

# Makgotamishe Holdings is mad about its maroon Bell machines

**Yellow machines are generally yellow or various shades of yellow – right? Well yes, unless they're maroon and really stand out from the crowd.**

And as stand out as their choice of colour may be, so the owners of the maroon coloured earthmoving equipment in Gauteng are standing out as top achievers in their related fields of civil construction.

Brothers Petrus and Tshepo Mashigo were keen to follow in their father David's footsteps in construction. David Mashigo had started his business in 1983 and while working mainly as a sub-contractor to large construction companies, he did it so well that work assignments saw him plying his trade around Johannesburg, Pretoria and Krugersdorp as well as to Bloemfontein and Mpumalanga. Petrus and Tshepo joined David in the business after qualifying as a fitter and turner and civil engineer respectively.

"When our father, David, retired in 2007 we took the opportunity to continue working in construction but this time under our own banner," Petrus Mashigo says. "To honour our great-grandfather Makgotamishe Mashigo, we named the company after him."

The company's growth has been steady with civil construction, installation of services like water and sewerage, and road rehabilitation making up the core business. Makgotamishe Holdings has diversified into several divisions such as plant hire, consulting, electrical, manufacturing of roof trusses, and civil and building construction.

"When we first started we had to hire in yellow machines for work on especially our larger civil construction sites," Petrus explains. "While it was handy, it also ate away at our profit margins and we decided that we'd have to make a plan to buy our own machines."

The brothers' plan involved approaching the Department of Trade and Industry (DTI) and, with its help, they were able to buy their first Bell 315SG 4x4 Tractor Loader Backhoe (TLB) in 2008.

"We chose a Bell 315SG TLB for a variety of reasons," Petrus says. "We had experience of a similar Bell machine when we had hired them in but speaking to people in the business, everyone spoke highly of the Bell TLB's efficiencies, solid mechanical availabilities and good fuel consumption – all factors which customers felt were brought about by Bell Equipment's legendary backup service."

Makgotamishe's first Bell TLB is still in daily use and with well over 6 000 hours on its clock, sees extensive service in sewer construction, trenching and backfilling as well as loading material onto trucks.

"When we bought our first Bell 315SG TLB, my brother Tshepo, ever the creative thinker, thought that this and our future fleet of plant would stand out more if the machines were painted in our primary corporate colour, which is maroon," Petrus adds. "And so it has happened that all our machines bought from Bell Equipment are painted in what we believe is a distinctive colour, which makes them much more noticeable. We've also been advised by Bell Equipment that to save money, future new machines should be painted in the factory and we have every intention of following that advice."

The Makgotamishe Group has made rapid strides up the Construction Industry Development Board (CIDB) ratings ladder and now boasts a rating of 9. This has led to an ever-increasing stream of work, which necessitates more earthmoving equipment. In 2008, the Group bought their first Bomag Roller, a Bomag BW90AD-5 Tandem Vibratory Roller.

In 2012, with more roads and services projects on the books, they added a Bell 670G Grader, two Bell 315SG 4x4 TLBs, a Bell HD1430 Excavator and a Bomag BW212 PD40 Padfoot Roller.



In 2014, a Bell HX310 Excavator, two Bell 315SK TLBs and a Bell L1806E Wheeled Loader were added to the fleet. "All our divisions hire the machines from the plant hire division and when possible we do some external hiring as well, which provides a good income for us," Petrus says. "Although we buy all our machines with standard warranties, the fact that Bell Equipment services our fleet while under warranty lays a good foundation in preventative maintenance, which we continue with once warranties have lapsed. All our operators are sensitive to preventative and scheduled maintenance and work closely with our administrative staff on fleet management."

"Having an original equipment manufacturer such as Bell Equipment makes one realise the value of long-term relationships in this competitive industry," Petrus says. "We've built good relationships with the likes of our Sales Representative, Aaron Sibiya, and the Workshop Foreman at Bell Jet Park, Mzwakhe Ndluli, who takes our calls day or night and responds accordingly with service. We appreciate that these gentlemen understand our business."

Heading up the plant hire division, Petrus is close to especially the Bell Equipment-backed fleet. He believes that should a machine be well maintained, it can earn an income for years beyond its design capacity.

"I see future expansion in our road rehabilitation and construction services and 'nice to have' machines would include a Bomag Asphalt Recycler, Bomag Paver and a Finlay Mobile Screen or Crusher but before then we would need to grow a bit more," he smiles. "We're happy to say though that despite the depressed state of the economy, we in 2016 still added more machines from Bell Equipment in another Bell 670G Grader, four Bell 315SK 4x4 TLBs and a Bomag BW212 D-40 Smooth Drum Roller, which we believe shows our faith in the brand and its service."



Aaron Sibiya (left) Bell Sales Representative with Petrus Mashigo, Director of Makgotamishe Holdings.

