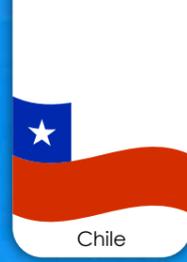


Bell B50Es are up to the task for EXCON in Chile



A tour through Bell Equipment's factory in South Africa is a watershed moment for many international visitors. Perceptions of what to expect from an African manufacturer are no match for the world-class facility, passionate staff and warm hospitality that greets them.

Such was the case for EXCON, a Chilean company dedicated to construction and other related work on mining sites that lists world renown mining companies such as BHP, Anglo American, TECK, SQM and CODELCO among its clients.

EXCON was founded in 2006 by Andrés and Cristian Infante along with Reinaldo Martín. They had all come from a company called CONTEX and so EXCON is an anagram for ex-CONTEX. Reinaldo is the company's President while

Directors Andrés and Cristian are also General Manager and Operations Manager respectively.

The company's fleet of more than 500 earthmoving machines comprises over 40 Articulated Dump Trucks (ADTs). Sixteen of these are B50E ADTs that the company took delivery of during 2018 after a factory visit to Bell with their local dealer Raico SA.

Commenting on the decision to support Bell, EXCON GM, Andrés

Infante, says: "During that visit to the factory we saw that Bell lives and breathes ADTs. Another powerful reason was that Bell is both a manufacturer and a dealer, so they understand the real problems of their customers. We were also impressed by Fleetm@tic®, which we use every minute, and the fact that we have had a close relationship with Raico, the local Bell dealer in Chile, for over 20 years and enjoy the strong support we receive."

"Raico SA is our service partner, and their service level is very high and efficient. They are close to our jobsites, and everyone from technicians to managers, visits the sites regardless of the remoteness of the locations. This makes Raico a very valuable partner."

Bell Equipment's 50-ton B50E was the ADT of choice for EXCON because of the favourable cost-per-tonne it provides. "Labour costs are constantly increasing and trucks with larger payloads are more economical," explains Andrés.

The ADTs have been deployed on various mine sites, all of which are remote and have challenging topography. The Quebrada Blanca copper mine in the Tarapacá Region of northern Chile is about 300 kilometres from the city of Iquique and 4 500m above sea level. Here the Bell B50Es are involved in earthwork activities.

Others are also working in earthworks for other major mining companies, but undoubtedly the harshest work environment is the Atacama salt flats, 250km away from Antofagasta in the north of Chile, where the B50Es are hauling salt for lithium harvesting, with haul cycles measuring up to 14km in the world's driest desert.

Andrés continues: "Our operations run 24 hours, seven days a week. Average haul distances are 14km and underfoot conditions are variable depending on the jobsite, but the B50E adapts to them all."

Machine productivity is a key focus area for EXCON. "When you purchase a machine such as a Bell ADT, you want it to be as efficient as possible. With Fleetm@tic® we can measure this practically online. It allows us to optimise our cycles and loads. We actually have a room with screens where

we monitor this system online every minute, every shift, every day," he adds.

Productivity and machine availability are comparable with competitor machines and EXCON is impressed with the design of its B50Es. "We don't have another Bell series to compare but the B50E is a world class truck. You can tell that a lot of on-site know-how went into the design. It has suitable modifications that make the operation easy, such as the simple but reliable onboard weighing system, among many other features," says Andrés.

EXCON is so pleased with their Bell ADTs that Andrés would like to see the Bell brand more well-known across the world as "it's a very good brand, with lots of sound reasons to support the company".



(From left): Michael Armstrong Alexandroff (Raico Commercial Director), Llewellyn Roux (Bell Equipment Product Marketing Manager), Meltus Badenhorst (Bell Equipment GM: Technical Services) and Sebastián Ferrer (Raico Service Manager).