

Free State business invests in new Finlay fleet

Bethlehem Sand & Klip is a business that is situated in the heart of the picturesque Eastern Free State. The owner of the business Strauss Landmann, a self-confessed son of the soil, has for years been mining and supplying sand and stone from there and doing plant hire as well. He knows his market and he knows his fleet of earthmoving equipment, a large part of which is manufactured, sold and maintained by Bell Equipment.

So it was understandably, music to Strauss Landmann's ears that Bell Equipment had obtained the licence to distribute and maintain Finlay screening and crushing equipment as he had been associated with the brand for many years.

"We've owned Finlay screens and crushers before and I got to know Wikus Kleynhans, the Territory Manager for Finlay equipment, really well," says Strauss. "Wikus knows the product range like the back of his hand and has over the years, offered sound advice when we needed to buy screens and crushers suited to our purposes and production areas."

"When we therefore decided to invest in new Finlay equipment in 2014, we had no hesitation in contacting Wikus at Bell Equipment. Our immediate thoughts were to first buy a Finlay 683+ Screen and later a Finlay J-1160 Jaw Crusher and to use both in the quarry where we extract our stone aggregate."

The company distributes plaster, building and river sand, stone aggregate for concrete, crusher dust and fill material all over the Eastern Free State with plant hire offered in the Free State, Northern KwaZulu-Natal and parts of Mpumalanga.

Bethlehem Sand & Klip took delivery of a new Finlay 683+ Screen in July 2014 and a month later, in August, a Finlay J-1160 Jaw Crusher was delivered to their Bethlehem premises.

"Not that this equipment sat in our yard for long as we had almost immediate demand for it to be used on a plant hire basis," Strauss says with a smile. "The best laid plans of mice and men went out the window when first the Finlay 683+ Screen was whisked off to process

coking coal at a multinational company's iron and steel plant and then the J-1160 Jaw Crusher was off to the construction site of a power station project where it is used to reduce building rubble to fill material."

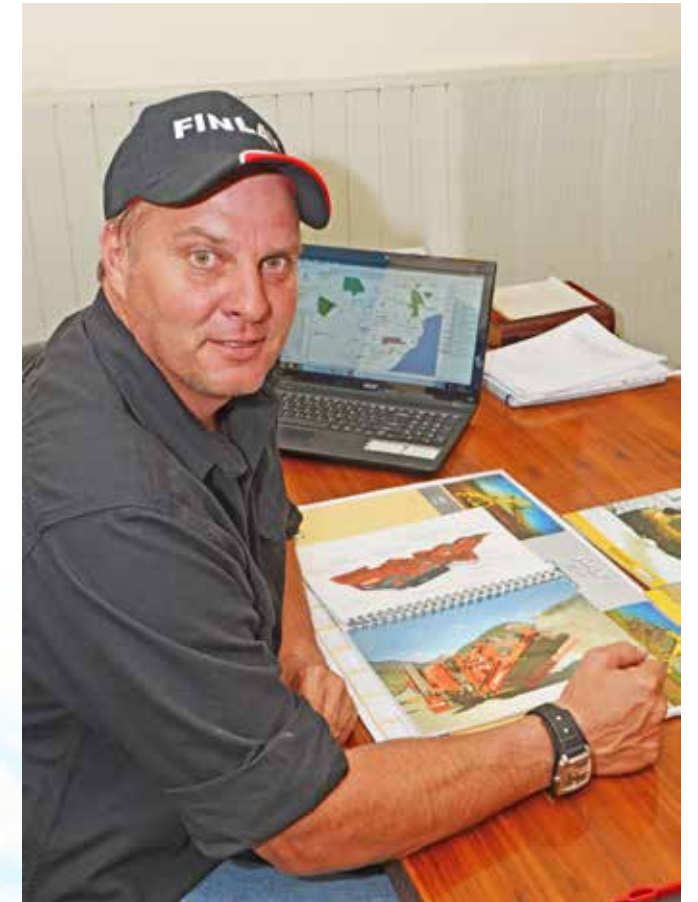
"We were confident in buying the Finlay 683+ Screen as we had owned an older Finlay 663 model previously," Strauss explains. "That machine had worked well for us on a plant hire contract processing aggregate at a quarry near Bloemfontein."

Strauss emphasizes the care taken to ensure that even when the machines are used on plant hire, the maintenance schedules are adhered to. "I'd say that especially when our machines work in plant hire, we don't stray from maintenance schedules because this helps to maximise the uptime and keeps our clients happy as they feel they pay for the hire of new machines that just don't break down," he adds. "Knowing now that our machines can be attended to by technicians from Bell Equipment working out of the wide footprint the company has, fills us with more assurance, no matter how far from our base the equipment is situated."

He also emphasizes the advantage that preventative maintenance brings to longevity of equipment.

Reading the demands of his own company's needs coupled to that of his clients in plant hire, Strauss is planning to possibly introduce a new Finlay C-1540 Cone Crusher to his fleet in the near future. "Again, I concede that this is good advice obtained from Wikus Kleynhans to complement our crushing and screening fleet, whereby we could have a Finlay J-1160 Jaw Crusher, feeding a Finlay C-1540 Cone Crusher with crushed product going on to the Finlay 683+ Screen," he says.

"We feel that with this equipment in our fleet, transported by our own low-bed and Bell Equipment's proven technical back-up, we can move mountains."



Strauss Landmann, owner of Bethlehem Sand & Klip, gets to grips with the Finlay catalogue.

