

# Chilean mining companies and contractors show interest in B50E

The first four Bell B50Es introduced into Chile just over a year ago operate in the largest salt flat in the north of the country where they work in the harvesting of lithium. The South American countries of Argentina, Bolivia and Chile hold eighty percent of the world's lithium reserves and global demand for the material, which is a key material in the manufacturing of batteries, is increasing.

Operating conditions are harsh as the ADTs cope with high temperatures, altitude and the complexities of transporting salt. The trucks average 2 000 hours a year and, depending on the moisture content of the salt that they work with, they can haul payloads from 38 to 46 metric tons. Haul distances average about 2km on fairly well-maintained haul roads to deliver an average fuel economy of 27ℓ/h.

After using the trucks and experiencing positive results, the mining contractor purchased an additional two trucks for bulk earthworks construction projects at high altitude and is interested in further growing his fleet.

The key to success has been the combination of Bell Equipment's technology and the service given by the group's local dealer, RAICO S.A.. The end user is particularly

impressed with the Fleetm@tic® system, according to operations chief at the work site. "It's the best telemetric system available on the market. We have spent huge amounts of money on other systems and have never achieved the accuracy and speed of this system, which has allowed us to be more efficient in our process."

Another important factor has been the low ground pressure and the

ability to carry more tonnes per trip than 40-ton ADTs that were previously used.

According to RAICO S.A. Commercial Manager, Cristóbal Alexandroff, Chilean operators love Bell ADTs. "They don't want to use the other trucks available because they find Bell B50Es very comfortable and user-friendly. They highlight some features such as l-tip, the operator's seat and the spacious cabin amongst others. Overall we've enjoyed positive feedback from our clients and potential customers and expect to grow our market share in Chile."

Introducing new brands and models to a market is never easy but the collaboration between RAICO S.A. and Bell Equipment's management and factory in South Africa have made it seem so. Bell Equipment Marketing Manager: Sales and Distribution, Llewellyn Roux, says: "We are extremely happy that we have a reliable local partner in RAICO S.A. and appreciate their proactive response to customer support, which ties in with our Bell ethos of 'strong reliable machines, strong reliable support'. They can guarantee assistance at a customer's site in 24 hours and

have service engineers who have been trained at our Bell factory, which makes service response and troubleshooting much faster."

"The B50E is a proven concept, with Bell first introducing the 50-ton concept globally in 2004. The truck offers a significant cost per tonne benefit over the 45t class and it is pleasing to see such a respected and influential customer recognizing this and enjoying the automation, production and safety features that are provided as standard."



Bell Equipment's Marketing Manager: Sales and Distribution, Llewellyn Roux, with Chilean customer, Andrés Infante (centre), and his wife, María Carolina Cuevas Vergara, and one of RAICO S.A.'s partners, Michael Alexandroff, and his wife, Dania Andrea Ulloa Davet, during a visit to the Bell Factory in Richards Bay in March 2018.

