

# New Bell kit cements long-standing relationship for Kirsten & Tulleken

When a leading supplier of building material and ready-mix concrete in the Southwestern Cape town of George recently thought to replace some yellow machines in his material handling fleet, he turned to his supplier of choice, Bell Equipment.

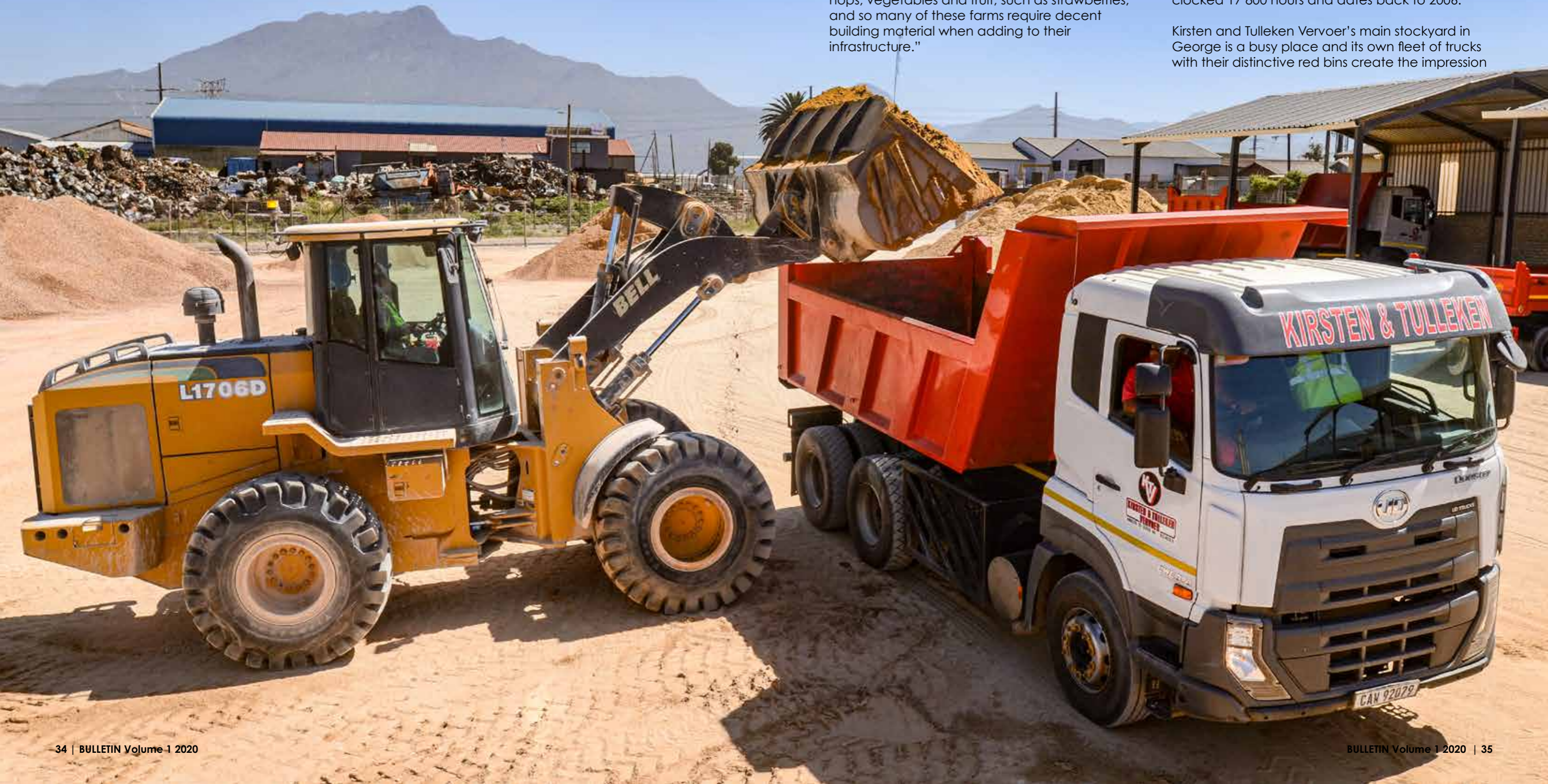
Kirsten & Tulleken Vervoer is a well-established business in this picturesque town. Established in 1984, the company has built a solid reputation as a supplier of quality sand, stone aggregate and ready-mix concrete. Kirsten & Tulleken Vervoer has a fleet of 20 trucks in various tonnages that deliver material as far as Wilderness to the north of George, Meiringspoort inland and Mossel Bay to the town's south.

"We've been fortunate to not be restricted to only building contractors in our client base but also serve the substantial farming community in our area," says Herman Lamprecht, Kirsten & Tulleken Vervoer's Fleet Manager. "Our agricultural sector spans traditional beef and mutton farming but also hops, vegetables and fruit, such as strawberries, and so many of these farms require decent building material when adding to their infrastructure."

By its very nature, a business supplying building material indicates the use of reliable loading tools to ensure a sustained supply to its clients. Kirsten & Tulleken Vervoer is no different and has run loading tools made and sold by Bell Equipment for many years. "I should tell you of two real stalwarts working at our ready-mix concrete batching plant," Herman says with a twinkle in his eye. "We have a 'grand old lady' in a Bell L1706C Plus II Wheeled Loader that has now clocked some 20 500 hours. Even though she is now used as a standby machine, she has yet to undergo a rebuild."

"The bulk of the loading and blending at the plant is done using a Bell L1706D machine that itself has clocked 17 800 hours and dates back to 2006."

Kirsten and Tulleken Vervoer's main stockyard in George is a busy place and its own fleet of trucks with their distinctive red bins create the impression





of worker ants as they constantly enter and exit the yard. Seeing to it that different types of sand and stone aggregate reach their clients are two Bell L1506 D- and E-series Wheeled Loaders respectively. The latter machine was delivered in 2016 after regular calling by Bell Sales Representative, Fiona Johnson, paid dividends and the two Bell machines complement each other.

"Another offering of our business is that of plant hire and we've found that our tractor loader backhoes (TLBs) are in constant high demand for short-term hire whether it be from building contractors or again farmers who find much use for these versatile machines digging drainage ditches, repairing roads or a multitude of tasks on a farm for which they don't necessarily have the right equipment," Herman says. "We recently looked to replace two older TLBs and since Fiona Johnson called on us regularly and had stock of the equipment we were looking for, with a great price to match, she 'cracked the nod' and we happily took delivery of two new Bell 315SL TLBs in July 2019."

"Machine longevity can so often be traced back to diligent maintenance and having Bell Equipment's Customer Service Centre on our doorstep in George is a real plus-point," Herman adds. "Koos Matthee and his team always seem to be ready to take our calls when we book a service with 50 hours to go to a specific machine's service interval. We've found this regimen works well for both parties in terms of planning."

During times of high demand, the Bell 315SL TLBs are also used to load trucks in the stockyard, especially if the Bell Wheeled Loaders are undergoing services.

"We're well pleased with our most recent purchase of the two Bell 315SL TLBs and whether on wet or dry rates, their average fuel consumption of seven litres an hour is making them firm favourites with our growing plant hire client base," Herman says. "We have no hard and fast policy on replacing machines but do give it some thought once a machine starts costing money to maintain. On that point, our machines made by Bell Equipment don't yet qualify."



Kirsten & Tulleken Vervoer Fleet Manager, Herman Lamprecht (left) with Bell Equipment Sales Representative, Fiona Johnson and Kirsten & Tulleken HR Manager, Jasper van der Westhuizen (right).

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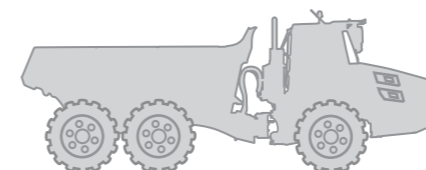
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