

# the bulletin

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bauma CONEXPO AFRICA

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Strong Reliable Support

**BELL**

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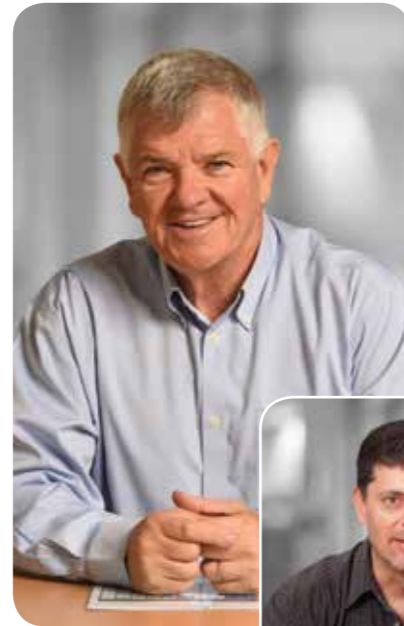
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# insidetrack



### Changing of the guard

With forty-seven years as a Bell employee - thirty-four of those as the company's group chief executive - this is my last Inside Track column before I hand over the CEO reins to Leon Goosen on 31 May 2018.



I take this opportunity to congratulate Leon on his appointment and have every confidence that he, together with senior management, will continue to guide Team Bell to its full potential.

With effect from 1 June 2018 I will be maintaining the Bell family linkages in my new role as non-executive chairman of the board. Our current chairman, John Barton, will remain on the board as a lead independent non-executive director and I thank him for his impeccable leadership and unwavering commitment to Bell.

One of the highlights of my career has been nurturing our all-important relationships, whether it be with customers, partners, dealers or suppliers. Key events and trade shows provide an important platform to network with all our stakeholders on a more social level.

Our stand at bauma CONEXPO AFRICA is a prime example of Bell Equipment putting its best foot forward and I congratulate the marketing and sales teams on a professional and impactful stand and interacting with visitors and customers throughout the show.

I have always looked forward to such occasions and I will continue to be a staunch Bell ambassador.

Gary Bell  
Group Chief Executive

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# Bell flies the flag high at bauma CONEXPO AFRICA 2018



**Bell Equipment made a huge impact in March at bauma CONEXPO AFRICA in Johannesburg, the continent's largest mining and construction show, where it introduced its Dakar Rally winning Kamaz range of heavy duty tipper trucks along with a new range of mini Kobelco excavators.**

Group Marketing Director, Stephen Jones, said: "We wanted to give customers a good overview of our range and we believe that our extensive selection of own our manufactured products as well as machines from our partners Deere, Bomag, Finlay, Kobelco and Kamaz left no doubt that we are a premium full line equipment supplier. We also had one of the Kamaz Dakar trucks on the stand, which was a huge drawcard for visitors, who

were able to interact with members of the Kamaz Master racing team.

"We are pleased with the outcome of the show as we enjoyed high foot traffic volumes throughout the four days and our stand was well supported by customers and key decision makers. Our Russian and Japanese-themed evenings to celebrate our latest partnerships were incredibly successful in terms of cementing our relationship with Kamaz and Kobelco and introducing these companies and their products to our customers.

"I would also like to thank the Bell team involved in the planning and execution of the show for creating a professional and welcoming stand that showcased our products as well as who we are as a company."

# Bell Kamaz provides a win-win for customers and economy

**The benefit of Bell Equipment's partnership with Russian-based tipper truck specialist, Kamaz, goes beyond providing the company's southern Africa customers with a premium tipper truck range backed by leading local support. It has also created an opportunity for Bell to strengthen its commitment to the local manufacturing sector and promote economic growth.**

The new partnership was celebrated at a festive Russian-themed evening at bauma CONEXPO AFRICA 2018 in March, where the Dakar-winning Kamaz range of tipper trucks was formally launched to customers to mark the first phase of introduction.

According to Bell Equipment Product Marketing Manager, Brad Castle, the initial range consists of four models. "There are two 6x4 trucks, with payload capacities of 15 tonnes and 20 tonnes respectively, as well as an 8x4 with a payload of 25,5 tonnes, and a 6x6 truck with a 19,5 tonne payload, which we are particularly excited about.

"The 6x6 bridges the gap between an articulated dump truck and a conventional tipper. All wheel drive, good ground clearance of 396mm, strength, and inter-axle and centre differential locks allow the truck

to operate well on less maintained or more uneven work sites and makes it suitable for operation 12 months of the year," says Brad. Due to its off-road capabilities Bell anticipates this truck gaining popularity for niche applications such as forestry fire trucks.

Bell sees potential for the 8x4 truck in high production applications such as mines and quarries. "The two rear axles and two front steering axles provide optimised weight distribution, which allows the truck to carry heavier payloads, for greater productivity," explains Brad.

The smaller 6x4 trucks, by comparison, are traditional tippers ideally suited to small contractors and municipalities with a combination of on-road and off-road duties. Apart from transporting material in a conventional tipping bin, they can also be fitted with various body options for use as a refuse handler, cement mixer, flat deck and a skip-lift, among others.

The three larger trucks are equipped with proven 400hp (294kW) Kamaz-built engines that supply power through a trusted ZF transmission. This power is successfully transferred onto the



The Kamaz racing truck was a huge attraction with members of the Kamaz Master team on hand to answer questions.



ground by hub and differential reductions. The smallest model in the range is powered by the popular 282hp (207kW) Cummins engine, also through a ZF transmission. Due to the lower power only differential reduction is required. All models have traction control for difficult underfoot conditions.

Air suspended cabs and seats are designed for operator safety and comfort. In addition Bell will offer personalised configurations of the cab chassis according to the customer's requirements enabling the Kamaz trucks to be tailored to all industries from forestry and agriculture, to quarries and mines, as well as general construction.

To meet the different market requirements in the region, Bell will also bring in left-hand drive vehicles on direct order for customers in the Democratic Republic of Congo, while right-hand drive models will be stocked for other countries in the region. During the first phase all trucks will be shipped on RORO (roll on, roll off) vessels.

Significant investments have already been made in training staff and stocking parts in the company's logistics warehouse. Bell has made an additional

investment to commission a CKD (complete knockdown) assembly line at its Richards Bay factory for the local assembly of Kamaz tippers, as part of the second phase.

Brad said the projected roll out of the first trucks from the Bell assembly line is during the last quarter of 2018 or first quarter of 2019. "The investment in local manufacture is geared towards achieving shorter truck lead times for our customers and creating employment opportunities that will significantly contribute towards economic growth."

He adds: "To win the Dakar Rally, 'the world's most gruelling rally' you need a strong reliable product backed by strong reliable support. To win it fifteen times, like Kamaz has done, you also need consistency. The Bell Kamaz partnership is therefore based on similar values and proven beliefs as Bell Equipment focuses on consistently providing strong reliable machines with strong reliable support. We are confident that with this, together with the proven Kamaz product and our first-rate support structures, we have a winning formula to help our customers succeed."

## Kamaz tipper truck specifications

	65115 (6x4)	6520 (6x4)	65222 (6x6)	65201 (6x8)
<b>Rated power</b>	207 kW (280 hp)	294 kW (400 hp)	294 kW (400 hp)	294 kW (400 hp)
<b>Maximum torque</b>	895 Nm	1 766 Nm	1 766 Nm	1 766 Nm
<b>Payload capacity</b>	15 000 kg	20 000 kg	19 500 kg	25 500 kg
<b>Tyre size</b>	11.00R20	315/80R22.5	16.00R20	315/80R22.5
<b>Gross weight</b>	25 200 kg	33 100 kg	34 000 kg	41 000 kg
<b>Bin capacity</b>	10 m <sup>3</sup>	12 m <sup>3</sup>	12 m <sup>3</sup>	16 m <sup>3</sup>
<b>Turning circle</b>	9,7 m	9 m	11,5 m	11 m

# Maximum features on Bell Equipment's new mini-excavators

**Bell Equipment is broadening its partnership with Japanese excavator specialist, Kobelco Construction Machinery Co. Ltd (Kobelco), with the introduction of three compact mini excavator models ranging from 5,5t to 13,5t to complement the six standard machines that were launched in June 2017.**

On display at bauma CONEXPO AFRICA 2018 in March and available from April, the mini excavator range includes a 5,5t (SK55SRX), a 7,5t (SK75SR) and a 13,5t (SK135SR) machine. Bell Equipment's Product Marketing Manager, Stephen McNeill said: "All three models feature a short rear swing that reduces the turning radius for superior manoeuvrability in limited spaces, making them ideally suited to the compact construction and forestry industries. With Kobelco leading the industry in terms of short rear swing excavator innovation we are confident that these machines will gain strong market acceptance locally, particularly since the 5,5t and 7,5t segment is growing in southern Africa and the 7,5t and 13,5t machines are well-matched for forestry applications."

Stephen adds that the mini excavators all share the same machine-efficient technology as their larger counterparts, enabling them to meet Kobelco's design intent for greater performance capacity and improved cost efficiency while taking due care of the environment.

The Intelligent Control System (ITCS) is an advanced computerised system that provides comprehensive control of all machine functions, enabling a machine to respond to sudden changes in hydraulic load to ensure that the engine runs as efficiently as possible with a minimum of wasted output.

Unique innovation to Kobelco's SR machines is the proprietary Integrated Noise and Dust Reduction Cooling System (iNDR) comprising of an airtight engine compartment with a single, offset duct that connects the air intake to the exhaust outlet. The design, together with the generous use of insulation material, minimises engine noise while the iNDR filter in the intake aperture prevents dust penetration for a quieter, cleaner engine. It also supports the performance of the cooling unit and enhances ease of maintenance.

The two digging modes - H mode for heavy duty and higher performance and S mode for normal operations with lower fuel consumption - promote the philosophy of more work with less fuel. To further save fuel, and reduce emissions, the standard Auto-Idling-Stop feature (AIS) shuts down the engine automatically when the engine is on standby. The hour meter also stops to help retain the machine's asset value.

The rectangular cabs are ROPS (Roll Over Protective Structure) compliant and have been designed to offer the operator a quiet environment with a reclining seat, plenty of room and superior visibility. Large analog gauges with large print displays and glare-reducing visors are easy to read regardless of working conditions.

Easy access and ground level maintenance also promotes quick and efficient daily checks and routine servicing.

In addition to displaying the smallest excavators in its range, bauma CONEXPO AFRICA 2018 also provided an opportunity for Bell to exhibit its largest excavator, the SK850LC, for the first time. Stephen said: "We are excited by the SK850LC as we believe we are well positioned going forward by having such a robust and quality machine that is an ideal loading tool for our large trucks."

Joining the SK850LC on the Bell stand to showcase the standard excavator range, featuring long carriages, were

the SK210SK and the SK380HDL models. "Our standard Kobelco models have been extremely well received by the market and are running seamlessly. They have been a pleasing success across all industries with their efficient performance and productivity and we expect our mini excavators to expand on this achievement and enable us to further deliver on our customers' equipment requirements," concludes Stephen.

Bell Equipment and Kobelco celebrated their new partnership at bauma CONEXPO AFRICA 2018 by performing the customary Japanese kagami-biraki, or barrel breaking ceremony, to represent harmony and good fortune.



*Kobelco was well represented at bauma CONEXPO AFRICA providing support to the Bell team.*

*bauma CONEXPO AFRICA provided Bell with an opportunity to introduce the Kobelco range of mini excavators from 5,5 tons to 13,5 tons.*



*Performing the customary Japanese barrel breaking ceremony, which represents harmony and good fortune, are (from left): Stephen Jones (Bell Group Marketing Director), John Boyd (Managing Director: Kobelco Construction Machinery Middle East and Africa), Takehiko Nakai (Kobelco Executive Officer, Excavator Sales & Marketing Division), Gary Bell (Bell Group Chief Executive) and Leon Goosen (Bell Group Chief Executive Designate).*

# J & B Timbers expands its mechanisation with Matriarch Skogger

**A firm belief in the value of long-term relationships is proving its worth for a Swaziland-based timber harvesting contractor.**

What makes the story intriguing is the fact that even though the contractor believes in job creation by using manual labour, selective use of innovative mechanisation is streamlining his operations, leading to steady growth in a competitive market.

Barend Steenkamp, the fifth generation of Steenkamps in Swaziland, along with his father Jan, owns J & B

Timbers. The family has for many years farmed in the Sicunusa area in the west of the country. They were some of the last farmers to close their dairy production and Barend, who has a tertiary qualification in agriculture, saw a gap in 2010 in the contract timber harvesting field. "We started out on a small-scale felling 300 tonnes per month using one chainsaw and an agricultural tractor-trailer combination with all handling and loading done using manual labour from the Rocks area near our farm," Barend says. "This was done for the Montigny timber group who later bought out all of Sappi's forests in Swaziland."

Over the next five years J & B Timbers showed steady growth and by 2015 the labour force had grown to 65 people. All felling, cross-cutting and loading was still being done by hand and at that time, Barend decided it was time to start mechanising. "We found a used Bell 125 Logger on the open market and in our ignorance, had it repaired using freelance mechanics who installed pirate parts, which soon caused the machine to break down during critical production times," he says. "We then contacted Charlie Boucher at Bell Equipment in Swaziland and despite it being close to Christmas of that year, we were warmly received as new customers of and more importantly, had our Bell Logger repaired and back in production quickly. This was the start of a long-term relationship that has benefited us greatly."

In March 2016 J & B Timbers bought its first new Bell 220A Teleboom Logger. "That machine made such a difference to our production as with two Bell Loggers we could now use one machine infield and another stacking timber at the roadside depot where it would also load timber onto trucks," Barend adds. "Soon after this, our clients Montigny, who are also keen on job creation, doubled our monthly production from 2 500 tonnes to 5 000 tonnes as they saw in us the potential to grow and create more jobs."

In the same year and some six months later, J & B Timbers took delivery of another new Bell 220A Teleboom Logger but replaced the Teleboom with a Crankboom, which has a higher reach and can be used to load timber onto larger trailers.

"We had been using the Matriarch 420 Timber Grab on our Bell Loggers and when our clients, Montigny, put out a contract in January 2017 to harvest pine thinnings, we were naturally interested although we now faced a new challenge of extracting bigger timber. Charlie Boucher arranged for us to meet Ashley Bell, Matriarch Equipment's Marketing Manager, and Derek Howe, Bell Equipment's General Manager: Forestry, Sugar and Agricultural Sales, to look at the Matriarch FASTfell and Skogger timber machines as possible solutions to our proposed thinnings harvesting."

A trip to see the Matriarch machines at work in forests in Tsitsikamma paid dividends and Barend decided that buying the Matriarch Skogger was the best way forward. "Our challenge was to get the felled timber to roadside and the Skogger, which fulfills a dual role of extracting the timber coupled with the ability to then stack it as well, seemed the obvious choice," he explains. "A big advantage of the Skogger is that we believe it will work equally well in thinnings as well as clear fell operations where it will haul gum in longer lengths, such as that which is destined for transmission poles."

J & B Timbers's operators have taken to the Matriarch Skogger with ease. Barend ascribes this to the ease of handling in the machine's design and with so many features he enthuses about. "First of all you have a low-revving engine and this in turn translates to fuel burn of around 7,2 litres an hour, which means a lower cost

per tonne of timber handled; a big plus. You then don't have to pre-bunch the timber as the Skogger does that automatically with its delicate grab. That same grab has a built-in scale to prevent overloading and it further features a re-grab effect of which the frequency can be set, which means the timber is held firmly during the extraction and stacking processes. A floating boom also retards the grabbing action."

Other features include low temperatures on the hydraulic oil which leads to longer component life, no wheel slip due to the presence of differentials and a transfer box and self-straightening of the articulated turn feature once a change of direction has been completed. Barend believes that the weight-to-power ratio is perfect and this should lead to longer tyre life.

"We would not be at this point without the backing, advice and support from Charlie and Nicolien Boucher at Bell Equipment in Swaziland," Barend says. We've confidently entered into a maintenance agreement with Bell Swaziland and rely totally on the company's expertise."

From humble beginnings, J & B Timbers has grown its contact timber harvesting operations in a planned and systematic way and while mechanisation has brought benefits, Barend believes that their support of their local community in creating jobs is key. The company's current labour force of 370 people fell and extract 9 000 tonnes of timber a month but equipment such as the Matriarch Skogger is certainly speeding things up.

Barend quotes a client who said of the Matriarch Skogger: "This machine is going to cause a revolution in the forestry industry" and we have reason to agree.



Team Leader of Bell Equipment Swaziland, Charlie Boucher, with Carmia and Barend Steenkamp of J & B Timbers.

# E-series safety features impress Excavo Mining

**Proven reliability with sustained high hours of service over an extended period of time has led a Mpumalanga contract mining company to add to its existing fleet of Bell Articulated Dump Trucks (ADTs).**

Excavo Mining is the contract-mining arm of two holding companies, Isambane Mining and Msobo Coal. The contract mining company came into being as a result of a contract on a potentially large new colliery south of Belfast in Mpumalanga. With one parent company, Isambane Mining, already owning and operating Bell ADTs, the idea came about to standardise on haulage equipment and Bell Equipment was again chosen as the original equipment manufacturer (OEM) of choice for the haul fleet.

“As a new company it’s very difficult to obtain financing on an outright purchase of new equipment without any sort of credit record,” says Koos Reinecke, one of Excavo’s four directors. “To its credit, Bell Equipment through its local Sales Representative, Carel Venter, saw potential in us as long-term clients and offered us a rental agreement with an offer to purchase, which we gladly accepted.”

“We get audited on our local content and with Bell Equipment being a South African OEM with a product this good and a deal to match that, it was an easy choice,” Koos adds. “We then acquired 14 Bell B40D ADTs in 2013 on a ‘rental option to purchase’ (ROP) deal, which means that by the 18th month of the initial rental contract with Bell Equipment we obtained financing and took ownership.”

With the current pressure on coal-mining companies’ commitment to supply both local and export markets, downtime could not be tolerated and according to Johan Venter, their Bell B40D ADTs proved their mettle from the start.

“Coal mining is very intense and individual annual machine hours of 5 000 hours is not uncommon,” he says. “Our Bell B40D ADTs gave us that from the outset proving that their mechanical availabilities had to be at the higher end of the scale. To add to their value, we’re still running these machines and in spite of their 15 000 hours of service, we’ve not had to rebuild any one ADT apart from swapping out a transmission.”

As this particular mine developed, so did Excavo Mining’s scope of work. Additional earthmoving equipment was hired to supplement that of sub-contractors. Then in 2016 Excavo Mining, in a planned effort to be more cost-effective, decided to start replacing their sub-contractors by acquiring additional earthmoving equipment for this purpose.

“It was an easy decision to approach Bell Equipment as we, and especially our maintenance teams, already knew their products and had established a firm relationship with the company,” says fellow director Koos Jordaan. “Staying with Bell Equipment meant enlarging our current fleet of Bell machines albeit with a later and more efficient model ADT in the E-series.”

“As part of the phasing out of sub-contractors, we tested a Liebherr 764 Dozer for four months and after seeing pleasing results, decided to include three of these machines in our ROP along with 14 Bell B40E ADTs,” he adds. “These machines have proved invaluable especially on the all-important rehabilitation of mined out areas.”

Excavo Mining had been tasked with a total mining package of drill, blast, load and haul of topsoil, overburden and coal. Rehabilitation is an important task to them as multi-seam rollover mining is completed. They also maintain haul roads and general infrastructure for the mine’s owners.

“We operate on dry rates but even so maintain accurate record-keeping on fuel. Checks and balances in our total mining package dictate that we should move specified cubic metres and tonnages within a given fuel allocation,”

Johan says. “Mining down to 30 metre depths means some challenging traction conditions for our new Bell B40E ADTs as they carry full loads of both overburden and coal on a maximum 4,5 km haul but at average fuel consumptions of 24 litres an hour, this is not causing any unhappiness.”

Excavo Mining’s Engineering Manager, Gert de Bruyn, has been closely associated with the new fleet of Bell B40E ADTs. “We did experience a few growing pains as the new B40E ADTs settled in but we had the immediate attention of two Factory Technical Analysts from Bell Equipment’s Richards Bay plant in attendance on site, showing us that they took this seriously and potential problems were quickly attended to.”

“We’ve been impressed with some of the new safety features in the Bell B40E such as the tipping action that won’t operate unless the machine stands on level ground and the hill-assisting park-brake that engages automatically. And to add to this, a much smoother ride goes a long way to easing driver fatigue,” he says.

“As long as a machine is not costing us money in maintenance, we have no issue with running that piece of equipment to high hours,” Koos Reinecke concludes. “This has made the decision to stay with Bell Equipment as our OEM of choice, an easy one as we feel they understand our business and the challenges we face on a daily basis. And when you add the reliability of both their equipment and back-up service, you have a structure for sustained success.”



(Seated from left): Three of Excavo Mining’s Directors Koos Reinecke, Johan Venter and Koos Jordaan with (back) Bell Equipment Sales Representative, Carel Venter. Absent is Director, Yacoob Mansoon.



# Bell TLB is a game changer for Radius Civil Contractors



**Having experienced manual labour with a pick and shovel has made a Pretoria-based civil contractor so much more appreciative of the versatility he is enjoying using his Bell 315SL 4x4 Tractor Loader Backhoe (TLB).**

Philippus Rudolph Viljoen is known as PR to his family and friends. His father, who has the same names, had run his own civil construction company, PRV Construction since before PR Jnr could remember. It was to the latter that he turned when a budding career as a rugby player was cut short in 2005.

“When I started working for my dad, I literally started at the bottom, swinging a pick and shovel and, ironically, working on the developing township which is now the densely populated Midstream Estates between Pretoria and Johannesburg,” PR tells us. “My dad’s company acted as a sub-contractor to larger construction

companies and over time he gave me more responsibility, through which I gained experience of laying pipes, building roads and culverts and a host of civil construction tasks.”

A hankering to be self-employed led PR to learn all he could from his father and in 2011, he set out on his own under the name of Radius Civil Contractors. “I started out by approaching larger contractors to give me the work that they were too busy to attend to, and one of the first tasks that my staff of six and I handled successfully was the building of traffic calming humps in many of the roads in Midstream Estates,” he says. “This was followed by other small tasks such as sub-soil piping and pipe repairs and slowly but surely we grew in both experience and confidence.”

By the nature of civil construction, larger projects meant that PR could no longer use manual labour only. He hired



in TLBs, excavators and tipper trucks. “As any contractor will tell you, hiring in earthmoving equipment is great to get the job done but it really does eat into one’s bottom line,” he says. “I soon realised that to increase our profitability, I would need to own my own earthmoving equipment and by mid-2016 I started researching the market in earnest.”

PR is adamant that his father’s experience of owning an older model Bell 315 TLB, which is known as a tough and reliable workhorse, meant that he did not look too far. Along with Bell Sales Representative, Chris Botha, they structured a deal through Bell Finance and in early February 2017, PR took delivery of a new Bell 315SL 4x4 TLB and a Bomag BW120AD Tandem Roller.

“One of the best things we did with this new Bell TLB was to fit optional forks onto the front bucket,” he adds. “We handle a lot of pallets with paving bricks and the forks on the versatile Bell 315SL TLB mean that we don’t need an additional machine on our sites as the forks are easily managed and fold out of the way when we need the front bucket for loading material or backfilling trenches. Trenches are dug using the bucket on the rear boom and Bell must be a leader in its class here with the superior break-out force and easy reach this tool offers. I know as I had been operating the machine myself until an operator joined us.”

Current work tasks have not been light on Radius Civil Contractors’ new Bell 315SL TLB as soaking rains have made material handling heavy work. An average fuel consumption of 20 hours of heavy work for a 140-litre tank translates into fuel burn of 7 litres an hour, and this PR Viljoen finds quite pleasing.

“We are currently using our Bomag BW120AD Tandem Roller to compact base layers for brick paving and it is narrow enough to get into really tight corners and next to kerbs, making the eventual laying of the bricks a piece of

cake as compaction is up to standard across the entire surface area,” he explains.

Having learnt so much from his father, PR believes that any machine is only as good as its technical back up, with preventative maintenance being key to the longevity of equipment. For this reason he has signed a service agreement with Bell Equipment so that qualified personnel from the OEM’s Customer Service Centres will take care of the maintenance to 2 000 hours.

“I realise that this is a small beginning for us but I’m keen to establish a plant division which will service our civil construction division, and as it stands now Bell Equipment will be a big role player in our goal.”



PR Viljoen (left) with Bell Equipment Sales Representative, Chris Botha.



# Bell ADT product knowledge gives McKenzie Plant confidence to invest in B45Es

**A new trend in the plant hire market in South Africa is seeing a call for larger haulage vehicles as project managers from mining to large construction projects realise that these tools lower the cost per tonne of material moved.**

This trend is also recognised by one of the most well known voices in South African plant hire that of Stuart McKenzie who, along with Lance Hosking, owns McKenzie Plant based in Richmond, KwaZulu-Natal.

"We've been running the smaller Bell Articulated Dump Trucks (ADTs) such as the Bell B18 and B20 models through all their progressive ranges since 1986 but have in recent years also bought larger Bell ADTs due to demand from our clients," Stuart McKenzie says. "Our clients do their homework thoroughly on the volumes of materials they need moved according to project schedules and have of late called for larger haulage vehicles to do this more cost- and time-effectively."

During the last decade McKenzie Plant has also invested in Bell B30 and Bell B40 ADT machines, with most ADTs in the proven D-series range. "As mentioned, demand for larger ADTs has kept our 15 Bell B40 ADTs very busy all over South Africa and even though this fleet's individual machine hours vary between 4 000 and 17 000 hours, we've enjoyed great production from them," Stuart adds.

"The larger trucks are used in varied roles such as chrome mining, railway and dam construction, airport



upgrades, road construction and quarrying applications. With many of our Bell B40D ADTs now reaching high hours, we've created a rebuild centre for this specific model as we believe extending its working life is a feasible goal due to its proven, rugged design and quality of build."

During 2017 McKenzie Plant received an order to supply three large ADTs for an overburden stripping mining contract in a hard-rock mining application. With demand for Bell B40E ADTs high, McKenzie Plant opted for the larger Bell B45E ADTs and took delivery of three of these machines in August 2017.

"Based on our knowledge of the Bell ADT product, it was an easy decision to make to acquire these Bell B45E ADTs. They are running for 16 hours a day and despite a few teething challenges, their mechanical availability regularly tops 96%," Stuart says. "We're new to the Bell B45E ADTs but are happy that we can monitor their performance by way of the Bell Fleetmatic® system, which reports average fuel consumption of 17,1 litres per hour under big loads of heavy overburden. This is pleasing to our clients too as we hire out the machines on dry rates."

McKenzie Plant has their own operators for their machines and all those driving the Bell B45E ADTs have undergone training by instructors from Bell Equipment. According to Stuart something the operators have had to get used to is the tip angle sensor in the Bell B45E ADTs, which refuses to tip the load should the truck not be standing level. As far as safety on any modern mine is concerned, this feature is welcomed.

McKenzie Plant's three Bell B45E ADTs were bought with standard warranties and any early niggles have been effectively dealt with by technicians from Bell Equipment in Jet Park, Gauteng.

"We're proud of the fact that a long association with Bell Equipment has really paid off for us as our many loyal clients know they can rely on us having equipment that offers sustained service," Stuart says. "We're currently operating a fleet of 62 Bell ADTs from the B18 to the B45 and recently, when buying some used low-hour Bell B30E ADTs from Bell Equipment, we took possession of our one-hundredth Bell ADT. That's what we would call proof of confidence in a proudly South African product!"

# Walvis Bay Salt Refiners invests in Bell Grader to improve efficiencies



**Something of value is said to be worth its salt. This too may apply to a Bell 2406C Articulated Hauler that in almost 23 000 hours of service, spread over some 16 years, hauled 4 992 000 tonnes of salt for its owners.**

And it won't be necessary to take that with a pinch of salt either as those exact hours are on record at Walvis Bay Salt Refiners in Walvis Bay, Namibia. Situated on a Ramsar-protected wetland site, Walvis Bay Salt Refiners has been producing salt responsibly here for more than half a century and has expanded their site twice, in 2012 and again in 2016. This year the company plans to produce a million tonnes of salt per year.

We spoke to the Maintenance Manager for Walvis Bay Salt Refiners, Jaap Venter, about the company's long relationship with Bell Equipment. "The Bell 2406C Articulated Hauler mentioned was the eighth such machine we've owned over the years and it hauled a set of tandem bottom-dump trailers, which were also built by Bell Equipment. After being in use for 5 840 days, we donated it to the Namibian Institute of Mining and Technology (NIMT) at Arandis for their apprentices to work and study on," he says.

Salt is extracted or mined after seawater had been pumped into large evaporation ponds. Here, over a period of nine months, the water evaporates to form

brine. From there the brine is pumped into smaller ponds of 20 hectares called crystallizers. Wind and sun, which Walvis Bay has in excess, along with some micro-organisms are needed to grow the salt. The brine is also filtered by oysters and around 65 000 lesser and greater pink flamingoes that inhabit the ponds and crystallizers.

Once the salt is ready to be harvested, the crust is broken using equipment similar to a road milling machine. Walvis Bay Salt Refiners has plans to improve efficiencies in this process and Jaap Venter tells us more about this. "We've recently ordered a Bell 872G all-wheel drive Grader, which will break the crust in the crystallizer. The same Grader will also push the loosened salt into windrows, from where our Bell Wheeled Loaders will load the salt into our own and contracted haul vehicles, which are all Bell products."

According to Jaap, speed and efficient methods are of the essence in this process. In order to maintain production levels the floor of the crystallizer needs to be levelled to enable brine to flood the area within five days of the salt been harvested. The thought is that the Bell 872G Grader will be up to the task in a multiple role, breaking the crust with its scarifier, pushing the salt into windrows for easy loading by the Bell L2106D Wheeled Loader and again levelling the floor of the crystallizer, ready for the next batch of brine.

Once loaded, the coarse salt is hauled to the washing plant some 2km away. This is done using two Bell 2306D Articulated Haulers pulling two tandem bottom-dump trailers each. "We've always enjoyed this haulage method for the sheer volume it conveys and should one of the two tandem trailers need to undergo renning repairs, the other can be used to still haul 25 tonnes of salt to the plant," Jaap explains. "We also use a Bell B30E

Articulated Dump Truck (ADT) which we bought in 2013 and has now clocked just over 10 000 hours. The truck is fitted with greedy boards and a tailgate as it carries a good heaped load of coarse salt."

A contractor uses three Bell B25D ADTs in a similar role.

"The cost of diesel is our biggest cost driver and we're happy to say that our Bell machines, with their Mercedes Benz and John Deere motors, are light on fuel," he adds. "We buy our Bell machines with standard warranties of 2 500 hours or 12 months and although we believe that the new Bell 872G Grader will work less than those hours in a year, our other Bell machines all work in excess of 3 000 hours a year."

It must be assumed that working in harsh conditions such as those found in salt production must take their toll on all things metal. Jaap believes that an hour-based replacement policy is to be introduced by his company on essential parts such as radiators, hydraulic pipes, wiring and harnesses. All plugs are taped up as the salt water knows no bounds and various coatings of epoxy paint are applied liberally.

"We were happy to hear that the Bell Equipment branch in Swakopmund now has a test bench, which has smoothed diagnostic problems. We believe availabilities of key parts could be improved but we are satisfied with the prompt attention we receive from Owen Snyman and his friendly team in Swakopmund. Maintaining service levels on our machines help us to keep production costs down and we're firmly of the belief that once our new Bell 872 Grader is in production, those costs will sink even lower," Jaap says.



(From left): Owen Snyman (Bell Equipment Swakopmund Customer Service Centre Team Leader), Jaap Venter (Maintenance Manager: Walvis Bay Salt Refiners) and Jan Anderson (Bell Equipment Sales Representative).



# Pre-owned Bells sparkle for TLC on Lesotho diamond mining project



**High mechanical availabilities from its fleet of Bell Articulated Dump Trucks recently saw a company specialising in civil construction and residue mining services getting involved in open-cast diamond mining, almost by default.**

This happened despite challenging environmental conditions such as working in snow at high altitudes and in the arctic-like air of a diamond mine situated in the upper reaches of the Maluti Mountains of Lesotho.

Turnkey Civils Lesotho (TCL) is a Lesotho-registered subsidiary company of C & F Construction CC, a civil construction company started in Bethal, Mpumalanga by Chris van Niekerk and Francois Jordaan in 1989. Both founders had previously worked for a large South African civil construction company. Recent additions to the owners' team include civil engineer, Jan-Louw Botha, and mining engineer, Albert van Wyk. We spoke to Albert about the company's Lesotho operations.

"This diamond mine is relatively new and we were first tasked with the construction of essential residue and civil infrastructure, which would enable our clients to start processing the mined kimberlite ore," he explains. "Our first project was the construction of the residue storage facility or tailings dam, and as this facility is situated immediately below the mine but at the top of a valley, more material than normal went into constructing its wall which would be continuously raised as demand increased."

While this facility was being built TCL was asked to build two return water dams. This is where clean water is received from the residue storage facility after solids have settled out and these dams are in the immediate vicinity

of the former. Another important infrastructure project followed soon after when TCL landed the project to build the discharge belt conveyor that conveys the fine waste to the residue storage facility's wall.

"You will appreciate that sustained and almost relentless hauling of soil and rock was the cornerstone of our operation on this mining project and for that we relied heavily on our fleet of Bell Articulated Dump Trucks (ADTs)," Albert continues. "Our company's relationship with Bell Equipment goes back to 1990 when we first bought three Bell 1766 Rigid Haul Tractors hauling 9-cubic metre dump trailers for work on a coal mine near Ermelo. We then moved on to buying Bell B30D and B20D ADTs, mostly new but with some selectively on the pre-owned market. We would also seek out low-hour machines at auctions."

Albert explains that when low-hour Bell ADTs are bought, their respective serial numbers are presented to Bell Equipment's Middelburg Customer Service Centre for verification on maintenance. With this information at hand, decisions are then taken on how to proceed further. C & F Construction has grown to become so familiar with the Bell D-series ADTs that they now undertake the rebuilding of the trucks themselves.

"Our fleet of Bell ADTs has really been the mainstay of our operation on this mining project, which is now a fully operational diamond mine," he adds. "In the early days of the project we hauled big loads down a very long and steep downhill ramp of approximately 20 degrees, which made us very reliant on all-wheel drive traction, transmission retarders and exhaust brakes. Despite this, our Bell ADTs came through for us and, in the process we learned a lot about the equipment's performance and

*(From left): Haleokoe Marako (Lesotho Country Manager, TCL), Albert van Wyk (TCL Director), Carel Venter (Bell Equipment Sales Representative) and Gert Claassens (HR & Safety Manager, TCL).*



what we need to do to maintain the high mechanical availabilities that the project demanded.”

The company is running a substantial fleet Bell ADTs consisting of 18 Bell B30D ADTs, two Bell B30E ADTs and two Bell B20D ADTs.

“With our preventative maintenance policies and the confidence of doing our own rebuilds, we put very high hours onto our Bell ADTs during continuous operations. Our oldest Bell B30D ADT now boasts 46 000 hours and is still in daily use.”

Albert has high praise for his chief mechanic on the mining site, Flip Kok, who has also trained local Lesotho mechanics. George Geringer and Mike Motthaoleng from Bell Equipment in Bloemfontein assist the TCL maintenance teams. Due to its remote location, urgent supply of parts to the mining site can take a day and for this reason TCL carries a large stockholding of essential consumable spares and service kits.

“We believe that the same trust we have in the D-series Bell ADT due to its simple and uncomplicated design, will be projected onto the Bell E-series ADT of which we currently have six units running here on the mine. We had bought two Bell B30E ADTs, each with a mere

1 000 hours on the clock, and in the space of 30 months we had put 12 000 hours onto each machine at an average of 416 hours a month.”

Although TCL is contracted on dry rates - meaning the mine supplies the diesel fuel - the company has not once overrun its projected monthly fuel consumption, a fact that Albert believes can be put down to the frugal and efficient fuel burn of the Bell ADTs and their Mercedes Benz engines.

“We believe that the proven mechanical availability of our fleet coupled with the economical fuel burn and performance of our Bell ADTs prompted our clients to request that we start mining the open pit,” Albert continues. “Although this is a temporary arrangement as we know another specialised mining contractor will take over in due course, we’ve managed to commence the mining with confidence and on average haul 12 000 tonnes of ore and 10 000 tonnes of waste rock between 1,4km and 1,9km in a 24-hour cycle.”

“Whether we operate in Lesotho or South Africa we’re confident that Bell Equipment will be part of our future endeavours and we look forward to seeing what new and innovative products the company brings to the market.”

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**BELL**

# Bell Loggers prove legendary for Africa Biomass Company

**The Bell 225A Crank Boom Logger is so well designed and built that even after 8 000 hours of constant use, this workhorse still delivers high availabilities and, as a bonus, is a sought-after machine in the pre-owned market.**

So says Willem van der Merwe, Managing Director of WP Chipper Hire & Sales, which trades as Africa Biomass Company in Worcester in the Western Cape. Willem started his company in 2004 when he bought a tree-felling business in the town. Since then, he has grown the business to become a leader in his field.

Africa Biomass Company, as the name implies, creates wood chip and mulch and does this when fruit farmers want old trees removed. The company also removes windrows and alien vegetation where needed and

provides this service to farmers, municipalities and provincial and national government departments. Occasional demand sees the company doing riparian zone rehabilitation in rivers where alien vegetation is removed from watercourses and rivers to re-establish original conditions and flow directions.

Reducing timber to chip-sized particles and mulch indicates the use of mechanised equipment and Willem followed this course from the outset. "We've always used the Bandit Wood Chipper from the USA and in 2016 we became the company's official southern African distributor, handling sales and maintenance," Willem tells us. "The Bandit is a heavy duty and high-volume machine and we realised from the outset that if we didn't mechanise the handling of timber to feed this big production machine, we could be in trouble."



*The team from Africa Biomass Company (from left): Ronel du Toit, Janneke Beukes, Andries Steenkamp, Willem van der Merwe, Mieke van Zyl and Elmarie Meyer.*

To this end, Willem first bought two used Bell 225A Crank Boom Loggers and due to demand his fleet of the yellow Tri-Wheelers soon grew to eight. As his business grew, he added to the fleet of Tri-Wheelers with both used and new machines. "We typically use our Bell Loggers to uproot fruit trees, roots and all, and then move the trees with the same efficient grab to a stockpile near the wood chipper," he explains. "We would deploy two Bell 225A Loggers to a Bandit 2680 model wood chipper and as the Bell Loggers work in tandem, there is a constant feed to the machine."

"I've often been asked why we use Bell Loggers specifically and the reason is quite simple. I firmly believe in the legacy of a company and I further believe that a lot of Bell Equipment's legacy started with the Tri-Wheeler machine, which is reasonably priced, offers superb value for money and is light on fuel. It is a solid investment as, when it's eventually sold, it is still sought-after on the pre-owned market, especially when we are able to prove its maintenance with a full service history."

Willem adds that their Bell Logger fleet has subsequently grown to 24 with the last eight being bought new from Bell Equipment and financed through Bell Finance. The fleet includes a used Bell 125A Logger that is a favourite amongst his staff. When he thought of selling this machine recently, he encountered so much opposition from his operators that they decided to keep it for its nippiness around lighter applications. The oldest Bell 225A Logger now boasts some 14 000 hours of service and is still in daily use.

The Africa Biomass Company sells its products to fruit farmers and nurserymen who spread the mulch and woodchip around young trees to help maintain moisture, control weeds and create a better microclimate to encourage growth. Demand for the company's services has seen it open a branch in the Eastern Cape.

"As with any machine, we rely heavily on our suppliers for advice and technical back-up and I must commend both Fiona Johnson and Barend van der Westhuizen in the respective Bell branches in Cape Town and Port Elizabeth, for their guidance and efforts to ensure that our fleet of Bell Loggers maintain their uptime."

Willem believes in long-term relationships with both equipment suppliers and with clients. He points out that his company's success has not come about without support. "We're in a strategic association with Môreson Grondverskuiwers of Robertson and I'd like to acknowledge the mentorship role that the company's Managing Director, Johan du Preez, has had in our growth and success," he says.

Willem and his young company's success was recognised when he was named as Sanlam and Business Partners' Entrepreneur of the Year for 2017, which he acknowledges marks the dedication and commitment of everyone who works within his company and is associated with it.



# Dig B Plant Hire 'digs' its Bell machines

**The Val de Vie estate is one of the most sought after lifestyle estates in southern Africa. Nestled in a pristine triangle between Paarl, Stellenbosch and Franschhoek in the Cape Winelands, the estate offers secure living in a simply beautiful area, surrounded by mountains.**

As these types of development go, there is always an expansion plan and Val de Vie is no exception. Its La Vue Phases 1 and 2 started in 2016 and here too, newly prepared land ready for constructing more upmarket housing is eagerly awaited.

Preparing this land though is not without challenges and one contractor tasked with the bulk earthworks, roads and services, decided early on to obtain information about the correct tools for preparing the ground that will house the all-important services.

Enrico Bossi is the Managing Director of Dig B Plant Hire, a subsidiary company of Umzali Civils (Pty) Ltd, based in Stellenbosch. After completing his tertiary studies in civil engineering, Enrico worked with civil engineering contractors in both Cape Town and Gauteng. The hunkering to be self-employed never waned and in 2003, he started out on his own.

"We've always concentrated our project efforts here in the Western Cape, although in time we'd like to spread our wings to include the Eastern Cape and even Gauteng," Enrico tells us. "We feel our expertise lies in providing township developers with bulk earthworks, the construction of roads and culverts and the installation of services such as water, drainage and access to power."

Dig B Plant Hire first relied on Bell Equipment when it bought 12 Bell 315SK 4x4 Tractor Loader Backhoes (TLBs). These machines proved themselves to be handy tools for a myriad of tasks on projects for Umzali Civils from trenching and backfilling to loading material and doing housekeeping on building sites. They are also much sought-after on a plant hire basis and earn their keep through long- and short-term rentals.

"When we were awarded the contract for the bulk earthworks and services for the first and second phases of the La Vue extension as well the so-called Gentlemen's Estate, areas that would be accessed via Spine Road, which we will also build, we realised that proper processing of the soil conditions was paramount to the success of our side of the contract," Enrico continues. "We needed to crush and screen the sandstone river-boulder material that lay in the bed of the remnants of the Berg River that runs through the site. The material is not particularly hard and would work well as crusher stone to be used as fill material."

Enrico adds that in addition to the crusher stone, they needed to produce sand as the consulting engineers on the project decreed that this material would be used to bed down the pipes in the services trenches.

"We again turned to Bell Equipment through their Sales Representative, Fiona Johnson, as we believe they could provide the correct tools for not only this project, but lasting solutions to future work with their Finlay machines," he says. "Our Plant Manager, Petrus Groenewald, travelled to Johannesburg where he was given a live demonstration of the machines we were interested in for our purpose and, on his favourable report, we placed our order for a Finlay 683 Supertrak Screen and a Finlay J-1160 Jaw Crusher."

"Another important consideration for us in deciding on these particular machines was that they are marketed by and have the technical back-up of an established company such as Bell Equipment. Apart from the technical expertise and reliable parts holdings that Bell

Equipment has, the company also has a wide national footprint should the machines ever be deployed elsewhere and need parts."

On the La Vue site, the Finlay 683 Supertrak screen is loaded using a wheeled loader, which loads the inclined feed hopper. This inclined feed hopper immediately has oversized material roll off its grizzly onto a discard pile. Other material is then processed to minus 70 sizes as bedding sand. The Finlay J-1160 Jaw Crusher in turn processes much coarser material into G5 and G7 aggregate which is used as fill material. An excavator loading directly off a stockpile of coarse material feeds the Finlay J-1160 Jaw Crusher.

"We're aware that the two Finlay machines are still new but can nonetheless only be impressed by their work-rate and availabilities," Enrico says. "Their efficient production has kept us on track with on-site material supply, which is a big bonus as material does not have to be trucked in from some distance and this is proving to be a saving. We look at the cost per tonne of material processed and what we see is making our clients and us very happy. This augurs well for future work and repeat business as it shows we have the correct tools for the task at hand."



From left: Bokkie Coertze, Schalk Liebenberg, Enrico Bossi and Fiona Johnson in front of Dig B Plant Hire's Finlay Jaw Crusher.



# Windhoek Renovations meets the plant hire needs of massive Neckartal Dam project



The past few years were marked by international economic downturn, large scale unemployment, tighter regulatory controls, increased consumer education and awareness as well as financial challenges that had not been experienced before. Traditional business models no longer seem to be working as effectively as before and doing business has become one of the most challenging tasks. Several companies have had to face foreclosure, staff retrenchments or mergers and acquisitions in an attempt to survive this storm. Despite these challenges, Windhoek Renovations, a reputable Namibian company, has successfully managed to navigate its way through the storm and has continued to focus on its passion and core services

offering. This sense of purpose has provided them with the courage to persevere and their inspiring journey will hopefully inspire other companies to keep trying despite the many challenges that abound.

Windhoek Renovations, a construction plant hire company, is located in Windhoek, the capital city of Namibia, and was founded by Robby Wirtz in 1987.

Robby, who had worked in the motor industry for several years, decided to leave this industry to establish and gradually expand a renovation and construction company. After having worked in the construction industry for several years he felt he needed a new

challenge and started hiring out construction plant. In 2013 he saw that the demand for his services was beginning to exceed his capacity as a sole business owner and he approached Johan van Wyk, a friend and reliable business man, to offer him a business partnership. For three consecutive years Johan had been one of the Top 10 Bell Equipment Salesmen in Africa and had also spent several years working as a Namibian Sales Representative for Bell. It was during this time that he acquired extensive knowledge of earthmoving equipment, people and business practices. He has been a member of Windhoek Renovations since October 2013.

Since then, the Windhoek Renovations' fleet of yellow plant hire machines has grown from 35 to more than 90 machines and various attachments. Johan says: "We believe that Windhoek Renovations is unique because we are able to provide our clients with a comprehensive package in terms of their equipment needs." He adds: "If a client needs plant hire in the construction industry, we are able to offer them amongst others graders, compaction equipment, water tankers, wheel loaders and excavators, and we believe we are the only local company that can provide such an extensive range of earthmoving equipment for hire. We started to experience rapid growth ever since we took a conscious decision to supply a full service offering to clients, which judging by our growth is what our market appreciates."

Their latest project is the Neckartal Dam, which is currently being built on the Fish River and is located in the Karas region of Namibia. The country is located in the south-western region of Africa and boasts the most breathtaking and diverse landscapes in the world. It has been voted the number one travel destination and, with a population of 2,3 million spread across a total area of 824 292km<sup>2</sup>, it is among the most sparsely populated countries in the world.

The Karas region takes its name from the Nama word 'Karas' which means 'Quiver Tree'. This region covers 161 235km<sup>2</sup>, which almost represents 20% of the surface area of the entire country.

The Karas region's arid, pest and insect free climate is nourished by the waters from the Orange and Fish rivers. These rivers make the area an ideal location for abundant, lush crops. This region has been acknowledged and praised for the size and scope of its four pristine and delicately balanced desert ecosystems, which are home to many of the planet's most exceptional natural wonders. These wonders include the Kalahari and Namib deserts and the Fish River Canyon.

The Neckartal Dam is set to become the largest water storage dam in Namibia and will provide an almost 5 000 hectare irrigation scheme with irrigation water for fruit cultivation. The construction of this dam is currently ranked as the most substantial project in terms of water storage construction in southern Africa.

According to published information, the idea of a dam on the Fish River was first conceived by German colonisers more than 100 years ago but did not come to fruition until Namibia won independence from South Africa in 1990. It then took more than two decades before a building tender was held. With a future height of about 80m and a crest length of 518m, Neckartal will be a curved gravity dam. It will have an intake tower housing pipe, valves and gates to bring the water, captured by the future reservoir, to a chamber with two 1,5-megawatt Francis turbines.

The main contractor for the construction of the dam is Salini Impregilo, an industrial and dynamic group specialising in the construction of major, complex projects. Operating in over 50 countries with 35 000 employees, a turnover of around € 6.1 billion and a



Wolfgang Schweiger (General Manager of Bell Equipment Namibia) with Johan van Wyk (Member, Windhoek Renovations), John Collins (General Manager: Bell Equipment Cape and Namibia Region) and Mike Lipman (Site Foreman on the Neckartal Dam Project, Windhoek Renovations).

backlog of € 37 billion, Salini Impregilo is a global player in the construction sector and the leading global infrastructure company in the water segment. One of Salini Impregilo's primary challenges was to find reputable and well-equipped local Namibian plant hire companies that could minimise the need to import earthmoving plant equipment from South Africa or from abroad.

It was during this stage of the project that Salini Impregilo contacted Windhoek Renovations to provide the backbone of the plant hire needs.

Windhoek Renovations supplies an extensive range of plant hire equipment to both local and regional construction projects. Its unique service offering of an extensive fleet of Liebherr excavators that are fitted with specialised tools, such as hydraulic hammers, rock splitters, grinder and vibrating rippers and rammers was what gained Windhoek Renovations entry into the

Neckartal Dam project and from there, demand for their other machines grew.

Robby commented: "Our approach was quite straightforward as we started off on a small scale by sub-contracting to another sub-contractor. We realised soon enough that we had the capacity to fulfill more of the requirements in terms of equipment that was needed on this massive project. In time, we expanded our share of the project to include plant hire as well as direct contracting services. "As the local agents for Liebherr, we naturally support the brand but whatever they can't supply, we source from Bell Equipment. In 2008 we purchased our first Bell 770D Grader and we've subsequently expanded our Bell Grader fleet to include 772G and 670G models as they are sought after in the hire market."

Due to its 80m-high curved concrete wall the Neckartal Dam construction requires aggregate rock, which is

being sourced from a quarry located fairly close to the construction site. The rock had to be extracted and Windhoek Renovations provided its range of Bell B40D and B30D Articulated Dump Trucks (ADTs) for this specific task.

Johan stated: "When working in the excruciating 42 degree Celsius heat and dust of such a quarry, hauling heavy dolomite rock to the crusher, nothing can match our Bell ADTs in terms of performance and durability. Our Site Foreman, Mike Lipman, does a sterling job of monitoring the equipment and has put in place preventative maintenance processes to ensure sustained uptime of the equipment throughout the extraction from the quarry."

Windhoek Renovations also carries a wide variety of Bell Equipment spares onsite and Norman van Wyk from Bell Equipment Namibia does his best to ensure that their orders for parts are executed accurately and promptly.

Having completed the excavation of almost 800 000m<sup>3</sup> of earth and rock on the riverbed and the construction of abutments on either side of it, workers started building the foundation of the dam with the use of Windhoek Renovations' earthmoving equipment, one layer of concrete at a time. This method is called roller-compacted concrete (RCC), which is faster and economically advantageous in respect to other methods.

In 2014 Windhoek Renovations identified the need for a 30-ton ADT and they decided to purchase a new Bell B30E ADT, which is being used specifically for this process of spreading roller-compacted concrete (RCC) on the dam wall. This layering and compacting process is used to build a higher dam wall. Initially rigid tippers were used to convey the concrete but their narrow tyres left

marks in the wet concrete. The wider and high-floatation tyres of the Bell B30E ADT and its low ground impact made this the ideal haulage machine to convey the concrete to the dam wall.

"There has been such a huge demand for this particular Bell B30E ADT that it has clocked up more than 9 000 hours in the three years that we've owned it," Johan explains. "We believe that our ability to sustain this demand definitely means high mechanical availability and that the Bell B30E ADT is delivering on its promise."

Johan is also full of praise for the Bell B25D Water Tanker fitted with a 23 000 litre tank, which was purchased on the open market at 9 000 hours. With its clock now showing an excess of 19 000 hours, this water tanker continues to dampen the Namibian dust that prevails throughout this project.

"The same praise goes to our two Bomag BW212 Rollers and the Bomag BW213 Roller, again supplied by Bell Equipment, that continue to perform at optimum levels for this large project," he adds. "Quality of design and build coupled with diligent maintenance is definitely a recipe for success even in the arid and challenging locations where we work."

A substantial plant hire range, attachments and an unrelenting passion for what they do have provided Windhoek Renovations with a substantial growth of 124% over the last four years. Both Robby and Johan believe that once the Neckartal Dam has been completed, the Windhoek Renovations brand will continue to expand and grow because of their shared commitment and the goodwill they have created with their reliable brightly-coloured yellow equipment and attention to sustainable performance and quality.





# Burma introduce first Bell B45Es on Kolomela Mine rehabilitation project

**Small opportunities are often the beginning of great achievements as Burma Plant Hire and Mining (Pty) Ltd is proving at Kolomela Mine, near Postmasburg in the Northern Cape, where the company's fleet of six new Bell B45E Articulated Dump Trucks is making a positive and lasting impact on the mine's rehabilitation project.**

Kolomela is an iron ore mine operated by Anglo American's Kumba Resources. Burma Plant Hire and Mining, which has the Raubex Group's Burma Plant Hire (Pty) Ltd as its majority shareholder, has been involved in general mining activities, including load and haul of final product, since the mine's inception in 2009.

Burma Plant Hire's Managing Director, Theuns Burger says: "It was mainly thanks to this long standing relationship and our strong safety record at the mine that we were approached to extend our activities to include the acceleration of the mine's rehabilitation efforts. It also helped that we had equipment on site and the flexibility to be able to immediately redirect some of this equipment and start the rehabilitation work at the end of August 2017 without delay," he explains.

Drones are used on site to establish progress and measure production in relation to the rehabilitation. In the first 10 weeks Burma Plant Hire

and Mining moved 60 000m<sup>3</sup> of material, working about 150 hours per month in eight hour shifts.

Integral to this success has been the fleet of six Bell B45Es, three of which move calcrete-rich overburden and top soil, stripped from newly developed areas of the mine, to stockpile it for rehabilitation. In this application a 30-ton wheeled loader takes two-and-a-half to three loads to fill each truck bin.

At the stockpile, to prevent unsafe undercutting, the company has opted for a 50-ton excavator, which loads the other three trucks. Six passes with the excavator fills a B45E bin and this material is then hauled to the rehabilitation site. Haul distances vary anywhere between a roundtrip of 1km and 6km. "We try to stockpile as near as possible to the rehabilitation area," says the company's Manager: Mining, Carlo Hennig, who adds that haul roads are flat, and in good condition, promoting high productivity.

The area only receives an average rainfall of 275mm per annum. For this reason the company uses rippers on the back of dozers to rip 500mm into the ground and contour the rehabilitation site into a moonscape to retard water runoff and prevent erosion, thereby giving the natural vegetation the best possible chance to re-establish.

Work is carried out in strict accordance with guidelines set by the Department of Environmental Affairs, which undertakes the re-establishment

of natural vegetation after the company has successfully prepared the land. The Department of Environmental Affairs uses seven types of endemic grass seeds, each of which are colour stained to prevent birds from eating them before they have a chance to grow.

According to Carlo, the decision to invest in Bell ADTs followed a visit to the company's factory in Richards Bay. "We were impressed with how these Bell machines are built and it gave us peace of mind when making our decision to put our confidence in the Bell brand and support them as a locally based manufacturer. They are beautiful trucks, built for our conditions and we have been impressed by the personalised customer service. Everyone is involved to the extent that they become friends. Even the Operator Trainer, Warren Loffler, calls to discuss the progress and that's great.

"We opted for the B45Es because the B50E would have been too large and we believe that there is definitely a market for trucks with a payload between 40 and 50 tonnes. It was exciting for us to be able to assess this new product and it is perfect for what we need. We had a few initial teething problems but they were quickly resolved and the trucks are now running at optimum levels."

Depending on the haul distance, the trucks each average three cycles per hour during which they move 93,2t of material. Although the trucks operate on dry rates, with the mine supplying the diesel, the company monitors fuel consumption and Carlo says the ADTs use between 12 and 17 litres of fuel per hour. This is less than he expected considering the high ambient temperatures in which the trucks operate.

Data is provided by Bell Equipment's proprietary fleet management software, Fleetm@tic<sup>®</sup>, which Carlo checks "religiously". "Fleetm@tic<sup>®</sup> is brilliant. A great selling tool for Bell," he says. "From the mechanical side I can see when the trucks are coming up for a service for planning purposes. I travel a lot and at the end of a shift I receive a report on email, either on my phone or laptop, and can see what productivity has been achieved and whether we are on track. All the information is there in graph form so you can plan easily. It saves a lot of time and frustration."

Since these are the first Bell ADTs to operate on Kolomela Mine they were thoroughly evaluated to ensure they met the stringent safety requirements on the mine. With the host of safety mechanisms that have been incorporated into the new E-series trucks, they passed with flying colours. Bell Tip Safe, a feature that doesn't allow unsafe tipping and requires that the bin is fully down before the truck can change gears when it pulls away, was particularly well received.

According to Carlo other standout features of the B45Es include the powerful Mercedes Benz engine and Allison transmission combination. "The straight 6 engine is unbelievably quiet. You have to stand close to the truck to hear if it's idling or not."

With the unquestionable effect the Bell B45Es have had on productivity on the rehabilitation site during their initial two six-month contract periods, Burma Plant Hire and Mining is hopeful that this will stand them in good stead as they strengthen and grow their presence on the mine.



The Burma Plant Hire and Mining team on site includes (from left): Carlo Hennig (Manager: Mining) and Shift Supervisors, Francois Mathysen and Koos Swanepoel.

# EC Blaauw upgrades its Bell fleet to meet demand

**When the late Christo (Boet) Blaauw started mining sand back in 1979 with only three machines, one of them being a tipper truck, little could he know that just short of four decades later, his once fledgling company would have grown in the best way possible, benefitting a local community in the process.**

In 2004, Christo Blaauw established EC Blaauw Transport CC and became a preferred supplier to platinum mining companies hauling their ore, doing material handling, managing waste and building haul roads as the platinum boom saw unrivalled expansion. Sadly Mr Blaauw passed away in 2011 but his legacy lives on in the good name that he established.

When mining got underway at the Kroondal mine just east of Rustenburg in the late 1990s, EC Blaauw Transport responded to its needs by investing in two Bell Articulated Dump Trucks (ADTs), a Bell B20B and Bell B30B model. Christo Blaauw's daughter, Nerine Aucamp, is now a shareholder of the company and says: "My dad had grown up amongst yellow machinery and with his experience and knowing that Bell Equipment was a South African company that designed its equipment with local conditions in mind, this would have seemed an easy decision for him to make in buying these ADTs. These two trucks have given us thousands of hours of service and helped to establish the company as a reliable service supplier in the platinum mining industry."



(From left): Anton Snyman (Bell Rustenburg Sales Representative), Lloyd Matchett (General Manager, EC Blaauw Transport), Richard Aucamp (Managing Director, EC Blaauw Transport), Nerine Aucamp (Shareholder, EC Blaauw Transport) and Papi Rangtwaga (Shareholder, EC Blaauw Transport).

Managing Director of EC Blaauw Transport, Richard Aucamp, takes up the story: "Because of the great service we've enjoyed with these Bell ADTs, we've happily retained our links with Bell Equipment. Some six years ago, we bought two Bell L1706D Wheeled Loaders and two Bell 315 Tractor Loader Backhoes (TLBs). These machines have proved invaluable, especially with material handling and the loading of trucks, and the TLBs fulfill many varied roles in housekeeping duties in the mining plants."

"Bell Equipment has proved to us over the years that they understand our business and their commitment is evident in the new facilities they've built in Rustenburg, which we believe is proof that, like us, they're here for the long haul."

In 2013, EC Blaauw Transport traded in their two Bell L1706D Wheeled Loaders on two new Bell L1706E models. By now the company had extended its services to include work on platinum mines in the Steelpoort and Lydenburg areas as well.

"Working in an industry that is constantly under pressure due to fluctuating commodity prices, a high emphasis is placed on efficiency through sustained high mechanical availability and minimising downtime of especially material handling equipment such as ours," says Lloyd Matchett, EC Blaauw Transport's General Manager. "This is why we've eagerly taken up Bell Equipment's extended warranty to 9 000 hours on the wet drive train of our Bell Loaders coupled with a maintenance plan. This we feel confirms the advantages of preventative maintenance, which in turn gives us sustained uptime."

EC Blaauw's material handling equipment is used extensively in continuous operations and high monthly hours are the norm, rather than the exception. That is why in the second half of 2017, when the company's Bell L1706E Wheeled Loaders had clocked up some 14 000 hours in just over four years, a decision was made to trade them in on new and bigger models.

"Despite the gloom of low growth in the local economy, we're experiencing an increase in demand for our services. With this in mind we took delivery of new Bell L2206E and L1806E Wheeled Loaders in October 2017," Richard adds. "But we didn't stop there as we also bought two new Bell B30E ADTs, and this combination of loading and haulage tools has drastically upped our rate of production while at the same time lowered our cost per tonnes of material handled."

"Strange though it may seem, we consider ourselves fortunate to be in a competitive market as that forces one to rise to the challenges by being innovative and thinking out of the box," Lloyd says. "We're watching our overheads but having the correct and new material handling equipment for the challenges that lie ahead, we can tell you unequivocally that Bell Equipment will be part of our future plans when we further expand our fleet to meet the increasing demand from our loyal clients."

As a progressive and modern company, EC Blaauw Transport (Pty) Ltd has moved with the times in South Africa and involved the local community near Kroondal in their company ownership, leading to direct long-term financial and employment benefits for their employees.



# Camp Carriers has sweet success in Swaziland with UltECO 6 Slew Loader

**A massive investment by the European Union to stimulate the development of small-scale sugar farmers in Swaziland has had a positive ripple effect beyond agriculture alone.**

The positive effect has been so successful that it is being described as a dream project for any agency planning economic and social upliftment as most people in the St Philips and Maphobeni areas of that country are now employed and making a sustainable living. Making this type of statement is Graham Camp, Managing Director of Camp Carriers Truck & Plant, a man who has experience of creating his own luck through perseverance and commitment of self-employment, and who has positioned himself to also benefit from the surge in small-scale sugar cultivation.

“Demand from existing transport clients saw us venture into plant hire in 2014 and two years later we bought a Bell 315SK Tractor Loader Backhoe (TLB) from Charlie Boucher at Bell Swaziland to complement our fleet of excavators and dozers,” says Graham. “And when the water from the newly constructed Lusip Dam started

flowing along recently completed canals and irrigating the sugar in this area, I knew that adding sugar loading equipment to our machine fleet was the way to go as the cane has to be harvested regularly, which would mean a loading tool paying for itself in due course.”

According to Graham, he had the opportunity to see a demonstration of the new Matriarch UltECO 6 four-wheel drive sugarcane slew loader and this convinced him that it would be the preferred loading tool for the relatively flat sugarcane lands in the St Philips area.

“As we already had a solid relationship with Bell Equipment, we were heartened by the fact that the Matriarch equipment was being marketed, supported and maintained by the company. Given that the local cane would have five re-growth cycles, we felt comfortable financing the Matriarch UltECO 6’s purchase over five years.”

“Other important factors that played a role in our decision were the Matriarch’s high reaching capability, excellent fuel consumption and extremely competitive pricing.”



*Charlie Boucher, Team Leader of Bell Equipment Swaziland and Graham Camp, Managing Director of Camp Carriers Truck & Plant.*



Graham points out that as most of the irrigation is done by way of centre pivots, the adjustable wheel-widths on the Matriarch UltECO 6 enables the machine to comfortably run in the rows without damaging the roots of the cane. In other areas where sub-surface irrigation piping is used, the slew loading action of the Matriarch prevents damage to the infrastructure by the machine again staying in the rows and not encroaching onto the plants’ roots.

“Having experience of hiring plant makes one realise that any piece of equipment is only as good as its technical back-up,” Graham adds. “Due to high demand for our Matriarch loader, its 500-hour service seemed to come up in almost no time and it was comforting to know that we could rely on Bell Equipment Swaziland to do the necessary with suitably trained mechanics and all the consumable parts at hand. We know that adhering to scheduled maintenance routines is key and this translates into fuel burn of between 5 and 6 litres an hour, which is pleasing and keeps cost per tonnes in check.”

Camp Carriers Truck & Plant’s Matriarch Slew Loader is used around the clock to load trucks hauling tandem

trailers with cut cane from the area. Graham believes that his operators will soon be proficient to meet the 55 to 70 tonnes an hour, which is within the design capacity of the machine. The cane gets supplied to the sugar mill at Big Bend, in most cases a trip of 30km in one direction. The Matriarch operators speak highly of the excellent LED lighting the machine has for the loading tasks at night.

“I’ve been especially impressed with the hands-on approach representatives from both Matriarch and Bell Equipment have taken in visiting my operation,” Graham says. “Ashley Bell, Matriarch’s Marketing Manager, really listens when we give him feedback and is open to suggestions on improving the machine’s capabilities and efficiencies.”

“These are just a few of the reasons why we’ll be looking to add another Matriarch UltECO 6 in the near future as the real benefits of the European Union’s massive investment come to fruition with more and more sugar cane that will all need to be harvested and loaded.”

# Bell Promo Shop

**Hot Choc Mug**



Product Code:  
PR0932695

**R66**

**ECO Cup**  
355ml



Product Code:  
PR0932730

**R202**

**Travel Flask**



Product Code:  
PR0932730

**R235**

**Cooler Bag 12 Can**  
Yellow & Black



Product Code:  
PR0932712

**R155**

**Laptop Backpack**  
Black



Product Code:  
PR0930123

**R275**

**Tourista - Back Pack**  
Black



Product Code:  
PR0930121

**R285**

**USB**  
16G / 32G



Product Code:  
PR0932363  
PR0932729

**R152/R222**

**Keyring**



Product Code:  
PR0932365

**R46**

**Rosewood Knife**



Product Code:  
PR0930126

**R215**

**Duffel Bag**  
Royal/Black



Product Code:  
PR0930423

**R255**

**Mens Fleece Jacket**  
Black



Product Code:  
PR0932721 (S-L)  
PR0932722 (XL-5XL)

**R375**

**Mens Fleece Jacket**  
Navy



Product Code:  
PR0932719 (S-L)  
PR0932720 (XL-5XL)

**R375**

**Logger Scale Model**  
Wooden



Product Code:  
PR0932620

**R465**

**Tractor Scale Model**  
Wooden



Product Code:  
PR0932701

**R355**

**ADT Scale Model - B30E**  
Product Code:  
B30EMODEL



**R600**

**Mens Jacket Canvas**  
Zip-off Airforce  
XS - 5XL



Product Code:  
PR0931526

**R1060**

**Ladies Fleece Jacket**  
Red  
S- 4XL



Product Code:  
PR0932706

**R375**

**Ladies Fleece Jacket**  
Navy  
S- 4XL



Product Code:  
PR0932708

**R375**

**Kobelco Scale Model**



**R900**

**Caps - Camo Design**



Product Code:  
PR0932714-PR0932718

**R66**

**U-Flex Cap**  
Black/Red/Blue/Stone



Product Code:  
PR0932737

**R101**

**Town & Country NSTC**



Product Code:  
Brown: PR0932094-103  
Tan: PR0932104-113  
Black: PR0932114-123

**R995**

**BS6 Lace-up Boot**  
Brown



Product Code:  
PR0932034-043

**R1000**

**FS3 Pull-up Boot STC**



Product Code:  
Brown: PR0932124-133  
Black: PR0932144-153

**R885**

**Belts**  
Leather Stitch/  
Burnished



**R255**

**Multi Headwear**  
Pink, Green & Blue



Product Code:  
PR0930503

**R55**

**Hats**  
Leather  
Breezy/ Tan/ Oxblood/ Oxblood Fold Up



**R355**

**Promo Shop - Richards Bay**



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# **We've never been to the moon... but our innovation is out of this world.**



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- Manufacture a 50 and 60 ton ADT.
- Incorporate Tip Safe to prevent bin tipping at an unsafe angle.
- Develop I-Tip for automatic bin tipping at the touch of a button.
- Install Turbo Spin Protection that varies engine idle time according to how hard the engine has been working.
- Introduce satellite based telematics - Fleetm@tic®

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our leading innovation would be up to the task!**

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