

# ADT features and dealer support sell Terrahawk on Bell

*Daniel Horne, President of Terrahawk Inc. in Raleigh, North Carolina in the United States, likes to move dirt, but not just any dirt, he prefers projects that are complex, technical and difficult, ones that most contractors won't touch.*

With a graduate degree in civil engineering, Daniel knows what he's doing, and he approaches equipment purchasing with the same analytical mindset. For him, owning and operating Bell trucks just makes sense. "It's just a smart truck," he says. "For us, we found that when you put Bell trucks side-by-side with competitor trucks, they will out cycle them all day long."

After renting B25E Bell Articulated Dump Trucks (ADTs) from May Heavy Equipment, Daniel was impressed with their dealer support, reliability and the numerous standard features. Features such as engine protection, speed control, tip safe, retardation and more, make Bell ADTs, in his words, "dummy proof".

With the current construction labour crisis in North America, having a truck that doesn't allow the operator to make huge mistakes is crucial. He likes that he can put someone without extensive training and experience behind the wheel of a Bell truck and know that in a couple of days they will be proficient enough to make production.

"We were really impressed with the reliability of the truck and the technology that doesn't allow the operator to screw the truck up," he said. "With the current labour

crisis, pretty much anyone can be put behind the steering wheel, so the smarter the truck is, the less chance you have that they tear the truck up or flip it over."

Daniel's truck operators also prefer Bell ADTs because of the operator-focused comfort features. Part of combating the labour shortage is

terrain and "they are just good trucks, a good product".

Before Bell, Daniel used ADTs from two major competitors, but says he wasn't impressed with the dealer support he received from the first. The repair time was too long for the second and these trucks were also heavy on fuel, not as productive, and gave frequent transmissions problems.

"That's what really interested me about the Bell ADTs," he said. "They are more productive, faster and handle better in rough conditions. We have found them to have better cycle times and are more fuel efficient than the competition."

Terrahawk's focus is on site development for both public and private infrastructure sectors, including clearing and grubbing, mass earthworks, grading, utilities installation, street construction and erosion control.

"We do anything with a lot of dirt," Daniel says. "We try to chase technical projects; projects other people are afraid to do, something with a lot of technical challenges to pull it off."

Daniel, as a third-generation civil contractor, excels at challenges and his fleet of smart Bell ADTs helps him do just that.

keeping your workers happy, so when a cab is designed for doing just that, it's an important part of the equipment buying decision process.

When they have to operate their Bell trucks in less desirable job site conditions, Daniel reports that the trucks do fine with rocky, wet

