

JCB 3DX Plus is an excellent choice for Excellect

When Mathew Chisango decided to buy a backhoe loader to add to the one he already had, he decided on the JCB 3DX Plus Backhoe Loader after a knowledgeable acquaintance told him about the machine's frugal fuel consumption.

Mathew's company, Excellect, that has such a positive ring to it and points to the high standards that he sets, was founded in East London in 2011. "I originally hail from Zimbabwe where I qualified as a professional civil engineer and have been in South Africa since 2007," Mathew tells us. "Our core business lies in the construction of roads, water and sewer infrastructure and buildings to a lesser extent. Our clients are mostly local and provincial governments."

Excellect works all over the Eastern Cape and undertakes work that is awarded in three-year tranches. Mathew employs 22 full-time staff and employs unskilled labour in areas where the company works.

"When we first started working, and awards were few and far between, our cashflow was restricted

although we needed to use small earthmoving equipment to do our work," he says. "This necessitated that we hire in such equipment, which you would appreciate is expensive and eats into one's bottom-line profit."

By 2018 Excellect was starting to build a reputation for bringing projects in on time and on budget and was receiving contracts of higher value. With a Construction Industries Development Board (CIDB) rating of 7CEPE, Mathew and his team were now entrusted with projects to the value of R60 million and their confidence and experience was rapidly rising.

In 2019 Mathew decided to rather buy a backhoe as opposed to hiring one and found one on the preowned market. As always, success breeds success and by 2021 Mathew knew that he

needed yet another backhoe to ensure that a major water and sewer infrastructure project in Mdantsane, to the west of East London, was not delayed through not having the necessary earthmoving equipment.

"While researching the market, I happened to speak to a friend with firsthand knowledge of earthmoving equipment and he recommended I take a serious look at a JCB 3DX Plus Backhoe Loader, which is a machine with 4x4 capability and a large 1,1 cubic-metre bucket," Mathew adds. "I saw then that Bell Equipment was the agent for JCB and met the company's local Sales Representative, Anthony Enslin, who struck me as having years of experience with the brand."

The order for the JCB 3DX Plus was placed in June 2021 and the machine was delivered at the end of July.

"Let it be said that we chose the JCB 3DX Plus for a number of reasons with the most important being the machine's reputation, its very competitive pricing and the fact that with Bell Equipment's wide service footprint one is assured of solid technical backup and good parts holding," Mathew continues. "We particularly enjoy the JCB 3DX Plus because of its versatility, tight turning circle and excellent fuel consumption of between 6 and 8 litres an hour."

According to Mathew, the machine is used extensively for trenching and backfilling, loading trucks, levelling and general housekeeping when seeing to it that sites are kept neat and free of rubble. A set of forks that flip down over the front bucket add much value when loading and offloading pallets and bulk-bags and ensures safety in the workplace.

While Mathew hires in a low-bed truck and trailer to move the machine to distant projects, the operator can drive the licensed machine to adjacent job sites without fear of transgressing any local traffic rules. The JCB 3DX Plus has been bought with a standard 12-month unlimited hours warranty and Bell Equipment will do all warranty servicing. Thereafter Excellect's three mechanics will take over the care and maintenance of the machine.

"We're an ambitious and energetic young company and while we realise there is lots of competition out there, we're looking to expand our service offering to other parts of the province, going so far as to sub-contract to larger civil engineering companies as well," Mathew says. "The next piece of earthmoving equipment we'll need will be a 20-ton excavator and we'll definitely be speaking to Bell Equipment about this."



Bell Equipment Sales Representative, Anthony Enslin (left) with Mathew Chisango, owner of Excellect.