

Bell TLBs are the machine of choice for CX Tippers & Diggers

Most owners of plant hire companies will tell you that a happy machine operator is a good operator. But how much influence does the operator have over the choice of yellow machines his employer should be buying?

This is a question we asked of Danie Terblanche who, with his father Demerius, owns CX Tippers & Diggers in the picturesque town of Knysna. The company has been in Terblanche hands for many years since being founded by Danie's grandfather, Danie Terblanche Snr, as DJ Transport in 1950.

"We are known for the fact that all our operators are experienced and dedicated, and two in particular have been digger operators for 35 years," Danie Terblanche says. "But to answer your question, when we ask our Tractor Loader Backhoe (TLB) operators what machine they prefer working with, they will always say our Bell Equipment TLBs."

The company owns four of these workhorses starting with a Bell 315SE TLB that now boasts more than 11 000 hours of service since being acquired in 2004.

"Our business revolves around plant hire, some construction, earthworks and demolitions, and for this our fleet of Bell TLBs has an invaluable role to play," Danie adds. "We also do work for farmers on their roads, irrigation canals and dams, and have long-standing customers who have supported us over time."

Danie is adamant that the combination of a reliable fleet of earthmoving equipment and experienced operators makes new and return business sustainable and that is why CX Tippers & Diggers have invested in multiples of Bell TLB's over the years.

"We happily bought two Bell 315SG machines in 2006, on the strength of the first Bell 315SE TLB's performance," he says. "Due to us often working in sand

here at the coast, and because our terrain is generally very hilly, our Bell TLBs are all 4x4 models."

A fourth machine, a Bell 315SK 4x4 TLB was delivered in 2013 and has delivered 2 000 billable hours a year since its arrival.

"Our Bell TLBs are used in a variety of roles such as digging trenches for Telkom cables and irrigation pipes on farms, excavations for foundations of new buildings and houses, demolition of old buildings, landscaping and site clearing, and loading of building material such as sand and aggregates," Danie adds. "In many cases we find that clients are happy to wait until a specific operator and his Bell TLB are available as they know that this combination offers value for money."

"Another factor that plays a big role in us staying with Bell Equipment is the solid back-up service and excellent parts availability we enjoy from Bell Equipment's

Customer Service Centre in George. On the odd occasion that they do not have a particular part in stock, Thys Bester in the Parts Department makes a plan to reduce our machine downtime to a minimum."

Danie proudly tell us about one of the 2006 model Bell 315SG TLBs, which recently had its engine and transmission overhauled after 13 000 hours of service and had its axles replaced. This machine is now like new and delivering high mechanical availabilities with high demand for plant hire.

"We work mostly on wet rates," Danie says. "On average, our Bell TLBs will use about 50 litres of diesel a day and that translates to around 5,5 litres an hour, which pleases our customers and us."

"We're the first to admit that our operators sell our business but they could not do that were it not for our fleet of reliable yellow machines such as we have in our Bell TLBs."



Team Leader of Bell Equipment's George Customer Service Centre, Koos Matthee, with Bell Equipment Sales Representative, Fiona Johnson and Co-owner of CX Tippers & Diggers, Danie Terblanche.