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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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The views expressed in this publication do not necessarily reflect the values of the CPHA.
Joining the wheel loader line up is the all-new Volvo L350H, featuring up to 20% greater fuel efficiency than the previous model, a host of productivity improvements, and a striking new design.

L350H: THE FLAGSHIP WHEEL LOADER

The L350H launched at last year’s Las Vegas ConExpo. Babcock equipment business M D David Vaughan says the L350H, the successor to the L350F, is Volvo’s largest wheel loader and is the perfect partner for the bigger Volvo A40, A45 and A60 articulated haulers. The L350H is expected to be used in both mining and quarrying applications.

The L350H is the flagship of Volvo’s larger wheel loader range which includes the L150H, L180H and L220H. Volvo CE is best known the articulated hauler for the mining and quarrying business says Vaughan. “Since this product was launched in the 1960s it has become iconic for Volvo. It is interesting that the wheel loaders goes back even further to the 1950s, so there is a vast experience behind the current product line.”

THE L350H IS VOLVO CONSTRUCTION Equipment's largest wheel loader, ready to tackle a range of applications, from mining and quarrying to heavy infrastructure. Built on the success of its forerunner – the L350F launched more than 10 years ago – Volvo introduces the redesigned L350H, featuring the latest innovative technology.

UP TO 5% MORE PRODUCTIVITY

Offering the perfect combination of power and control, the L350H is built to boost productivity. The new generation load sensing hydraulics have been designed to enhance the responsiveness of attachments and reduce cycle times, by improving the lifting and lowering speed of the boom.

Designed to complement the machine’s performance is a comprehensive portfolio of Volvo attachments. Matched by size and design to the L350H parameters – including link-arm geometry, and breakout and lifting forces – the range has been purpose-built for use in applications such as face loading, heavy-duty block handling and log handling. Customers can also have their attachment custom built to suit their specific requirements.

The new Volvo Rock bucket boasts a longer floor and has an optimized radius, for easier filling, resulting in up to 15% more productivity. In addition, the long boom configuration enables the loading of a 65 tonne (70 ton) truck in no more than six passes.

For high lifting force and maximum stability in block handling applications, the L350H come with two kit variants – standard or heavy duty – and a range of robust Volvo attachments, including block forks, breaker tine and clearing rakes.

The new Volvo Rehandling bucket, has a capacity of 10.7 m³ (14 yd³), delivers up to

<table>
<thead>
<tr>
<th>Model</th>
<th>L350H</th>
</tr>
</thead>
<tbody>
<tr>
<td>Engine</td>
<td>D16E</td>
</tr>
<tr>
<td>Max. power at</td>
<td>1,700-1,800 rpm</td>
</tr>
<tr>
<td>SAE J1995 gross</td>
<td>397 kW</td>
</tr>
<tr>
<td>ISO 9249, SAEJ1349 net</td>
<td>394 kW</td>
</tr>
<tr>
<td>Breakout force**</td>
<td>472.8 kN</td>
</tr>
<tr>
<td>Static tipping load at full turn</td>
<td>34,780 kg</td>
</tr>
<tr>
<td>Bucket capacity</td>
<td>6.2-12.7 m³</td>
</tr>
<tr>
<td>Log grapples</td>
<td>5.5-6.3 m²</td>
</tr>
<tr>
<td>Operating weight</td>
<td>50.0-54.0 t</td>
</tr>
<tr>
<td>Tires</td>
<td>35/65 R33 L5K</td>
</tr>
</tbody>
</table>
5% greater productivity. The bucket has been redesigned with convex sides and an improved spill guard, for easier filling and reduced spillage. To enhance productivity and absorb shocks, the Boom Suspension System can be optionally integrated. The system engages automatically, depending on gear and speed.

**20% IMPROVEMENT IN FUEL EFFICIENCY**

The L350H is also equipped with intelligent technology, dedicated to reducing fuel consumption. With easier to fill buckets, more material can be moved with less fuel and the fluid flow during lowering and dumping operations has been reduced, to save hydraulic pump power for other functions.

Fitted with a powerful D16 Volvo engine, which delivers high torque at low rpm, the L350H can also be integrated with auto engine shut down, which turns off the machine during prolonged periods of idle. The flag ship wheel loader also features an eco-pedal – uniquely designed by Volvo – which encourages economical operation, applying a mechanical push-back force in response to excess use of the accelerator; enhancing overall fuel efficiency.

A **COMFORTABLE RIDE**

New from the inside out, the L350H has been built with operator comfort in mind. The industry-leading Volvo cab boasts minimal vibration levels and excellent visibility, thanks to a new rear-view camera and redesigned rear view mirrors. The cab has also been equipped with a new adjustable seat and features an upgraded Human Machine Interface – standard across all H-Series Volvo wheel loaders. Access to the cab is now easier and safer, thanks to smart placement of orange handrails and steps, as well as the ability to open the door with a remote control.

To reduce operator fatigue and promote easy operation, the L350H can be customized with a choice of three hydraulic modes, to suit the operator’s preferred responsiveness – soft, normal or active. Moreover, Comfort Drive Control (CDC) gives the operator the opportunity to steer the machine using a small lever, particularly effective for fast-paced truck loading operations.

**PRIMED TO PERFORM**

Designed with durability in mind, the L350H is built with a robust frame structure and a specially designed Z-bar lifting arm, which has double sealing on each of the pins. In addition, heavy-duty axles with fully floating shafts, planetary hub reduction and maintenance-free rear axle trunnion bearings help to increase the life of components.

To improve serviceability, daily routine checks have been made easier, thanks to engine side hood panels. In addition, essential maintenance points can be safely accessed using the surrounding walkway. Moreover, passive and auto regeneration automatically cleans the diesel particulate filter (DPF), without compromising machine performance.

To compliment machine performance and boost profitability, Volvo offers a range of services, such as machine monitoring, Genuine Volvo Parts, operator training and Volvo Site Simulation – to name a few.

The perfect partner for extreme production environments, the redesigned flagship Volvo L350H is the king of the pile.
BOBCAT EQUIPMENT SOUTH AFRICA STOCKS UP ON R18M WORTH OF SPARE PARTS

Fast-moving general-service parts are critical to customers' daily operations, and are needed on-hand immediately to avoid costly downtime. It is for this reason that Bobcat Equipment South Africa, part of the Goscor Group, holds a comprehensive spares stockholding of about R18 million.

The biggest range of spare parts stocked are fast-moving and general service parts, such as sparkplugs, filters, nuts and bolts, ground-engaging tools, wear parts, and cutting edges, among others. Bobcat Equipment South Africa National Parts Manager Deric Knox explains.

The bulk of the spares are stored at the company's central warehouse in Alrode, Gauteng. However, many of them are also available at the company's countrywide branch network. At branch level, spare parts holdings vary from R1 million to R5 million, depending on the size and stock movements of particular branches. All spare parts are sourced from Original Equipment Manufacturers as genuine Bobcat parts.

Bobcat's main global distribution centres are located in Germany and Dubai. Hence rand-dollar currency fluctuations have a significant impact on prices. “However, to the best of our ability we try to have measures in place to offset serious exchange-rate fluctuations and transport costs.” These measures allow the company to offer high-quality parts at cost-effective prices, which is of critical importance in the current challenging economic climate.

Additionally, margins on spare parts are kept as low as possible in order to increase the cost-competitiveness for customers. The company also carries a range of Bobcat attachments, including replacement bucket teeth and associated wear parts. Any spare parts that are needed and are not kept in general stock can be ordered as well, with a minimal downtime, Knox concludes.

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CONSTRUCTION

In-situ

The project was divided into three construction sections. Section 1 from Geneva Drive to Prima Avenue, Section 2 from Prima Avenue to Rontree Avenue and Section 3 from Rontree Avenue to Houghton Road.

In order to ensure more uniformity and better quality of the mix, a static mobile mixing plant was specified for production of the BSM.

PROPER RECIPE IS DECISIVE

Power Construction was appointed to carry out the construction of the works with Milling Techniks carrying out the production of the BSM using their Wirtgen KMA 200.

During construction, the stockpiled RA was sent for technical testing at BSM Laboratories in Durban. The design was carried out on three design options using the two dedicated stockpiles of materials from two sources which were created for the project by the City. The design options included:

- 100% Reclaimed Asphalt
- 100% Reclaimed Asphalt with 10% crusher dust
- 100% Reclaimed Asphalt with 25% G4 gravel material

Based on the results obtained, the most cost effective option to yield a BSM 1 was the 100% Reclaimed Asphalt mix design using 21% foamed bitumen with 1% cement.

The batching plant was set up at the Ndabeni Road and Stormwater depot in maitland. The depot provided sufficient space to establish the BSM 200 as well as allowing for the stockpiling of the unprocessed RA, screened RA and processed BSM. The specification called for crushing of the RA to remove the oversized fractions. An alternate proposal in the form of screening the material to minus 19 mm in place of crushing the material by the contractor was accepted provided the fines fraction (0.075 mm) met the specification of 4%. This was monitored for the duration of the project with a fines fraction of between 3% and 4% recorded. The screened RA was processed using the KMA to form a BSM 1 which was stockpiled for up to seven days at the depot.

In order to ensure an adequate quality of the BSM and consistency within the mixing process, Power Construction, Milling Techniks and Worley Parsons created a quality system tailored for the BSM production using the KMA. This was implemented to ensure the mix met the BSM 1 specification throughout the project. Once the BSM was produced, the material was either placed on site immediately or protected and stockpiled at the Ndabeni Depot.

BSM QUALITY CHECK BEFORE PAVING IS MANDATORY

The BSM was paved using a heavy duty tracked paver from Power Construction in two 100 mm thick layers in the same process.

The process used to get the required 100% Minimum Dry Density (MDD) compaction was as follows:

- Paving 100 mm thick BSM layer and
allowing for bulking of 30 to 40 mm

- Applying primary compacting using a 12 ton tandem drum roller
- Paving the second 100 mm thick BSM layer on to the lower half of the layer
- Applying primary compaction using a 12 ton tandem drum roller
- Applying final compaction using two pneumatic tire rollers (27 t PTR) until compaction was achieved.

Before starting with paving and compaction, a testing of the BSM was undertaken by Soillab who established a testing rig in accordance with the TG2, 2009 specification. Acceptance control was carried out on the Indirect Tensile Strength (ITS) and MDD taken from the batching plant and site samples.

The three sections identified were constructed using similar techniques, however in Section 1 and 3, the BSM was opened to traffic immediately after construction and in some cases 24 hours after construction.

PROJECT PROVIDES IMPORTANT INSIGHTS FOR COLD RECYCLING APPLICATIONS

The Camps Bay Drive rehabilitation project allowed for numerous lessons when dealing with BSM’s and more particularly 100 % RA BSM’s. The following lessons were learnt during the project:

- Static mobile mixing of BSM’s should be undertaken in the summer months in the Western Cape region due to the weather conditions. Low temperatures and high moisture contents result in a poorer quality product.
- An impact crusher should be used to crush the oversized RA. This may create more fines in the mix as well as reduce the need for stockpiling of the oversized RA
- Planning and training of the operators prior to the trial section is crucial as the product is not an asphalt material and different placement and compaction methods apply.
- The 100 RA BSM has voids within the mix and hence when inclement weather is eminent, the BSM should be sealed to prevent the ingress of water
- Cold recycling with foamed bitumen: top quality at reduced cost
- The following positives were established during the product when using the 100% BSM:
  - The design is very versatile and minor changes to the RA and mix design do not have a significant effect on the quality of the BSM
  - The material behaves extremely well under early trafficking
  - There is a large cost saving when using the 100% TA which amounted to approx. 2.95 Euro per m². This cost only includes the material cost saving and not additional traffic accommodation and time cost savings
  - The cost could be further reduced by producing the material closer to the site or mass producing the material as the greatest cost component of the BSM production is the haul of the RA and BSM to the site

Overall, the project was a major success. During the project, approximately 8,150 t of RA (4,200 m³) was processed using 165 t of bitumen and 78 t of cement. Using the RA within the pavement structure provides a much more cost effective and sustainable solution for the future with depleting aggregate resources.
MST backhoe loaders have been recognised as the most suitable machines for demanding work at all levels of Government including municipalities.

According to Desmond van Heerden of ELB Equipment, distributor of MST backhoe loaders in South Africa, the multipurpose capabilities of the MST backhoe loader combined with its high specification level, durability and national support network has contributed towards the popularity of the machine in the private sector and, more recently, its capabilities have boosted it to the front of the queue on the Government’s national tender process.

Having passed all the criteria for suitability, durability, pricing and local support with flying colours, the MST backhoe loader is now establishing itself as the defacto machine across all tiers of Government. And the reasons for its popularity are easy to see when looking at its value offering in the 8-ton and above machine range, plug-and-play hydraulics for accessories such as hammers, multi-purpose buckets, augers and more, as well as a full array of easy to use features – including a fully automatic transmission.

**STRONG MACHINE**

“It is big and powerful enough to be used on road projects, trenches, land clearing operations, excavations, cleaning operations and almost any other type of work that our Government departments and municipalities may need. Simultaneously, it is simple enough to be serviced and maintained internally if need be and offers a level of sophistication usually associated with considerably more expensive top-tier machines.”

“Yet, despite its high specification levels and heavyweight capabilities, the MST is priced among smaller, less well-equipped mid-tier machines. Furthermore, it is distributed and supported by our heavyweight South African supplier network, which means it can be procured, serviced and maintained properly across all corners of the country.”

“What’s more, MST machines are manufactured in Europe to the highest global quality standards and are carefully specified to meet tough African conditions. They also make use of some of the world’s best components including a 74.5kW Perkins Motor and easy-to-operate Powershift transmission,” says Desmond.

**SIMPLE TO OPERATE**

With 410Nm of useable torque the backhoe loader punches well above its weight for digging and loading operations, while its tier-three rated engine is similar to more expensive premium quality machines, is light on fuel with emissions far lower than accepted standards locally for construction equipment. It is also less sensitive on fuel quality requirements than complex common rail engine alternatives.

Its power combined with easy-to-operate features and a safe, modern cab contributes to improved efficiency; while its airconditioned, comfortable interior makes it a firm favorite among operators. This is further enhanced through ELB Equipment’s investment in operator familiarization training and assistance to get the best out of their machines. The company further invests in technical training of technician as well as entrenching health and safety best practices in Government workshops as part of its commitment to ensuring sustainable practices.

As a truly South African champion with roots that go back nearly 100 years in South Africa, ELB Equipment is also truly aware of the economic realities faced by some of the smaller municipalities and has even entered refurbishment and rebuilding programmes with some of these municipalities to give their equipment 2nd, 3rd and even 4th lives to ensure residents receive uninterrupted service.

**LOCAL FLAVOUR**

“We make it easy to deal with us and whether our equipment is being purchased by a Government entity or a private company, they are ensured of our utmost commitment to giving them the best possible equipment at a fair price and with service and support of the equipment that will last a lifetime.”

“Over more than ten years our MST backhoe loaders have represented the kind of versatility required by Government with easy and uncomplicated operation, reliability and low running costs. This has contributed to its success and continues to make it an ideal addition to the fleet of South African municipalities and government departments,” concludes Desmond.
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Mobilair Sales Manager
Cell: +27 (0) 60 528 2489
ronald.vanwyk@kaeser.com
THE B-BEE COMMISSION STARTS TO SHOW ITS TEETH AMIDST BACKGROUND OF REGULATORY UNCERTAINTY

The B-BBEE Commission announced in January 2018 that it made findings against a verification agency, SAB&T BEE Services (Pty) Ltd. It recommended remedial steps including the issuing of a public apology and the commissioning of an independent audit of all certificates issued by the agency for 2014 to 2016. The B-BBEE commission is an entity of the Department of Trade and Industry (dti). The commission aims to address fronting and introduces mechanisms to prevent it from happening.

However, Chris Rayner, Associate at Bravura, an independent investment banking firm specialising in corporate finance and structured solutions with specialist expertise in B-BBEE ownership transactions, points out that there remains uncertainty in understanding and managing the regulatory landscape under the B-BBEE Act. The second half of 2017 saw a number of material developments in South Africa’s BEE landscape, driven by an increasingly active regulator committed to investigating potential non-compliance and instances of fronting.

The most notable development occurred in August 2017, when the Commission released a public statement confirming that seventeen investigations were being undertaken into instances of non-compliance with the B-BBEE Act and potential fronting practices in relation to existing transactions.

The public nature of the announcement and high-profile companies included therein created enormous uncertainty in the market as to how market participants were to manage and handle such matters.

This was followed in October 2017 by the announcement of Sasol’s Khanyisa BEE scheme to shareholders, with the supporting circular noting significant differences in opinion with the Commissioner regarding the treatment of the Khanyisa Employee Share Option (ESOP) scheme. The B-BBEE Commission had raised concerns about Sasol’s entitlement to claim ownership points in respect of the proposed holding of shares by the Sasol Khanyisa ESOP trust based on the B-BBEE Commission’s interpretation of what constitutes ownership. As such, the Commission said that it would not recognise the holding of Sasol Shares by the Sasol Inzalo Foundation as eligible for ownership points. Sasol begged to differ with the Commission’s interpretation of what constitutes ownership, pointing out that the structure of the Sasol Khanyisa ESOP was materially no different to structures adopted by other South African corporates in their BEE ESOP schemes. Currently, the Commission is considering arguments put forward by Sasol, and the company has shown willingness to continue engagement with the Commission in this regard.

This was the most high-profile instance of a corporate publicly disagreeing with the Commission to-date.

These developments have served to foreground investor uncertainty regarding obligations under the Act and the rights of the Commission following the implementation of a particular transaction. Some key points to consider in navigating this uncertainty are discussed further below.

THE ACT’S REPORTING OBLIGATIONS ARE POST-CLOSING REQUIREMENTS

The most important distinction between the more widely-understood regulatory processes of the Competition Commission and the Takeover Regulation Panel, and those set out in the B-BBEE Act is that the B-BBEE Act provides for a registration requirement rather than a transaction approval requirement.

In other words, registration of B-BBEE transactions (where required) is performed only once the transaction is completed, all conditions precedent are fulfilled and the deal has become effective. The registration of the transaction with the B-BBEE Commission must take place within 15 days after the closing date. There is no pre-closing approval of transactions by the B-BBEE Commission. However, it is possible (and strongly encouraged under the B-BBEE Regulations) to approach the Commission for a non-binding advisory ruling. However, this remains non-binding and does therefore not provide absolute certainty.

THE “90-DAY REVIEW RULE”

The primary source of concern for corporates is that, although there is no pre-closing approval mechanism in the Act, a post-closing mechanism enables the Commissioner to take action on transactions.

The so-called “90-day Review Rule” provides the Commissioner with
a 90-day window period in which to advise the party which undertook the registration of “concerns about the transaction” as regards compliance with the Act. Thereafter, Regulation 18(4) of the Act goes on to place an obligation on that party to “take steps to remedy the transaction” within a reasonable period following such notice from the Commission.

This is highly problematic from a commercial perspective, as the Commissioner has in effect a post-closing right to oblige the parties to restructure, amend or even unwind the transaction. Despite this, such right may be considered to have limited practical application given that there are no direct consequences where such remedies are not implemented by the registering party. The Commission is then left with its rights to appeal to a court process to seek such remedies.

Notably, Regulation 18(3) places no obligation on the Commissioner to approve or otherwise communicate with the registering party (other than providing notice of the registration itself), thus the practical scenario could be interpreted as no news is good news.

However, the Commission is entitled to its rights under section 13P(1)(d) of the Act, which empowers the Commission to investigate transactions on its own initiative and to apply the provisions of section 13(4) to “institute proceedings in a court to restrain any breach of this Act, including any fronting practice, or to obtain appropriate remedial relief.”

The Commissioner therefore has a perpetual right of investigation but must work through the court system to seek remedy. This is different to the 90-day period, in which the Commissioner does not need to follow a court process.

VALIDITY OF ISSUED B-BBEE CERTIFICATES

At the heart of the matter is clearly the actual B-BBEE position of the measured entity at hand. The document of record is the B-BBEE Certificate itself and, when issued by the respective verification agent, establishes the basis on which the entity is able to present is relevant B-BBEE compliance status.

As noted above, the registration process and the powers of the Commission do not imply a tacit approval of the transaction. Whilst the Commission retains its rights ad infinitum to apply to court to seek remedies at any time, the B-BBEE Commission does not have the right to summarily cancel the B-BBEE Certificate itself. This is an important concept as, until such time as the Commission has completed the relevant court process, it would seem that the B-BBEE Certificate remains valid.

MANAGING TRANSACTION RISK

Many transaction structures require a specific B-BBEE level to be achieved as a condition of the deal. Although a ratings agent may provide such a certificate before registration of the transaction with the Commissioner, the 90-day rule can result in potentially significant post-closing challenges.

In complex transactions such as those where external funding parties have approved credit lines based on the entity achieving a certain B-BBEE level, it would be advisable to work with well-established B-BBEE ratings agencies, and legal and corporate finance advisors who are experienced in B-BBEE transactions and who can highlight potential issues at an early stage. In addition, a non-binding advisory ruling from the B-BBEE Commission could assist with the process.

CONCLUSION

The bottom line is that fronting is a criminal offence and one which the Commission, as underscored by its recent actions, is committed to rooting out. When undertaking transactions, corporates are advised to take cognisance of the 90-day rule. Besides ensuring that the transaction has been impeccably structured, additional scenarios should be planned and professional advice sought, in order to navigate the transaction-closing challenges that exist under the new regulatory environment.
NEW, IMPROVED KOMATSU PARTS DISTRIBUTION CENTRE (PDC) UP AND RUNNING

The 22,000m² facility is more than 20% larger than its predecessor, and incorporates best practice in warehouse design taken from operations in Japan, Europe and Australia.

“The team endeavoured to make the transition as seamless as possible to ensure that our customers experienced minimal impact,” says Senior Manager National Warehousing and Logistics Jean Barclay, explaining that employees have been on an exponential learning curve, upskilling their knowledge of the new Global Warehouse Management System, advanced material handling technology and safe, world-class processes.

“Every effort is being made to improve daily on the supply of parts to our branch and customer network. Although we are achieving reasonable levels of supply (90% of daily orders), we aim to realise a ‘next morning delivery’ rate of at least 98% every day. The management team and staff are monitoring progress daily so that we can reach this target and stabilise our supply chain in the shortest time possible.”

Floor space is maximised with the use of high-level combination turret trucks, enabling components to be stored and accessed at a height of up to eight meters. At the same time, ‘supermarket’ techniques are employed to keep fast-moving items at eye level to keep picking cycle times to an absolute minimum.

“The overriding priority from day one has been to provide a safe working environment for our team,” says Parts General Manager Joe Ferreira, adding that six key staff members will soon go abroad to gain international exposure to Komatsu warehousing systems.

**FAST FACTS**

- The warehouse floor is an example of excellence in engineering design, innovation and precision. The entire floor is based on a post-tensioned cabling system that makes use of 132 kilometers of steel cable
- It has the distinction of being the largest seamless floor in South Africa
- The structure rises 13 meters from floor to eaves
- Features semi-automated turret trucks enabling safe, accurate access to the highest points in the racking area.
DUR365UZ
Cordless Grass Trimmer
Standard with blade
Part No. 969299

Blade Dia: 190mm
Max Cutting Capacity:
At 0°: 65mm
At 45°: 49mm
No Load Speed:
4,800 r/min

N5900B
Corded Circular Saw
Standard with blade
Part No. A-99886

Blade Dia: 235mm
Bore Size: 30mm
Max Cutting Capacity:
At 0°: 65mm
At 45°: 60mm
At 50°: 53mm
No Load Speed:
4,100 r/min

EA4301F45C
Petrol Chain Saw 42.4cc

Standard Guide Bar: 450mm
Chain Blade: Pitch: 3/8" - 3/8"
Gauge: 0.050"
Displacement: 42.4ml
Engine Power: 2.9kW
Fuel Mixture: 50:1
Fuel Tank: 0.48L
Chain Oil Tank: 0.28L

DHS710Z
Cordless Circular Saw
Standard with blade
Part No. B-02999

Blade Dia: 190mm
Max Cutting Capacity:
At 0°: 65mm
At 45°: 49mm
No Load Speed:
4,800 r/min

DUC4000Z
Cordless Chain Saw

Chain Speed: 20m/s
Cutting Length: 400mm
Chain Blade Pitch: 3/8"
Chain Blade Gauge: 1.3mm / 1.1mm

RBC413U
Petrol Brush Cutter
Standard with Nylon Cutting Head

Displacement: 40.2ml
Engine Power: 1.40kW / 2.0PS
Fuel Mixture: 25:1
Fuel Tank: 1.1L
Spindle Size: M10 x 1.25LH

Petrol Brush Cutter
Standard with Nylon Cutting Head

Displacement: 40.2ml
Engine Power: 1.40kW / 2.0PS
Fuel Mixture: 25:1
Fuel Tank: 1.1L
Spindle Size: M10 x 1.25LH

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UPLIFTING LOCAL INDUSTRY: KELMEG’S DEDICATION TO INNOVATION, QUALITY AND CUSTOMER SERVICE

Lifting and rigging is a fundamental industrial activity, using a wide range of products throughout all industry sectors.

Kelmeg Lifting Services (KLS), founded in 1991, is a leading specialist in manufacturing and supplying equipment for lifting, rigging and lashing. With a proud 26-year track record, the company has grown into a thriving operation. Its portfolio of products is marketed throughout South Africa via an established distribution network.

KLS General Manager Rodney Young and his team are extremely passionate about the lifting industry and their company; which, in 2016, became part of Bidvest Commercial Products division when the holding company Brandcorp was purchased.

Innovation is a pivotal focal area for KLS, and has been crucial to its continued success. Young explains that every year they invest substantially in research and development (R&D) to further improve their product offering - and to develop new lifting, rigging and lashing solutions in response to customer requirements.

An example of Kelmeg’s current new product research is analysing ways in which to monitor the physical location of lifting equipment. “Traceability is a vital aspect of supply chain management, and we are therefore evaluating solutions which will assist in simplifying this requirement,” he explains.

There is no sector of industry that does not need to lift, rig or lash at some stage. Kelmeg therefore continues to look beyond the industries it traditionally services, to explore further opportunities where the company could be of service.

While KLS manufactures and supplies standard ranges of products, it is also able to provide customers with solutions which are tailored to their specific requirements.

“In addition, we can consult on the particular requirements of the specific lifting equipment or tackle. Furthermore, as we manufacture locally at our East Rand facility, our lead times are very short,” he adds.

“Another advantage of this is that we are able to maintain close control over all aspects of manufacturing and quality,” he continues.

“We are ISO 9001:2008 certified and manufacture according to the SANS 94/1 2003 and SANS 94/2 2003 standards,” he comments. KLS employs both qualified Lifting Machinery Inspectors (LMIs) and trained Lifting Tackle Inspectors (LTIs).

“These LMI qualifications are also recognised by the Engineering Council of South Africa (ECSA),” he says.

Quality and customer service is a vital consideration in industry sectors when there are major scheduled maintenance events – for example at oil and gas refineries or power stations. Kelmeg supplies large quantities of lifting, rigging and lashing equipment to the subcontractors involved in these projects.

“We are very proactive in our approach to these opportunities, and work hard to ensure the successful completion of these crucially important maintenance events,” he continues.

“No matter what our customers’ lifting, rigging or lashing requirements are – we are always able to provide them with the best solution,” he concludes.

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CASE SHOWS ITS 360° APPROACH FOR CONSTRUCTION BUSINESSES AT INTERMAT 2018

CASE Construction Equipment will show its full line of equipment and services for the construction industry at the Intermat 2018 exhibition. The stand will reflect the brand's 360-degree approach to providing customers in each segment business solutions with equipment and services tailored to the requirements of their mission.

A PRODUCT OFFERING FOR EVERY MISSION

The display on the stand will be organised to highlight the brand's full product offering for the Road Building, Urban Construction, Recycling and Quarry segments, and will include vehicles for the construction industry of sister brands IVECO and IVECO Astra.

The equipment on display at this edition of Intermat will reflect the brand's heavy investment in product development and new technologies, as the majority of the models on the stand have been launched in the last 12 months. They include the CX750D crawler excavator, the largest and most powerful machine in the CASE range, and the C-Series mini excavators, an entirely new design introduced last year; and the skid steer and compact track loaders, which were significantly upgraded last year with a further increase in their horsepower.

An area of the stand will be dedicated to CASE wheel loaders, which will be celebrating their 60th Anniversary. This important milestone marks the brand's long history of innovation culminating in the exceptional G-Series wheel loader, honoured with the prestigious 2017 Good Design™ Award for design excellence, which will have pride of place in the display.

CASE will once again apply its hands-on approach to the exhibition, taking advantage of its CASE Customer Centre Paris to offer visitors the opportunity to experience first hand the performance of its equipment. A shuttle service will be available, with transfers to and from Intermat every half hour, so that visitors will be able to test drive the latest models in real jobsite conditions with the support of CASE expert operators. No booking will be required and details on the schedule and departure point of the shuttle will be available at the information desk.

360-DEGREE SERVICES

The stand will feature an area dedicated to CASE SiteSolutions, the services and technologies designed to complement the brand's equipment. In this area, visitors will be able to learn about CASE SiteWatch™ telematics and CASE SiteControl machine control solutions that help fleet and site managers optimize machine operation, usage and maintenance.

A high level of parts and technical service is a key element of the brand's complete solutions for construction businesses. The Parts and Service team will present new solutions to help customers reduce their Total Cost of Ownership.

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**ALL IT TAKES!**
The team will be available to explain CASE’s complete line of Extended Warranty and Maintenance plan solutions tailored to match the customers’ needs. With these solutions, customers are able to focus on their operations in the knowledge that their equipment is covered by the warranty and that maintenance is planned to keep it operating at its best with maximum uptime.

They will present new products such as the new Maintenance Kit for excavators, which offers a saving of up to 15% on the total value of the included parts; the SmartFit® patented tooth system featuring hammerless fastener technology, which improves machine performance with teeth that stay sharper longer and penetrate deeper; and a new range of seat covers that combine functionality and style: Premium for customers whose priority is an easy-to-clean, waterproof cover, and Comfort, which is made of a resistant Simileio and Microfibre fabric.

The CNH Industrial Capital team will be on the stand to explain all the ways the brand is able to support customers in partnership with its dealers, providing tailored financing packages.

**DISCOVER THE CASE WORLD AT INTERMAT 2018**

The CASE stand will offer visitors different ways of interacting with the brand. They will be able to put to the test their abilities at the controls of a CASE excavator by taking part in the Driving Simulator Contest. A prize will be awarded to the two best performances every day of the Intermat show.

The CASE Shop on the stand will offer the latest collections of work and leisure apparel and new branded items. The new line of workwear bearing the CASE slogan “Experts for the real world since 1842” will make its debut at the show together with new T-shirts and leisure wear, as well as a variety of useful branded items. Children will also be catered for, with the brand new plush skid steer loader and toy models.

Guests on the stand will also be able to enjoy the entertaining shows of the acrobatic dancers that have become a popular feature on CASE exhibition stands at the major shows. The dancers will integrate the machines in their choreography, highlighting the key areas of interest of the brand’s display.

Visitors will be able to extend their CASE experience beyond Intermat by booking their place on any of the Road Show events it is planning throughout the year across Europe, Africa and the Middle East, where they will have the opportunity to operate equipment in real jobsite conditions and discover all its advantages with the assistance of CASE expert operators.
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