

# Bell Equipment at Steinexpo 2017: New performance class established

*The 10th International Quarry Show Steinexpo 2017, held at the end of August, was once again a record-setting event.*

In addition to the reported 54 000 visitors who flocked to Europe's largest basalt quarry over the four days, Steinexpo 2017 will be remembered by ADT experts for the first official live encounter of the two new 60-ton ADTs in the show's demonstration area. For Bell Equipment, entering the

'Heavyweight World Championship' ring with its B60E alongside the A60H was an opportunity to clearly show the conceptual differences between the two and establish the principle that flexible mega-haulers are a new performance class for mining and quarrying.

Since its founding in 2000, Bell Equipment Germany has been a regular participant at Steinexpo, which is held every three years in Nieder-Ofleiden, just 30 kilometres from the company's German headquarters in Alsfeld. "Over the years we have clearly benefited from the exposure Steinexpo has

given us to the quarrying industry. It has helped us to communicate our message that our trucks are not only for 'soft' earthmoving but also for tough mining applications," says Andreas Heinrich, MD of Bell Germany. "In Central Europe quarrying transport was traditionally dominated by rigid haulers in the 60 to 80 ton classes. When we introduced our B50D over a decade ago, we broke that rule. It started as a small market niche, but has continued to grow and brought us the reputation as the '6x6 quarrying specialists', which also impacted the acceptance of our smaller trucks."

The Bell range of eight ADT models, ranging from 18 to 55 ton payloads, was showcased with the B30E, B40E and B60E. "The diversity of our ADT technology is very

important for our dealers to enable them to promote their system solutions across all sectors of earthmoving and quarrying. However, interactions with local and international visitors at the show clearly demonstrated that our new E-series ADTs - with a competitive solution for all size classes - are attracting customers from the construction industry too."

## Heavyweight World Championship

Most impressive was the live demonstration of the Bell flagship B60E. In the Steinexpo choreography with large wheel loaders and excavators loading blasted stone, narrow turns,

accelerations under load and tipping action, the main advantages of the Bell B60E became obvious.



Bell Germany Sales Manager, Alexander Schwarzkopf, leads visitors through the company's live demonstrations.



Bell Equipment's 60-tonner proved its full compatibility to common loading tools in quarries.

The Bell B60E clearly demonstrated how well it can complement existing rigid fleets as well as increase the productivity of 6x6 trucks. The B60E, with its two-axle 4x4 capability and proven ADT-technology drawn from more than a decade of 50-ton experience, proved highly capable of adapting to loading and discharge equipment in mining and quarrying. The 4x4 B60E, with its low net weight (42,5t) and a highly efficient drive train, consumes significantly less diesel than 60-ton rigid trucks. Experience also shows that the Bell B60E provides a lower cost per tonne solution than 40 ton ADTs.

With its 35m<sup>3</sup> rock-type bin, which is close to square, the Bell 4x4 is ideally suited to standard quarry loading tools such as face shovels, and provides a better heap characteristic for typical coarse material than traditional long

V-shaped 6x6-bodies. At narrow loading sites the 4x4 tends to be more agile and, very importantly, tyre scuff is negligible when compared to 6x6 ADTs. Full traction and safe braking is guaranteed through the large oscillation joint which keeps all wheels on the ground in undulating conditions. This means that the B60E is significantly more tolerant of reduced haul-road maintenance than rigid dump truck operations. Like all Bell-ADTs, the B60E provides an automatic retarder function on all wheels, which guarantees safe operation in all seasons and weather conditions. The rigid-type twin tyres on the suspended rear 70-ton-axle ensure high load capacity (rated payload: 55t).

**Accepted concept**

“We were pleased to participate at this ‘Heavyweight World Championship’, as some visitors

have characterised the Steinexpo demo,” says Andreas Heinrich. “In the discussions after the demonstrations it became obvious that the concepts of both leading ADT suppliers have already established the 60-tonners as a new performance class in the hauling segment.”

An indication of this is that only one year after its introduction the Bell B60E is proving itself in many large and medium-sized quarrying companies. “The intense interest at the product launch has been replaced with real demand. The integration of 60-ton ADTs is becoming more and more accepted as a viable option in upcoming extension projects. As a consequence, we certainly have to adjust our initially conservative 2017 forecasts for next year.”



Members of Bell Equipment's Board of Directors visited Steinexpo on the occasion of the opening of the company's new European Logistics Centre in nearby Alsfeld.



The Bell B60E was one of the highlights of Steinexpo's live demonstrations.