Economics recently calculated that JCB contributes £1.4 billion to national GDP, £555 million to the Exchequer and 24,000 jobs overall to the UK economy.

Lord Bamford has held some key positions in British society over the years but it is for his many business achievements that he has achieved the most recognition, including National Westminster Young Exporter of the Year (1972), The Guardian Young Businessman of the Year (1979) and Chevalier de l’Ordre National du Merite (1989). He was knighted by Her Majesty The Queen in 1990 and awarded the Commendatore of the Order of Merit of Italy in 1995.

More recently, an award by the UK India Business Council for his significant contribution to Anglo-Indian business relations was bestowed in 2008 and he was appointed a UKTI Business Ambassador in 2010 to promote UK excellence in overseas markets. He has also been inducted into the Association of Equipment Manufacturers’ Hall of Fame USA (2008) and received a number of honorary degrees and doctorates from leading British universities.

He has also presided over JCB winning 27 Queen’s Awards for Innovation and Enterprise since the company’s first award in 1969 and in 2013, Her Majesty The Queen conferred the honour of a Life Peerage upon the JCB Chairman with Lord Bamford taking the formal title of Baron Bamford of Daylesford in the County of Gloucestershire and of Wootton in the County of Staffordshire.

Lord Bamford and his wife, Carole, Lady Bamford OBE make sure JCB becomes an integral part of every community in which the company operates. JCB supports the NSPCC in the UK and its employees are active fundraisers for the charity’s campaigns to end cruelty to children. There are also many projects at JCB’s overseas locations to support local communities, including the Lady Bamford Charitable Trust in India to assist villages near its factories and the Lady Bamford Center for Early Childhood Development in Savannah, USA. Lord Bamford has also donated machinery to support disaster relief efforts across the globe, for example after the Asian tsunami and earthquakes in Haiti, Indonesia, China and Turkey.

Despite all the successes of JCB, Lord Bamford comes across as a humble man who is obviously intensely proud of what the company and, most importantly its people, have achieved. In the simplest of terms JCB has reached what most companies aspire to – producing great products backed by great people.

But whichever way you look at it, JCB is altogether a remarkable company.
Jeffrey’s Bay Wind Farm in the Eastern Cape recently had a tall order for Johnson Crane Hire in Port Elizabeth when a rotor from a wind turbine had to be removed in order to repair a damaged blade. Each turbine comprises an 80 meter high tower, three 49 meter blades, a nacelle with the generator and gearbox and a transformer box on the ground.

The Jeffrey’s Bay Wind Farm has 60 wind turbines spread over 3 700 ha. It can generate up to 138 MW of electricity when

The complete solution

Atlas Copco offers a range of portable air compressor and handheld pneumatic chipping hammers and breakers for the construction industry. The range is designed for reliability, offering incredible power for maximum productivity. Lower vibrations and low noise levels provide operator comfort and a better working environment.

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Sustainable Productivity
all its turbines are operating at full speed. The power is fed into a 132 kV transmission line from a substation built to Eskom specifications.

Johnson Crane Hire deployed its Liebherr LTM 1750-9.1 (750 t) all terrain crane, for client FairWind Installation on this challenging project, which it added to its fleet towards the end of 2013 due to an increased demand for specialist lifting in the local wind energy sector.

“We have had a number of enquiries for repairs to wind turbines in the Eastern Cape after completing the FairWind contract,” Janet Barnes, Key Account Manager, says. Johnson Crane Hire has already erected four wind generators at Darling Wind Farm in the Western Cape.

The rotor was replaced in July, with Grant Parker from Johnson Crane Hire’s Heavy Lift Division overseeing the set up and stripping of the crane. The scope of work was the removal of a rotor from a wind turbine for the purpose of repairing a damaged blade. The estimated time for repairs to the damaged blade was about seven days. However, strong winds delayed the repairs to the damaged blade as well as the replacement of the rotor.

The weight of the hub and blades totalled 62.5 t. The height from ground level to the centre of the hub was 80 m. “The crane was configured with a main boom of 49.1 m, an insert of 19 m and a 28 m luffing section, totalling 96.1 m, allowing for a hook height of 90.19 m,” Parker explains. He adds that the LTM 1750-9.1 is perfect for this application as it is able to move quickly between the various hard stand areas due to its ability to be set up and stripped fairly quickly.

The hub and blades weighed 62.5 t while the height from ground level to the centre of the hub was 80 meters.

The nine axle crane has the advantage of its complete telescopic boom remaining attached during transportation on public roads. Its maximum lifting capacity is 750 t at a 3 m radius while its operational weight is 108 t and its total counterweight is 204 t.

Johnson Crane Hire operates across South Africa with a fleet of hydraulic and crawler cranes ranging from 8 t to 750 t on both short and long term projects. It works in conjunction with its customers to design optimum lifting solutions, ranging from supplying professional operators and full supervision to all necessary rigging equipment in a single source supplier approach.
PLEDGE TO ASSIST IN THE BUILDING OF 1.5 MILLION HOUSES AND PUTTING A STOP TO CORRUPTION

Associations representing the main materials used in the construction of houses have thrown their weight behind Minister Lindiwe Sisulu’s call for cooperation within the construction sector by signing a number of pledges on behalf of members.

The Minister of Human Settlements called on all involved in the industry to work together to build 1.5 million houses within the next 5 years. In order to do this the Department had committed to addressing a number of key issues which had stood in the way of closer cooperation in the past and had taken various steps to unite the industry.

These included working more closely with financial institutions to obtain loans for home owners, to procure land, establish a dedicated unit to ensure payments are made on time, establish an office of an Ombudsman to deal with disputes, create forums to deal with bottlenecks, to use the Cuban model of a youth brigades to train young people to build houses and partake in the economy, as well as speeding up the issue of granting title deeds.

Support for initiative

In response, the Aggregate and Sand Producers Association of Southern Africa (Aspasa) and the Southern Africa Readymix Association (Sarma), representing companies that supply sand, stone and readymixed concrete, produced a combined list of pledges on behalf of members. According to Nico Pienaar, a director on the boards of both associations, they support the initiative of the Minister of Human Settlements to let all South Africans have a home of their own and uplift the dignity of the entire population.

“While Aspasa quarries are regulated by the Department of Mineral Resources, there is no such oversight on the side of Sarma members. That is why the association plays such an important role in self-regulating the industry and ensuring that we uplift the standards and quality of ready mix concrete delivered in South Africa.

“Already our members are subjected to annual audits for safety, health, road transport, environment and quality. This means that they already have their eye on quality and high levels of service delivery. As a result the pledges that we are making are not a distant aspiration, rather they can (and will) be achieved with the cooperation of the Government and other role players,” Pienaar said.

Committing to closer cooperation

The pledges put forward by the associations include:

1 To strive toward supplying quality aggregate, sand and ready mix concrete to Human Settlements Projects.
2 To work with the provincial Departments of Human Settlements to reduce payment delays for material supplied to the industry to allow companies to be paid within an acceptable period ie. Maximum of 60 days.
3 Member companies to work with national and provincial departments, as well as municipalities, on issues relating to housing and thereby supporting the Government’s initiative to build 1.5 million houses in five years. These houses should be built with quality materials and products.
4 Once payment and issues of transparency within the Department have been resolved, to support and lead issues and advise on plans that are drafted to build more houses. (The industry has spare capacity to supply aggregate, sand and ready mix).
5 All members will be requested to report cases of corruption to the Ombudsman and the Minister. Members will also be requested to not in any way be involved in paying bribes or any form of business that is corrupt.
6 To attempt to work with the National Home Builders Regulatory Council (NHBRC), thereby ensuring that quality, professionalism and standards are met in the housing sector in South Africa.
7 To involve local communities where individuals or non-profit organisations want to assist individuals to build their own homes with quality materials.
8 To serve on an advisory group to advise the Minister on issues relating to achieving the goal to build houses for all South Africans.

Government must help

In addition to the pledges the two associations had some of their own input and concerns that needed to be addressed by Government. Aspasa requested that the Department should assist with the eradication of illegal mining of sand and aggregates, while Sarma asked that Government should ensure that sub-standard readymix concrete (including sub-standard cement imported into South Africa) should not be used on any Government projects in future.

In terms of the Mining Charter Social and Labour Plans, which guides Aspasa members, the quarry industry is already committed to involving local communities to build their own homes etc. A problem, however, may exist at municipal level where lack of coordination between departments may hamper progress in this regard.

Pienaar added that training of the youth and women in building was an issue close to the hearts of all member organisations and that ways needed to be found to develop various skills for the improvement of the overall building industry. Sarma and related organisations could assist with training related to concrete, while engineers, developers, planning professionals and others in the industry could be offered training in the use of readymix concrete, thereby ensuring that sustainable, quality projects would be completed in future.

“As suppliers of key building materials on almost every building site our members are committed to working with Government and role players to meet the needs of the population. We also wish to deliver only quality materials so that our people, many of who have waited so long for houses, can have houses they are proud of and can call home,” Pienaar said.

FIGHTING CORRUPTION

Aspasa has called on its members to help eradicate the scourge of corruption at all levels within the quarrying and construction industries.

Whether corruption is experienced at the point of mining minerals, or to procure business for the building of infrastructure or other large-scale projects, these dishonest business dealings put a strain on the country’s economy. It also has the potential to derail any meaningful efforts to build...
sustainable and competitive industries in future.

As a result, Aspasa is advising members to report incidents of corruption to Government oversight authorities directly, or to make contact with the association to decide the best course of action to deal with the problem.

Stop the scourge

“Illegal mining is a major issue that we are dealing with and in instances where our members believe that corrupt dealings are preventing the course of justice from running its course, we would like them to contact us so that we can ensure the authorities responsible can investigate and take action if needed. “Where corrupt procurement of sand and stone (for infrastructural or large-scale building projects) is suspected, we also recommend that our members take a stand and act against these people. Dishonest dealings such as these not only prevent legal, honest operators from making a living, but also encourage bribery and counter-bribery in future,” says Pienaar.

He adds that Aspasa continues to work closely with the Department of Mineral Resources, the Chamber of Mines and other mining-related action groups to stop illegally obtained sand and aggregates from entering the market and to prevent corruption in that industry. Most recently, the association also signed a pledge to the Department of Human Settlements to help stamp out corruption in the housing and related industries.

Together against corruption

“We are committed to ending corruption affecting our industry and appeal to any of our members who suspect dishonest dealings to take decisive action. As an association, we want to set the groundwork to make it extremely difficult for anyone to be involved in corrupt dealings. That is why we need to join hands and become active members of the association and begin to act on behalf of everyone within our industry”.

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A “Hairy” Story at Eazi Access

Shortly before Christmas, Eazi Access Rental, presented a cheque for R66,500 to CANSA for use in their on-going education programs about cancer. This is a cause close to many of our hearts and Eazi Access Rental is standing up to be counted amounts the companies that are being proactive in their support of the community.

This is the 3rd year running that Eazi Access Rental has participated in Mo’vement. The idea being that men grow moustaches of all shapes and sizes.

The campaign has been driven for the past 3 years by Anthony Shekleton who is the Business Development Manager at Eazi and the campaign has the full support of the two founding Directors of Eazi, Brett Fleming and Chad Pope.

Brett liked the idea and decreed that the company would donate R1,000 to charity for every Eazi man who took on the moustache challenge. A further R1,500 would be donated for what was judged the finest growth.

In 2012 R37,000 was raised for CANSA and R64,000 in 2013. This year Eazi donated R66,500 to CANSA.

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GOSCOR LIFT TRUCK COMPANY’S NEW HEAD OFFICE

Goscor Lift Truck Company’s (GLTC) new head office building in Neutron Road, Chloorkop, symbolises a powerful South African business success story. Over the last 10 years the company has worked on the integration of the different activities of the business into a cohesive customer service machine. “If you are on the switchboard, in the parts division, in sales or you’re the MD, you have one central focus – the customer. This has made all the difference,” says GLTC MD Darryl Shafto, “and our new, state-of-the-art premises will help us to raise the service bar even further.”

The New Building

Goscor Lift Truck’s new premises comprise 12 800m² with in excess of 7000m² - mainly workshop and warehousing space - under roof. Shafto says that the company made an effort to ensure that the building was as ‘green’ as possible. “For example, all lighting in the buildings is activated by motion sensors and the lighting in the main workshop is assisted by solar power. We expect this to provide an energy consumption saving of about 30%,” he says.

Moreover, two storm-water retention ponds were created on site and water from these will be purified and utilised for, among other things, irrigation and the wash bay significantly reducing water consumption.

Parts Department

Shafto says that the new parts department currently holds 10 000 part lines to the value of approximately R14 million. “Our stock holding and rotation is managed by our ‘Autoline’ ERP system,” says Shafto. “We currently achieve a 90% first pick on parts and we have a robbing system for parts that are not in stock.”

He adds that parts are ordered in container loads in order to reduce costs and that if an emergency arises, parts are airfreighted and delivered in 3-5 days from order.

Workshop

This is surely one of the most advanced workshops for forklifts in Southern Africa. “We have an integrated IT system which handles accounting, stock control, contract management, equipment management and cost tracking and parts. We have a breakdown and fault reporting system, which includes a reporting of time with reference number system.

“But perhaps the most important fact is that our ratio of maintenance contracts to technicians is 42:1 when the industry norm is about 70:1,” says Shafto. “We do 90% of our service work on site and while we have all the best equipment, we realised early on that we needed not only the right quantity of technicians to provide the type of service we have become famous for but that they should also be the best trained in the industry.”

Rental

The new premises include Goscor Rental Company which currently has in excess of 1200 machines available including forklifts, reach trucks, stackers, stock pickers and pallet trucks and more. Purchasing new machines is not always the best choice for customers and to this end Goscor’s Rental Company provides an invaluable service. Customers can rent machines on a short-term basis - daily, weekly or monthly - at a fixed cost, and leave the maintenance and service in Goscor’s safe hands.

Service, service and service

Since 1984 Goscor Lift Truck Company has offered state-of-the-art equipment and solutions to the warehouse and general materials handling industry. Its famous brands – including Crown, Doosan, Bendi and Hubtex - its extensive Southern African footprint of branches and service centres and its state-of-the-art parts distribution centre have all helped Goscor to become the fastest growing warehouse and materials handling equipment company in Southern Africa for some years.

Shafto says that while Goscor Lift Truck’s products are world leaders, without the highest levels of support service that would mean nothing. “To this end we have developed a world class service to match our products and the emphasis on good communication and strong relationships has permeated the entire organisation.”
50 YEARS IN BOTSWANA

Barloworld Equipment celebrates its half centenary as the Cat® dealer in a country famous for its diamond discoveries.

On 30 October 2014, Barloworld Equipment Botswana officially celebrated its 50th anniversary as the country’s Cat earthmoving dealer: a major milestone and one that reflects a rich history of private and public sector partnerships that have helped to shape the country’s mining and infrastructure landscape since 1964.

“It’s been an amazing journey so far and one that reflects our commitment to Botswana’s socio-economic growth through the supply of world class equipment and services, supported by our investment in the human resources needed to support these machines in the field across the multi-faceted industries that we serve,” says Sean Walsh, managing director for Barloworld Equipment Botswana.

“In all these areas, health and safety is our company’s number one value, both on ours and our customers’ sites. This dedication is further reinforced by advanced safety features built into each machine across the broad Cat machine spectrum.”

The first registered Barloworld Equipment entity in Botswana was known as Construction Equipment Supplier Company, established on 12th September 1964. Then in 1971, the name changed to Botswana Earthmoving Machinery Co (Bemco). The existing head office in Francistown was expanded to support major mining activity at Selibi-Phikwe and Orapa, which today remain key copper and nickel, and diamond centres, respectively.

Then in 1981, the head office relocated to Gaborone to provide support for Debswana’s newly established Jwaneng mine, which became fully operational in August 1982. Bemco subsequently became Barlows Equipment, finally transitioning to become Barloworld Equipment. The current staff complement is around 450.

Mining remains the major contributor to Botswana’s Gross Domestic Product (GDP), and from inception Cat machines have played their part in unlocking the value on existing and green field projects. The same is true for infrastructure programmes, with a large portion of Botswana’s original national road network post independence in 1966 built by a succession of contractors using Cat equipment.

A current infrastructure example is the approximately P1 billion Tonata to Francistown road upgrade where a Cat RM500 rotary mixer is responsible for all stabilization phases. The project was awarded to China Railway Seventh Group Botswana, with the 30 month contract commencing in May 2013.

Botswana’s Department of Transport also expanded its fleet in the first quarter of 2014 with the acquisition of 21 Cat 140K motor graders.

In terms of mining machine milestones, Botswana was the first country in Africa to receive delivery of the Cat 7495 electric rope shovel, which has an operating weight of approximately 1 388 000 kg and a payload capacity of 109 tonnes, making it a three pass loading match for ultra sized off-highway mining trucks.

Three Cat 7495 units were commissioned at Jwaneng during 2012 for Debswana’s Cut 8 expansion project. (Jwaneng is the richest diamond mine in the world by value.)

Debswana was also one of the first in the southern African region to take delivery of a range of latest generation Cat hydraulic mining shovels for deployment at its Orapa and Jwaneng operations. These comprise Cat 6030 and 6060 FS units (the last
Skills development prepares the way for expansion plans within Botswana's mining industry, as well as the creation of the Small and Medium Enterprises needed to stimulate micro-economic growth.

Allied to this is Barloworld Equipment’s active involvement in Corporate Social Investment and community initiatives in Botswana. These include the annual Barloworld Equipment Softball Tournament at Jwaneng in support of one of Botswana’s most popular sports. Barloworld Equipment is also a regular contributor to Debswana’s annual ‘General Managers’ Sponsored Walk’ at Orapa, which raises funds for underprivileged members of the community in the Boteti region.

For Botswana, the future holds so much promise. Aside from diamonds, Botswana’s mostly untapped and vast coal reserves present huge potential for green field projects, as well as associated infrastructure; whilst a US$337 million investment by Botswana’s state owned mining concern, BCL Limited, opens up new local and regional opportunities. This follows the sale by Russia’s Norilsk Nickel of its 50 percent interest in the Nkomati nickel and chrome mine in South Africa, and its 85% stake in Tati Nickel Mining Company in Botswana to BCL.

BCL is based in Selebi-Phikwe where underground mining operations are spread over a strike of 14km trending north to south. Here a fleet of Cat R1600G underground mining loaders form the backbone of the production programme at a mine that has strategic importance for Botswana’s projected GDP target growth.

Left: A high production machine, the Cat 7495 electric rope shovel is an optimal three to four pass loading match for ultra size mining trucks.
South Africa’s construction industry faced a challenging year in 2014, fraught with labour unrest, substantial delays on some of the country’s major construction projects, as well as recent setbacks in the economy.

“The 2014 financial year started with a lot of promise despite adverse findings by the Competition Commission and various challenges to the industry,” says Andries Rossouw, PwC Partner. Order books were strong and margins were recovering for the first time in five years. However, the lack of recovery in the economy meant that this promise was not fulfilled and 2014 proved to be a tough year for most construction companies.

Rossouw says: “The past few years have highlighted the need for better coordination and monitoring within the construction industry – a challenge that the South African Government has welcomed with the roll-out of its National Infrastructure Plan. Implementation of the plan will require significant input from the construction industry.”

PwC’s second edition of ‘SA Construction’ highlights some of the trends in the South African construction industry. The study’s findings are based on the financial results of the leading construction and construction materials companies listed on the Johannesburg Stock Exchange (JSE) for financial year ends to June 2014.

The South African construction industry

The construction industry is cyclical in nature. However, the 2014 market capitalisation of the heavy construction and building materials & fixtures companies saw mixed results. Ten companies reflected an increase and five a decrease. In aggregate, for the 16 companies analysed, market capitalisation had slightly decreased to R67.4bn as at 30 June 2014 (R68.1bn as at 30 June 2013). The market capitalisation...
of the 16 companies had decreased further after 30 June 2014 and as at 30 September 2014 had declined to R66.3bn (a 1.6% decline in market capitalisation over the three-month period).

The Government’s ongoing National Development Plan and its continued commitment to public infrastructure investment of R847bn over the next three years are positive signals for future growth in the industry.

Actual government construction expenditure in 2013 was R12.7bn below the 2012 forecast. This decrease in anticipated expenditure underlines the challenges experienced by the industry.

Growth in the order book for 2014 was 16% in line with the percentage experienced in 2012 after a flat 2013. The secured order book now covers 1.3 times current-year revenue, a marginal increase on 1.2 in the prior year, but still well below the 1.5 of 2012.

Financial performance of the industry

Total revenue increased by 9% to R172bn on the prior year mainly as a result of an increase of R4.1bn from Group Five, R1.5bn from Murray & Roberts and R1.3bn from Aveng. These increases were largely as a result of increased revenue from energy, oil and gas projects and a weaker rand partially offset by weaker demand from the mining sector.

Total operating costs increased by 9.4%, marginally higher than the revenue growth, resulting in a slightly lower profit margin. The report shows that for the heavy construction companies, staff costs continued to represent a significant component of operating costs, constituting 28.3% of total operating costs (2013: 27.8%) and increased by 10% on the prior year.

“Retention of key skills to serve prospective contracts is one of the construction companies’ biggest investments in anticipation of the potential upswing. Although tender activity has been very high according to a number of companies, there were limited tenders awarded. Companies therefore have to decide whether they can continue carrying excess staff or whether they need to downsize,” comments Rossouw.

Integrating risk for performance

The common key risks identified by construction companies include risks to growth and expansion of the industry; industrial unrest; loss of key skills and expertise; health, safety and environmental sustainability; project execution; transformation; tender risks; credit risk management; and compliance with the laws and regulations.

In addition to these risks, the construction industry remains under pressure from the public and regulators to significantly improve its safety performance, with challenges prevailing across the industry. There is also the added risk of non-compliance with the Construction Charter; and concerns around the retention of talent and skills shortages.

“Risk management is a vital component of effective management in the construction industry. Companies need to integrate risk and performance management and they need to evolve risk management to be more predictive in order to anticipate and plan for negative potential events,” Rossouw says.

Tax challenges

A new withholding tax on service fees will be introduced on 1 January 2016. A large number of construction companies are engaged in projects throughout Africa as a result of the expansion of business opportunities on the continent. Therefore it is important for these companies to understand in which instances the new withholding tax on service fees will apply to ensure proper cash flow planning and project pricing.

Improving value to stakeholders

The construction industry adds significant value to South Africa and its people. The monetary value received by various stakeholders is often summarised by companies in their value added statements.

The value received by heavy construction employees represented 69% (2013: 71%) of the value created. This is a significant contribution. According to Stats SA, more than 1.18 million people are employed by the construction industry either on a contract basis or permanently.

The state received 19% (2013: 17%) of value created in the form of direct taxes. The reality is that the state receives significantly more if one takes into account the tax on employee income deducted from employees’ salaries and net indirect taxes like VAT.

Rossouw concludes: “The South African construction industry is well placed to cope with new growth requirements. However, companies will need to manage short-term liquidity needs.”
EVENTS AND EXHIBITIONS

The Rental Show 2015
February 23-25, 2015
ARA convention and rental show
New Orleans, Louisiana, USA
Tel: +1800 334 2177
Fax: +1309 764 1533
Website: www.therentalshow.com
E-Mail: info@therentalshow.com

IPAF Summit
March 26, 2015
Annual Summit for International Powered Access Federation
Washington DC, USA
Tel: +44 (0)15395 66700
Fax: +44 (0)15395 66084
Website: www.ipaf.org
E-Mail: info@ipaf.org

Intermat 2015
April 20-25, 2015
International construction equipment show
Paris, France
Tel: +49 (0)221 13050902
Fax: +49 (0)221 13050901
Website: en.intermat.fr/ExpositionCms/do/salon/Intermat+En
E-Mail: info@intermat.fr

EWPA National Convention 2015
April 28 - May 1, 2015
The Australian work platform association meeting and show
Adelaide, Australia
Tel: +61 (0)2 9997 5133
Fax: +61 (0)2 9997 4485
Website: www.eewpa.com.au
E-Mail: info@ewpa.com.au

Vertikal Days 2015
May 13-14, 2015
A specialist lifting event at Haydock UK
Haydock Manchester, UK
Tel: +44 (0)8448 155900
Fax: +44 (0)1295768223
Website: www.vertikaldays.net
E-Mail: info@vertikaldays.net

Plantworx 2015
June 2-4, 2015
Earthmoving equipment demonstration show for the UK
Bruntingthorpe Aerodrome, UK
Tel: 020 8661 0511
Website: www.plantworx.co.uk
E-Mail: louiseamurphy@aol.com

CICA Conference 2015
September 2-4, 2015
Australian crane industry conference
Perth, Australia
Tel: +61 (0)3-9501 0078
Fax: +61 (0)3-9501 0083
Website: www.cica.com.au
E-Mail: admin@cica.com.au

Bauma 2016
April 11-17, 2016
Worlds largest constructions equipment show
Munich, Germany
Tel: +49 (0)89 51070
Website: www.bauma.de
E-Mail: info@messe-muenchen.de

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