

# Bomag Paver proves its worth for Black Base Surfacing

**Someone once said that ambition is the path to success, and persistence is the vehicle you arrive in.**

Both ambition and persistence apply to Carel Jacobs and his young asphalt paving company but he has added an advantage in buying the correct equipment from a reputable original equipment manufacturer (OEM) so that he can hit the ground running when tasked with major paving contracts.

Carel had by his own admission, some 13 years' experience in asphalt surfacing and applications under his belt when he and his wife, Charlotte, started Black Base Surfacing CC in 2014.

"I had worked for other contractors in and around Pretoria but had always had the hankering to be self-

employed," he says. "Charlotte and I decided 2014 was the time to embark on our own and our core focus has been working for larger contractors and for the present, paving low volume roads in and around Pretoria and parts of the Limpopo and Mpumalanga Provinces."

Should the need arise the company can also apply 'prime' to the base and road rehabilitation, i.e. crack sealing and patch repair, prior to asphalt taking place.

Carel is at pains to point out that when a customer realises that a sales representative from an original equipment manufacturer and supplier appreciates a customer's business challenges, it goes a long way to establishing a mutually beneficial business relationship. "Danie Opperman and Edwin Zeeman (Bell/Bomag Training) instinctively knew what our needs were and did everything in their power to assist us with the correct



*Bell Sales Representative, Danie Opperman (left), with Carel Jacobs of Black Base Surfacing.*



information ranging from technical specifications to financing options," he adds.

"You could say that our persistence with quality workmanship paid off as we keep getting new and repeat business," Carel says. "We recently realised that we needed to acquire our own paver to not only offer our present clients a more complete service but to be properly equipped when we land larger contracts such as paving longer sections of major roads."

Carel turned to Bell Equipment when selecting the Bomag BF800P Paver. The machine was delivered in April 2017 and according to Carel, the young company has taken a big step up in its service offering to larger contractors.

"The Bomag BF800P Paver has set the benchmark for this type of equipment in our industry and we're so pleased that we have made the investment as this is simply the best machine for the tasks at hand," he says. "It is well designed and efficient, and the feedback we've had from our clients on the quality of work we're now able to deliver is encouraging to say the least."

Black Base Surfacing's operators took to the Bomag BF800P Paver with ease after some initial conversion training by Bell Equipment's Edwin Zeeman. The machine's design capacity is easily achieved and to date Carel has overseen surface areas of 3 200 square metres in a day paved and believes this will shortly be exceeded once larger contracts are awarded.

Due to Bell Equipment's wide service footprint across Southern Africa, servicing of his Bell distributed equipment is not a concern as this is all done under warranty. Carel has signed a service contract with Bell Equipment, which would guarantee his equipment is well maintained, and goes a long way to favourable trade-in values when replacing such equipment due to having a full service history from its OEM.

"I'd like to think our company's road ahead is paved in yellow as we have the support of an OEM who appreciates our business and can back this with superior products in Bell and Bomag equipment," he says with a smile.

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