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The CPHA Magazine is the official publication of the Contractors’ Plant Hire Association (CPHA) and as the recognised voice of the industry, it is distributed monthly to key industry players. These include: 

- Civil engineering contractors
- Building contractors and sub-contractors
- Landscape contractors
- Plant hire companies
- Government departments and municipalities
- Mining Houses
- Equipment manufacturers

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EXPANDING BELL FLEET HELPS ALL PRO CONSTRUCTION DIVERSIFY ITS BUSINESS

What would a former professional rugby player and an erstwhile stockbroker have in common? Would it most likely be their love of rugby, hunting or perhaps a passion for business opportunities in the competitive world of hiring out earthmoving machines to mining and construction companies?

If the latter was your answer, you'd be correct but their common passion is much more than just another plant hire company.

Former stockbroker Carel Brink is a chartered management accountant but years within the Johannesburg corporate world only fueled his dream of being self-employed. His investment company is always on the lookout for diversified business opportunities and this saw him start a company in 2006 that hired out 10-cubic metre tipper and ready-mix concrete trucks to a captive market. “This business did well for us but we realised that should we want to grow it further, we’d need an experienced driver with passion for the business to take us forward,” he says.

Enter André van Niekerk, a former professional rugby player who did well with the Cats and Lions franchises. André had run his own plant-hire and bulk earthworks company before the world economic downturn in 2008. “When Carel and I got together in 2012, we started All Pro Construction as a subsidiary of Carel’s existing transport company, Aura Management Services,” he says. “Our aim was to find exposure to the mining and bulk earthworks industries and for this, we needed yellow machines as opposed to the tipper and ready-mix concrete trucks he had run up to that point.”

André had enjoyed an appreciation of yellow machines designed, built and sold by Bell Equipment and when it came to haulage vehicles for their fledgling company, it was to the Richards Bay based company that the business partners turned.

“On the strength of my earlier experience with Bell Tractor Loader Backhoes (TLBs), we first bought four Bell B18D Articulated Dump Trucks (ADTs) and followed that up with two pre-owned Bell B35D ADTs,” he says. “Bell Equipment builds the best ADTs on the market and their fuel efficiency and high mechanical availability makes them sought after machines, especially by many of our clients who specify Bell ADTs in their scope-of-work documents.

“All Pro Construction’s fleet of yellow machines has grown steadily and now includes two Bell 315SG and 315SK TLBs and a Bell HD1430 Excavator as well.”

“We’re in a growth phase now and we’re seeing our equipment used in a diversified range of applications such as bulk earthworks, construction, general plant hire and hard rock mining,” André adds. “This helps to spread the risk and shows banks that we don’t have all our eggs in one basket. We were keen to get exposure to coal mining as well and that is why we decided to add three Bell B25E 6x4 Supertrucks to our fleet in early 2016.”

The Bell B25E 6x4 Supertruck has the same 24 000kg payload and engine performance as the standard Bell B25E and, coupled with the typical

(From left): Kobus van Niekerk (Bell Sales Representative), Carel Brink (Managing Director, All Pro Construction) and André van Niekerk (Director: All Pro Construction)
ADT layout but with a 6x4 drivetrain and 20.5R25 tyres, it is designed to deliver a substantial cost saving. This has quickly become evident to All Pro Construction’s owners and its clients as the Bell B25E Supertrucks deliver constantly lower cost per tonne with frugal fuel burn figures of around 10 litres an hour.

“Having Carel, with all his knowledge and experience in matters financial, as our principal is a huge advantage and he has taught us the value of watching our overheads closely,” André says. “This is why we buy all our new Bell haulage vehicles with extended warranties to 8 000 hours and in doing so, have all maintenance done by Bell Equipment, so avoiding having to appoint our own maintenance staff. Bell Equipment’s excellent Fleetm@tic® system also shows us exactly how our equipment is used.”

All Pro Construction sees this as a move to guarantee uptime and mechanical availability to the advantage of its customers and further extend the first life of a machine to hours beyond what was originally planned for. Experience has also taught the company that the sustained uptime that their Bell machines deliver, makes for building solid reputations in a competitive market and brings repeat business from reputable customers who don’t hesitate in settling monthly invoices.

“We’ve found to Bell Equipment to be a very approachable company with a consistent open-door policy, be it the managing director, sales representative or product support representative,” Carel says. “We get the impression by the assistance and advice we’ve been given that Bell Equipment firstly knows what our business is all about. The fact that they care about it too is a priceless asset to us as fleet owners of their great products.”
CPHA NEW YEAR’S MESSAGE FROM GARY BELL

The highlight for BELL in 2016 has undoubtedly been the successful global introduction of our Large Truck E-series range with customer reaction mirroring our view that we have the most efficient and technologically advanced vehicles in the world today. The additional productivity features added as part of the upgrade confirms the BELL ADT’s as the benchmarks in this highly contested market. Additionally we launched the B60E to the international market and we are extremely happy with the positive reaction and confirmation of the niche that can be filled by this ADT/Rigid truck crossover.

In Southern Africa our partnerships continued to go from strength to strength with the ability to supply product to a diverse range of industries. As global leaders in supplying equipment to industries where confidence in machine application output is essential, and can be extremely costly for the contractor if wrong, Finlay crushing and screening and Bomag road building equipment continue to be a safe bet for contractors in the field.

In 2016 we also announced changes in leadership within our Southern Africa sales division with Menzi Dumisa taking over the reins from Bokkie Coertze at the start of 2017. Bokkie has given both BELL and the industry a lifetime of service and will still continue to be involved with us for some time to come. Both BELL and Menzi are excited about this new chapter going forward.

The introduction of our ADTs into the Americas will continue to be a focus area and some sustained market recovery in Europe has seen these markets becoming more important to our overall business. The overwhelming market acceptance of our locally designed vehicles, and the ability to displace some of the much bigger brand names, is something that we are also extremely proud of.

In the first half of 2017 our newly built R80 million European Logistics Centre in Germany will open to ensure that we keep pace with the servicing and support of the ever increasing vehicle park in the northern hemisphere. We will also expand our product offering to these markets by introducing a Low Ground Pressure variant of the smaller B20E machines that have historically been very successful in South Africa.

Placing more 60 tonners in specific markets will remain a focus as we have seen that every demonstration results in a sale. Anyone who tries the concept immediately sees the benefits and we continually find that our demo units end up staying on the initial site. The maths is simple when you calculate how many hours are lost in a year, in so many operations, due to inclement weather when running conventional two wheel drive rigid haulers. The other significant savings in terms of fuel burn, tyres, load and dump surface maintenance and safety are then just adding even more directly onto the customers’ bottom line.

In Southern Africa we will be announcing some new partnerships early in the New Year, which will serve the needs of a number of our existing customers as well as give us the opportunity to extend our business scope. We have long felt that there are opportunities in the on-road and medium duty tipper truck market. After significant investigation we feel we have identified a partner that delivers exactly the correct value proposition for the Southern African market. As with all our products the Strong Reliable Machines mantra and delivering on our promise of lowest cost per ton solutions continues to guide us. We are currently finalising the product ranges and launch dates so watch this space.

Our range of Haulage Tractors has also been recently upgraded and offers the market significant advantages provided by the introduction of Mercedes Benz engines across the range. We are confident that these Tractors will start delivering immediate returns for our sugar customers when the season kicks off. There are signs that we are coming to the end of the protracted dry cycle and good rains could bode well for this industry, which is so closely linked to our roots.

Additionally we still engage with government regularly to provide more meaningful support and reconsideration of existing barriers to help the local design and manufacturing industries. As the only significant South African manufacturer in our industry this is particularly important to us and we hope that 2017 will provide some fruits to our efforts. We remain committed to Southern Africa and it is important that the support we receive from our local customers is ploughed back into the economy in a meaningful way.

Looking forward to 2017, there are signs of commodity prices recovering for a number of base materials, and the indices we track are definitely showing more positivity than in the past few years. We are confident that our lowest cost per ton approach is now even more relevant than ever before and expect that the focus from users will be towards equipment that has continuously demonstrated a significant advantage in meeting this.

Bell Fleetm@tic® provides an additional, extremely valuable smart tool with regards to giving our customers the information they need to further drive and manage their own efficiency.

We go into 2017 with a lot more comfortable order book and our production rates have been stepped up to meet this increase in demand from our global markets. Our view is that this increase in demand is being driven by some of the green shoots which are evident, but also by virtue of the fact that with a tough environment over the last four to five years the average fleet age has increased dramatically as users have sweated their assets – and we now see some catch-up occurring across the industries we serve.

We feel quite strongly that our alignment with our customers has always been one of our key advantages and that by helping our customers succeed so will we.

I take this opportunity to thank our customers around the globe for their continued support and confidence in the BELL machines they run. Our commitment to plough back value in to more intelligent, user-friendly and autonomous machines will keep BELL at the forefront of technology and deliver enormous cost benefits for our users.

All the very best for 2017!

Gary Bell
Bell Equipment Group Chief Executive
The 7th of September 2016 was an historical landmark in Atlas Copco South Africa’s illustrious history; on this day the company celebrated 70 years of conducting business in South Africa as part of the Atlas Copco Group.

The Atlas Copco success story in South Africa dates back some 124 years when in 1892 two brothers established a manufacturing company called Gebroeders Delfos (Delfos Brothers). The Pretoria-based company manufactured a variety of goods including printer process blocks and electric lighting plants but became renowned for its Delfos Jackhammer which steered the business into specialising in spare parts for rock drills.

In 1936 Delfos moved to Benoni which in those years represented the core of South Africa’s mining industry. A decade later Delfos formed an alliance with Swedish company AB Atlas Diesel and in 1956 Delfos Ltd. became Delfos & Atlas Copco (Pty) Ltd. Over the next 36 years the business grew to 375 employees with nine branches located throughout the country.

Fast forward to 2016 which sees Atlas Copco South Africa (Pty) Ltd. as a market leader in providing customers with sustainable productivity solutions by supplying world-class mining, construction and industrial equipment and systems backed by specialist service support. The company employs more than 1000 people and its extensive footprint stretches across the country.

Speaking on behalf of management and staff, Frans van Niekerk, Vice President Holdings - Atlas Copco Sub-Sahara region, expresses extreme pride in achieving this milestone. “Not only is it confirmation of doing the right things well in the successful delivery of sustainable productivity solutions but it also signifies our steadfast commitment to South Africa, our customers, suppliers as well as our employees.”

Atlas Copco is a world-leading provider of sustainable productivity solutions. The Group serves customers with innovative compressors, vacuum solutions and air treatment systems, construction and mining equipment, power tools and assembly systems. Atlas Copco develops products and service focused on productivity, energy efficiency, safety and ergonomics. The company was founded in 1873, is based in Stockholm, Sweden, and has a global reach spanning more than 180 countries. In 2015, Atlas Copco had revenues of BSEK 102 (BEUR 11) and more than 43 000 employees.
“BREXIT – ALL I SEE IS A WORLD OF OPPORTUNITY”
THE YEAR AHEAD -LORD BAMFORD WRITES FOR THE CPHA MAGAZINE

There is little doubt that JCB is one of the world’s great OEMs. Its achievements and innovation are legend despite continuing to be “a family business”. The company’s present leader, Lord Bamford, is widely respected and admired and “The CPHA Magazine” is honoured to publish this specially written and exclusive overview of what he believes the year ahead holds.

2016 was a year of great change. The United Kingdom voted to leave the European Union. Theresa May became British Prime Minister and Donald Trump was elected President of the United States of America. With many other elections due to take place across the world in 2017, it seems that change is the order of the day.

My late father had a saying: “Change is a stimulating factor. You’ve got to be evolving every 10 years and then starting again.” It has been a guiding principle for JCB over seven decades, particularly when it comes to product innovation. The starting point for evolution is revolution. My view is that this is how meaningful change comes about in any industry.

Take the JCB Hydradig, for example, which we launched in early 2016. It is an 11-tonne wheeled excavator but is so radically different from what’s gone before in our industry that it has been acclaimed as truly revolutionary. It is the most stable, mobile, manoeuvrable and serviceable machine in its class, with visibility that is simply second to none.

One of the UK’s leading plant hirers, H E Services, was so impressed with the Hydradig that 50 machines were ordered at Bauma in April. At the time, H E Services’ chairman Hugh Edeleanu said: “It’s not often that a truly innovative product comes along but the JCB Hydradig really does break the mould. The fact that it has been developed specifically for modern construction sites will really resonate with our customers.” I have no doubt that the JCB Hydradig is set to change how construction work is done in many markets around the world, from Europe, to North America, to Africa and beyond.

The launch of the Hydradig was a special moment but the plant hire industry has seen a lot of other changes from JCB during 2016.
More next-generation compact excavators were launched and were well received by the industry. Very shortly, the entire JCB compact excavator range will have been completely changed into next-generation product. Modern, productive, fuel-efficient machines that are really helping the plant hire industry to optimise revenue and profit.

JCB’s range of wheeled loading shovels has also undergone some radical change during the year. The most obvious change is the introduction of our spacious, high-tech CommandPlus cab on our mid-range shovels, which is proving to be a real hit with users. During the year, we also celebrated the production of our 200,000th JCB Loadall telescopic handler. Next year, we will celebrate its 40th birthday. Important milestones for the world’s number one telescopic handler!

I am often asked about the changes I expect to see following the UK’s decision to leave the European Union. All I see is a world of opportunity. Of course, there are bound to be some changes to how the UK trades with our European neighbours, but the bottom line is that we will continue to trade with Europe in the same way as we currently trade with many other countries around the world. You might not be aware that, as a nation, over 54% of all UK exports go to non-EU countries anyway. Europe will of course continue to be an important market for the UK but leaving the EU opens up new opportunities to trade more with Africa, Asia and the Americas. Free from the constraints of Brussels, British businesses will have the opportunity to make Britain a true global leader in free trade.

JCB’s strong relationship with Africa is a great example of a British business trading with the world. We’ve been selling in Africa very successfully for many years for one simple reason: we adapt to industry changes and customer requirements through product innovation and we provide the service and back-up support that customers need to run their businesses profitably.

My advice to the plant hire industry in Africa for 2017 is to spot changes that are happening in your world as early as you can and adapt to these changes with great enthusiasm. Change is indeed a stimulating factor, but only if you embrace the change and adapt your business model accordingly with new products, new ways of doing business and great customer service.

With my very best wishes for 2017!

ISO ACCREDITATION FOR ELCON CRANE HIRE

Elcon Crane Hire has celebrated many highlights over the past five years. Some of these achievements include RTMS accreditation, launching the 440Ton and 330Ton mobile cranes, and becoming members of the Concord Cranes Group.

The Concord Cranes Group has been formed by a merger between Anglo V3 Crane Hire, Elcon Crane Hire, Castle Crane Hire, and Concord Namibia. The Group now has over 170 mobile cranes across 13 depots in Southern Africa. For more information see www.concordcranes.com.

Another proud day for Elcon Crane Hire was 2 December 2016. It was the day the company added ISO accreditation to its pedigree. Elcon have been accredited with ISO9001:2008 (Quality Management), ISO14001:2004 (Environmental Management), and OHSAS18001:2007 (Health and Safety Management).

A key element of Elcon’s success has been its direct focus on the customers and specifically the desire to tailor make specific value adding solutions. Elcon’s Level 4 BBBEE accreditation alongside the ISO accreditation, RTMS accreditation (SANS1395-1:0107) and the Master and Builders rating provides value adding solutions. Elcon’s ISO accreditations will provide the company with some competitive advantage when it comes to tendering as it assures current and prospective clients that Elcon is serious about being sustainable and at the forefront of the Mobile Crane Hire industry.

The accreditations pooled with Elcon’s dedicated and experienced staff and young fleet of cranes guarantees their clients the most efficient and “peace of mind” solutions. Elcon strives to claim the title of KZN’s leader in crane hire through quality standards, value adding ability and trustworthiness.

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INTEGRATED PUMP RENTAL UNDERSTANDS EFFECTIVE GROUNDWATER CONTROL

Unless there is effective groundwater control, even the best run sites could become hindered by expensive and challenging problems. This will not only cause programme delays but could also have an adverse effect on health and safety.

Lee Vine, managing director of Integrated Pump Rental, cautions the market that dealing with dewatering activities are as not as simple as merely purchasing or renting a pump.

“It is essential that contractors deal with a supplier that understands dewatering applications and is able to provide the correct level of technical assistance as this will ensure that the most efficient method of dewatering is selected for a specific site,” Vine says.

Integrated Pump Rental is responsible for marketing the Sykes range of dewatering pumps in southern Africa. Vine says these pumps have an established reputation for the fast and effective control and removal of subsurface water.

The most typical application of Sykes dewatering pump technology is on building and construction sites, civil engineering projects, local municipality works, flood disaster recovery, load-out stabilisation, slurry transfer, ash handling, water boosting and pipeline filling and testing as well as general dewatering activities to lower the water table. Sykes pumps are designed to offer robust and reliable performance and can handle high volumes of water with ease.

The Sykes Primax Contractors Range of diesel driven pumps offers the market reliable dewatering coupled with cost efficiency. These are fully automatic priming pumps and can run dry for extended periods due to the oil bath mechanical seal assembly. This allows priming with long suction hoses and suction lifts of up to 9 metres.

Vine explains that as suction levels fluctuate, the pump will “snore” until the liquid is available for the pump to fully reprime itself automatically.

Constructed using quality materials, the pumps are fitted with a 316 SS impeller and wear plates as standard. The pumps are capable of handling solids up to 90 mm.

Vine says that Integrated Pump Rental is achieving successes across Africa with the Sykes brand and he attributes this to his team’s understanding of pumping application requirements and the Sykes pumps’ ability to meet the harsh operating conditions on the continent.

The contractors pump range has been designed to provide greater cost efficient fluid handling solutions for all users.
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www.pumprental.co.za
The year 2016 is behind us now and will not be remembered as a prosperous one although that was everyone’s wish at the beginning of the year. Difficulties were experienced by big and small and we saw the Industry lose some big plant hire companies, amalgamations of smaller ones and the loss of some smaller players as well. I have heard it said that a shakeup in an industry from time to time is a good thing as it ensures a more vibrant industry for the future. One has to spare a thought for those who fell by the way and I would not like to wish this on anyone in our industry.

Does 2017 look any brighter? After discussing this with many players in our industry it appears there are many “ifs” and “buts.” Possibly one of the good things to happen during the years was the avoidance of the ratings down grade, although this still looms in the future. The Government still has not made good on the approximately 700 projects that were indentified a few years ago and although much has been spoken about increasing productivity, increasing expenditure on infrastructure, etc, very little has been done.

I would like to reflect on what the CPHA achieved during 2016:
• As a result of a substantial court case, in the Crane sector, it was essential that the CPHA Standard Conditions of Hire be reviewed to take into account the practice of “Re-Hire” of equipment. This matter was referred to our Attorneys and after much deliberation it was agreed that the Conditions of Hire could not be altered and should remain in its present format. The main reason for this was an Insurance matter and members who enter into Re-Hire of equipment are advised that special arrangements should be made with their insurance companies/brokers in all cases.
• The BCCEI (Bargaining Council for the Civil Engineering Industry) and NUM took one of our members to the CCMA claiming that all companies who hired out equipment with an operator should be members of the BCCEI. This was not the first time that this matter had reared its head, but it was evident that this matter was rearing its head more often and could cause serious consequences for the Hire Industry. The CPHA supported the member in the CCMA case and the Commissioner ruled in our favour. Unfortunately this matter has not been finalised as the BCCEI and NUM have applied to the Labour Court to have the CCMA ruling overturned. The outcome is awaited.
• The new QCTO (Quality Council for Trades and Occupations) qualification for Mobile Crane Operators has been finalised. The documents are currently with the Transport SETA for finalisation and we have requested that the Crane committee scrutinise the final document before submission. This qualification, once registered by the QCTO, will replace all the current SAQA qualifications currently registered. It is anticipated that the registration process could take up to two years from date of submission and, in the interim, the SAQA qualification ID 64829 will be used by the Mobile Crane Industry. The goal is to have one qualification and one set of training material so ensuring that all Mobile Crane Operators are trained to the same standard throughout the country. We will introduce one certificate and carry card to eliminate the illegal certificates currently in the Industry space. To ensure that currently employed operators are brought up to the same standard, a Learnership has been registered which will allow these operators to achieve a qualification through an RPL process.
• We are currently negotiating a new QCTO qualification for our Earthmoving Operators but unfortunately we have a number of hurdles to overcome before the process can begin.

The Hire Industry actually resides with the Service Seta under the sic codes “Hire of Equipment with an Operator” and “Hire of Equipment without an operator” as we are classified as a Service Industry, while the actual qualifications are situated and registered by the Construction SETA. To complicate matters, we were made aware that the Mining Seta had submitted an application to the QCTO to register a qualification for six earthmoving machines. We have lodged an objection with the QCTO and this matter remains work in progress at this stage.

• In order to combat the scourge of theft of equipment in the industry we have re–negotiated the introduction of our “advice and recovery process” with the Insurance industry and Peritus, our recovery agent. Our Insurance committee has had extensive discussions with the Insurance Industry, and I am pleased to advise that the majority of insurance companies have now agreed to pay a set fee to Peritus for the recovery of stolen equipment for members of the CPHA. Full details of the requirements will be sent to all members in due course.

I would like to take this opportunity to thank all the CPHA members for their loyal support over many years and must advise that our 2017 fees have been increased by 8.5% based on the average CPI for 2016 of 6.50%.

The fees are set out in a recent email and we request that the necessary details be submitted by return email in order that the National Office can update its records ensuring that all correspondence be directed to the correct contact person in your company.

I wish all members a prosperous 2017 and assure you of the Associations best efforts at all times.

Best Regards

C.E.Wicks.
Chief Executive Officer.
Contractors Plant Hire Association.
INSERVE ACQUIRES
GOSCOR

Industrial equipment group, Goscor, has been acquired by Industrial Services Holdings (Pty) Ltd. (InServe), a new entity, which was created to give comprehensive service to the South African industrial services sector.

Goscor is well-known for its leading equipment brands across several sectors including: Crown, Doosan, Bendi, Hubtex & Taylor Dunn (forklifts & materials handling equipment); Bobcat (construction); Sany (earthmoving); Tennant, Elgin, Maer, Delfin & HighPoint (industrial cleaning); Genie (aerial lift equipment); Sullair (compressed air solutions) and many more.

Neil Wilson, Goscor CEO says he is very optimistic about the deal: “The diverse synergies that exist between the companies in InServe will create greater efficiencies and ultimately help each company to improve their bottom lines,” he says.

He adds that some of those synergies include the cross-pollination of common customers, the sharing of infrastructure in more remote areas and business strategy sharing especially in the areas of sales, marketing and logistics.

“Perhaps most importantly,” says Wilson, “being part of a powerful group makes it much easier to raise the capital required for future growth. This is especially relevant to InServe as the group has a voracious appetite for building and growing in the Southern African context.”

InServe CEO, Peter Amm says that Goscor is a superb addition to the group. “This is a powerful and dynamic group, which boasts many of the world’s leading brands in their respective sectors. They have a proven profit track record and a reputation for excellent technical and customer service. Also, Goscor has always shared - and practiced - with InServe its values of honesty, integrity, teamwork and respect for people.

“I have no doubt that Goscor’s contribution to the growth of InServe will be immeasurable over time and I look forward to working with Neil and his team,” he says.

Amm adds that Goscor has been particularly strong in developing its rental business and that InServe intends to use their and the other group companies’ expertise to maximise the strong opportunities that this business model offers.

Apart from Goscor, InServe, which now employs 3,400 people in its numerous branches throughout Southern Africa, comprises: Concord Cranes (fleet includes hydraulic mobile cranes, truck cranes and all terrain cranes which boast under-hook height capabilities of up to 145m); Prowalco (manufacturer and distributor of pumps and dispensers); Uni-Span (one of SA’s biggest, lowest cost producers of formwork and scaffolding) and Afrit, an associate partner through Investec Equity Partners (trailer manufacturers, rental solutions and second-hand truck and trailer solutions).
After about a year in development Bidvest Car Rental has introduced South Africa’s first keyless car rental fleet with the launch of their app, Snappdrive. Snappdrive combines flexibility and convenience, free of any queuing and human intervention and allows for a seamless transition from plane to car saving customers valuable time whenever they travel. “When we embarked on our re-branding strategy, we saw it as an opportunity to be seen as even more professional, innovative, entrepreneurial, streamlined and helpful. ‘Because every minute counts’ is not just an attitude; it’s an appreciation that efficiency is a key driver and that we at Bidvest Car Rental understand that whether you are on business or on holiday, every minute of your journey is important to you. So while our focus has been on ensuring a seamless transition for our customer we have been working hard behind the scenes to deliver a Quick and efficient car rental experience. The future is mobile - making it fast, easy and simple for employees and customers.

Our mobile devices are changing how we live, have made new things possible and created a new market place where customers now want us to come to them. We have therefore decided to shift our service forward into the future, making what we do easier, smarter and simpler” says Paulette McGhee, CEO of Bidvest Car Rental.

“Most often, car rental happens at the end of an arduous travel process. With Snappdrive, we eliminate any further hassle or waiting, with the traveller’s phone leading them straight to their waiting vehicle. Our brand positioning ‘Because every minute counts’ is a bold promise and this new offering talks to that promise,” Says McGhee.

The app will allow users to locate their car, via their phones built-in GPS, as well as unlock and start their vehicles without a physical key. Once customers have found their vehicle, they press the ‘unlock’ button on the app and to start the engine, they simply press the Start button. Users receive an SMS prior to when the car is due back – this provides an opportunity for the customers to extend their rental period should they wish to do so. “It really is as simple as Arrive, Unlock and Drive” says Gaynor Von Loggenburg Executive for Sales and Marketing.

With telematics, Bidvest will be able to track every vehicle, which means real time fleet management for both Bidvest and their customers. “We will be able to collect real time data on speed, mileage and fuel usage says” Wayne Mee, Bidvest’s project champion.

“Innovation is everywhere and it is pleasing that Bidvest have been first to introduce this logical evolution for the Car Rental Industry”, says Bidvest Automotive CEO Steve Keys.

“The technology puts Bidvest Car Rental ahead of its rivals in delivering an enhanced customer experience and will introduce a competitive advantage that resonates with our brand promise”, says Keys.

The new app, which is live today in Apple’s App store and Google Play store is designed to handle the entire Car Rental process. “However” says McGhee, “we have opted to launch with basic functionality and then roll out in quick phase updates”. The Snappdrive app will be rolled out in two phases. For the first phase, the product will be available only to Bidvest’s Car Rental Corporate customers and deployed in a separate vehicle group at the four major locations; OR Tambo, Cape Town, Port Elizabeth and King Shaka airports.

Phase two will be introduced to premium vehicle Groups and other markets with some great value add functionality to Bidvest customers, with the date for phase two, still to be announced.
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- Curtis: 082 359 9199 | curtis@durasales.co.za

www.durasales.co.za
Aertssen Kranen is an extensive buyer of Grove mobile cranes and has a close working relationship with BLE, the dealer for both Grove mobile cranes and Potain self-erecting cranes in Belgium. The 14 Grove cranes selected for the lift are all from the all-terrain range:

- Seven GMK3055s
- Three GMK4080s
- Two GMK5095s
- Two GMK5130-2s

A video of the striking lift can be viewed on the Stabroek, Belgium-based company’s YouTube site.

“We’ve had experiences with multi-lift operations up to 11 cranes that involved pipelines up to 250 m, but lifting a 14-section pipe with joints was new to us,” explained Yves Smets account and project manager with Aertssen Kranen. “Nevertheless, the hard preparatory work of our engineering team and the professional actions of the crew on the field, made it a success story. We are glad to have taken part in this project and are always looking forward to a new record-breaking challenge.”
Polokwane based road construction specialist, Hillary Construction, has adopted the latest smart compaction technology to assist in its efforts to build roads of the highest possible standard.

With the high tech Ammann AcePro (ASC110D) smart compactor from Southern African Distributors, ELB Equipment, the company is able to precisely build and compact each layer of a road to specifications without the risk of variances occurring when geological or underfoot conditions change. Precise compaction of under-layers and surface running courses, also translates directly to significantly extended lifespans of roads, as well as safer, more comfortable driving surfaces for vehicles.

According to Trevor Freestone, operations director of Hillary Construction, this is as a result of the machine’s inbuilt system which relies on an array of sensors to accurately measure ground conditions up to 350mm deep. Onboard software automatically adjusts the frequency of the vibrations and the amplitude (or up-down movement) of the drum to penetrate the ground and provide exactly the right type of compaction required. Because adjustments are done in real time it ensures that compaction is achieved more quickly and evenly - regardless of underfoot conditions.

**NO MISTAKES**

“The value of this machine in our operation is the avoidance of risks that are associated with either under or over compaction. Over compaction especially is a big risk on a high-tech road job, where too much compaction can break down the structure of sub bases to such an extent that complete sections could need to be ripped up and reconstructed. In this event, it sets the project back by weeks and can effectively wipe-out any profit to be made on such a project.

“Additionally, it saves time on site by achieving the required rate of compaction in fewer passes and, if required, can provide a printout when the rate of compaction is achieved. It gives us the ability to deliver the best possible results for new road construction, as well as rehabilitation of old ones where it is useful if we are not aware of the makeup or condition of the underlying layers. In instances where patching or additions may have taken place years before, we find that the AcePro will automatically detect and adjust to compact those areas perfectly.

“For this reason we see the Ammann AcePro as the technology of the future. If you look at the roads today, there are more trucks than ever before. They are heavier, faster and tyre pressures are higher. The result is that if road construction does not keep pace with changing demands, our roads will fail well before their intended service lives,” says Trevor.

**KEY ACQUISITION**

He continues that road building is becoming a much more precise discipline as a result, and that the engineering science behind building roads requires exact compaction, like only the AcePro can deliver.

The machine was purchased after the company had made a full investigation on the kind of specifications that will be required to build national roads on behalf of the South African National Roads Agency Limited (SANRAL) in future. It found that only the Ammann AcePro had both dynamic frequency and amplitude adjustments.

“We have a superb reputation for building quality roads and is the reason why our order books for South Africa and surrounding countries are full for the next years. This speaks volumes for the team and underpins the reason why we insist on Ammann compactors from ELB Equipment,” Trevor concludes.
EVENTS & EXHIBITIONS - 2017

Executive Hire Show
February 8-9, 2017
Exhibition for the UK Tool Hire industry
Coventry, UK
Tel: +44 (0)1294 700770
Fax: +44 (0)1294 700776
Website: www.executivehireshow.co.uk
E-Mail: ali@executivehireshow.com

The Rental Show 2017
February 26 - March 1, 2017
The 61st ARA Rental show
Orlando, Florida, USA
Tel: +1800 334 2177
Fax: +1309 764 1533
Website: www.therentalshow.com
E-Mail: info@therentalshow.com

Samoter
February 22-25, 2017
International earthmoving and building equipment show
Verona, Italy
Tel: +39 045 8298111
Fax: +39 045 8298288
Website: www.samoter.com
E-Mail: info@samoter.com

Conexpo-Con/Agg 2017
March 7-11, 2017
The leading US construction show.
Las Vegas, Nevada, USA
Tel: +1 414-298-4133
Fax: +1 414-272-2672
Website: www.conexpoconagg.com
E-Mail: international@conexpoconagg.com

IPAF Summit 2017
April 4, 2017
Annual summit and awards dinner
To be advised in March 2016, Not confirmed
Tel: +44 (0)15395 66700
Fax: +44 (0)15395 66084
Website: www.ipaf.org
E-Mail: info@ipaf.org

Smopyc 2017
April 25-29, 2017
International Public works, construction and mining show
Zarragoza, Spain
Tel: +34 976 76 4700
Fax: +34 976 33 0649
Website: www.feriazaragoza.es/smopyc.aspx
E-Mail: info@feriazaragoza.com

Apex
May 2-4, 2017
International powered access fair
Amsterdam, The Netherlands
Tel: +31 (0)547 271 566
Fax: +31 (0)547 261 238
Website: www.apexshow.com
E-Mail: marleen@ipi-bv.nl

HRIA annual convention
May 10-11, 2017
Australian Hire & Rental association annual convention and show
Sydney, NSW, Australia
Tel: +61 (0) 2 9997 5133
Fax: +61 (0) 2 9997 4485
Website: www.hireandrental.com.au
E-Mail: info@ewpa.com.au

EWPA National Convention 2017
May 10-11, 2017
The Australian work platform association meeting and show
Sydney, Australia
Tel: +61 (0) 2 9997 5133
Fax: +61 (0) 2 9997 4485
Website: www.ewpa.com.au
E-Mail: info@ewpa.com.au

Vertikal Days 2017
May 24-25, 2017
The specialist lifting event moves to Silverstone
Silverstone, Northamptonshire, UK
Tel: +44 (0)8448 155900
Fax: +44 (0)1295768223
Website: www.vertikaldays.net
E-Mail: info@vertikaldays.net

MARLBORO CRANE HIRE

JOHANNESBURG: TEL: 011 882 8301/2
SECUNDA: TEL: 017 834 8339
FAX: 011 882 8303
WEBSITE: WWW.MARLBOROCRANE.CO.ZA
- **CPHA** The only real voice in the hire industry
- **CPHA** Maintain a high standard of ethics
- **CPHA** Approved Conditions of Hire
- **CPHA** National Accredited Operator Training & Facilities approved by the Services SETA

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