

the bulletin

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**Strong Reliable Machines
Strong Reliable Support**

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insidetrack

Building strong customer relationships remains key

2019 marks the 65th anniversary of Bell Equipment and indications are that the year is going to be an incredibly busy and eventful one with great opportunities for customer interaction and building solid relationships.

Going forward, we are optimistic about an improvement in market conditions during the second half of 2019 following South Africa's national elections in May.

We continue to work closely with all our alliance partners to continue to deliver strong and reliable machines and support to our customers. Market acceptance of our Kobelco excavators continues to grow and several customer experiences in various applications are detailed in this edition, which all speak to the efficient performance and productivity of the range.

You will also read in this edition that Peter Bell's sons, Justin and Ashley, are back with the group following our acquisition of Matriarch Equipment. This has provided a renewed energy and focus on agriculture and forestry and we are excited by what this development holds for our customers in these industries.

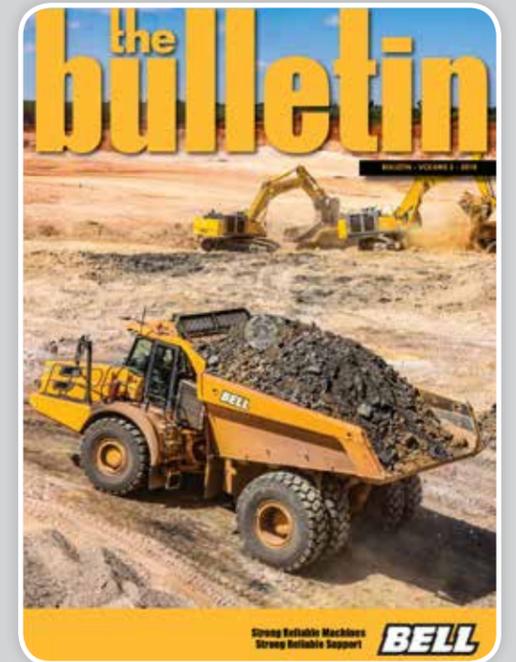


Leon Goosen
Group Chief Executive



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Cover picture: Burma Plant Hire's most recent contract is an exciting one as the company is tasked with load and haul duties on a totally green-fields opencast coal mine...**read more on page 8.**

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New 45-tonner joins Bell 4x4 range

Bell Equipment has expanded its range of articulated 4x4 two-axle ADTs with the launch of a third model, the B45E 4x4 at bauma Munich in April. Similar to the sixty-tonner B60E and the smaller Bell B30E 4x4, the new truck is configured to provide a highly efficient and cost-effective transport solution for niche applications in the mining and construction industry.

With the front half of the truck being essentially the same as its 6x6 counterpart, the Bell B45E 4x4 is derived from proven high-volume technology and decades of experience. Powering the truck is a 390kW / 2 460Nm inline six-cylinder engine from Mercedes Benz, optimised for off-highway use by MTU. This, combined with the Allison seven-speed automatic transmission, contributes to outstanding driving performance while delivering the low fuel consumption typical of Bell ADTs. Wet brakes on both axles ensure safe deceleration and work in conjunction with the Jacobs Engine Brake®, to provide the multi-stage programmable automatic retardation. The standard Bell cab is spacious, offering great visibility and comfort while ensuring safety and productivity. This is achieved through a comprehensive package of productivity, safety and ease-of-operation features, based on real-time data collection by the truck's sensors (on-board weighing, pitch/roll sensor, etc).

In designing the rear chassis and the 25m³ bin, the designers followed the design of the Bell 4x4 flagship, the B60E which has been optimised for tough mining applications. A rigidly mounted 55t axle supplied by German manufacturer Kessler with 21.00R35 twin tyres ensures a robust solution with a nominal payload of 41 tonnes. At the front the truck rolls on 775 / 65R29 tyres that boast high load carrying capacities and high lateral stability, an essential characteristic for a machine intended for challenging underfoot conditions. To improve ride comfort, the B45E 4x4 can optionally be equipped with the Bell 'Comfort Ride' adaptive front suspension system.

Like the Bell B60E, the B45E 4x4 bin concept is along the lines of a rigid dump truck rock bin with bottom-mounted telescopic tip cylinders. Thanks to its wide geometry and flat-bottomed floor, the 41-tonner fits in well with typical quarry loading

equipment and offers better filling characteristics than the longer 6x6 ADT bins of the same volume. When carrying sticky material such as clay, optional body heating helps to minimise carry-back when tipping. Additionally, Bell Equipment has found that their 4x4 bin configuration, which doesn't have the traditional ADT dovetail, is considerably better at minimising carry-back than their 6x6 counterparts. With a fully programmable maximum tipping angle of up to 55° relative to horizontal, the short bin body reaches a tipping height of only 6 394mm, which can be an advantage when operating with overhead structures (such as hoppers and crushers).

Flexible Allrounder

"Thanks to its high capacity and superior productivity the Bell B60E can perform a supporting or primary production role in many large opencast mining and quarrying operations around the world. However we see other target applications for the B45E 4x4," said Tristan du Pisanie, Bell Equipment's ADT Product Owner. "These include small to medium-sized mining or quarrying operations with lower production tonnage as well as larger sites with difficult underfoot conditions. Finally, there could be operations requiring selective mining in very specific areas as a top-up on their main production volumes."

Despite a number of competitors having dropped 40t rigid dump trucks from their range, many customers in Europe are continuing to work with rigid trucks in the 40-ton class. "With comparable performance to rigid dump trucks on well-tended, dry underfoot conditions, the two-axle articulated trucks score in all-weather conditions when the haul roads deteriorate or become slippery. Additionally, the loading site is often a challenging environment to negotiate and undulations are common. The all-wheel drive and oscillation joint configuration are the reasons for this and they also provide for safer machine operation. This means that the machine is also suited to stripping or overburden work, which provides higher utilisation and improved return of investment," said Tristan.

For today's quarry operations, with lower maximum speeds and shorter hauls, Bell 4x4s offer a more

economical drive concept compared to 4x2 rigid trucks that are designed for high top speeds over long distances. "The lower fuel consumption has a direct effect on the operational costs. Another very important factor in this regard is tyre wear," said Tristan. "After several thousand operating hours, in direct comparison with 4x2 rigid trucks of the same size, operators reported a 65% lower wear on the rear twin tyres of the Bell B60E. Here again, the all-wheel drive and the consistent traction on each wheel ensured by the oscillation joint seems to be the difference."

With regard to tyre wear on hard and abrasive haul roads, the two-axle ADT concept offers further advantages over conventional 6x6 trucks. The shorter rear chassis means 4x4s are more manoeuvrable than comparable three-axle trucks, whose middle and rear tyres tend to scuff around tight bends. This increased wear results in higher

tyre and route maintenance costs as the scuffing tyres tend to churn up the road. The use of 4x4s in opencast mining requires less shunting at narrow loading points or at the primary crusher. In tunnelling or in underground mining the smaller turning circle is particularly significant: "Here, we have already successfully placed several 4x4 30-tonners. Specific customer requests for the more powerful B45E 4x4 prove that this derivative of our standard 6x6 machine can offer a real alternative for this very special market segment," concludes Tristan.

The Bell B45E 4x4 entered the market in April 2019 and, like all Bell 4x4s, the trucks are produced in Bell Equipment's factory in Richards Bay, South Africa.



The 25m³ rock bin of the Bell B45E 4x4 offers a low tipping height at crusher housings or in underground applications.

Matriarch founders to drive a renewed forestry focus at Bell

Bell Equipment's strategy to revitalise its presence in the agriculture and forestry industry has been bolstered by an announcement in January that the Bell will acquire its long-standing partner, Matriarch Equipment.

Matriarch Equipment was founded in 2009 by brothers, Justin and Ashley Bell - grandsons of the late Bell Equipment founder, Irvine Bell. The company focuses on developing innovative equipment for a wide spectrum of industries. Reminiscent of the early days of Bell, Matriarch has enjoyed particular success in agriculture and forestry thanks to its 'customer centric' approach and quick turnaround of niche solutions.

The Bell-Matriarch partnership dates back to January 2014 and Bell currently distributes and supports the complete, locally manufactured Matriarch range of agriculture and forestry equipment. This comprises of highly innovative and relevant products for the sugar and forestry industries such as the UITECO5 and UITECO6 slew loaders for sugar harvesting operations as well as the FASTfell and Skogger for timber harvesting and extraction.

In addition, last year Bell collaborated with Matriarch for the conversion of Kobelco excavators for the forestry industry in order to provide customers with a professional and thorough approach to conversions.

Following the transaction Matriarch will become a wholly owned division of Bell and will continue to operate from its existing workshop premises in Felixton, outside Empangeni on the KwaZulu-Natal north coast.

Bell Equipment Chief Executive Officer, Leon Goosen, said that the acquisition creates a win-win scenario for the two companies and their customers. "The transaction gives Bell a renewed energy and focus on agriculture and forestry. These industries were the cornerstone of Bell in its formative years and we see great potential in strengthening and growing this important aspect of our business. The range of Matriarch products complements our range and enables us to better

provide a tailor-made full line solution to our customers. In return we bring to the partnership a respected and quality distribution and aftermarket support network that will provide Matriarch with access to more international regions and a larger market.

"We're excited to have Justin and Ashley back at Bell and carrying on the Bell family values. They've proven through their work at Matriarch that the ability to innovate and develop according to customers' needs is entrenched in the genes. We look forward to them joining the team and us working closer to grow sales and develop products in a number of diversified industries."

Commenting on the transaction, Ashley said: "Agriculture and forestry is where it all started for Bell. When the focus broadened to include construction and mining, with the development of the Articulated Dump Truck, some customers might have felt that agriculture and forestry had been side-lined but there is definite interest to revitalise Bell Equipment's presence in these industries and we look forward to playing a role in that."

"The transaction provides Matriarch and Bell with the additional resources needed to pursue new opportunities in terms of products and markets. Our products aren't new to Bell but are complementary to the Bell range. We have a few ideas to further enhance the product offering and add products to the line-up for agriculture and forestry."

Both Justin and Ashley have previously worked at Bell Equipment and Ashley says: "Personally, we're keen and excited to be back in the Bell fold and contributing to the continued sustainability of the business. In terms of the Bell family, it renews our commitment to the business and we are proud to be able to build on our family heritage."



Brothers Justin (left) and Ashley Bell of Matriarch Equipment.

OEM flexibility and speedy response seals new contract for Burma



Business relationships are a lot like interpersonal relationships where mutual trust ensures growth leading to win-win situations for all. This is what a leading player in the South African plant hire market has found with the original equipment manufacturer (OEM) that supplies the greater majority of its yellow fleet.

Plant hire companies are by their very nature dependent on the quality of design and build in the products their trusted OEMs supply, often at short notice. Such was the case recently when Cape Town-based Burma Plant Hire extended their mining services in the Mpumalanga coal belt.

"We have operated in mining for almost 10 years now, so we are no strangers to the industry, working in various applications such as opencast mining, rehabilitation and load and haul contracts across various locations including Mpumalanga and the Northern Cape," says Theuns Burger, Managing Director of Burma Plant Hire. "Since becoming part of the Raubex Group of Companies and focusing on the mining industry, we have realigned our reliance on construction and are now heavily biased towards mining."

Theuns goes on to explain that recent success is due to the company's sheer flexibility and speed to respond to customer needs. "We had to have equipment available in a hurry and for this we thank our trusted OEM-partners at Bell Equipment who could supply the necessary equipment and support at short notice. This successful turn of

events led directly to our new clients acknowledging us as serious players in this competitive market."

Burma Plant Hire's most recent contract is an exciting one as the company is tasked with load and haul duties on a green-fields opencast coal mine east of Middelburg in Mpumalanga. Once the assessment for the right loading and haulage tools had been completed, Burma Plant Hire approached Bell Equipment Sales Representative, Clifton Roberts, in Cape Town for an impressive range of yellow machines.

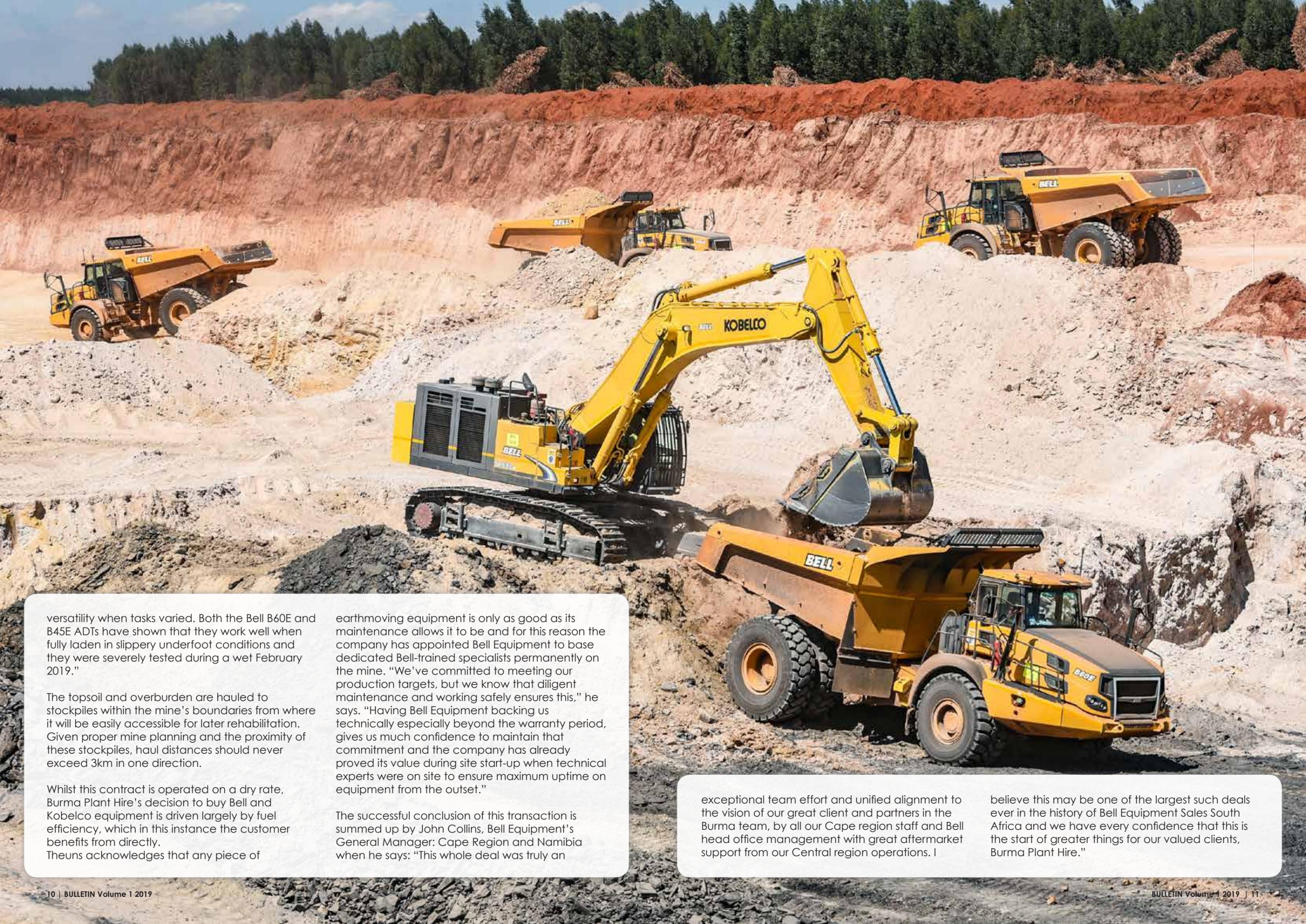
Between December 2018 and March 2019, Burma Plant Hire took delivery of 11 Bell B60E Articulated Dump Trucks, seven Kobelco SK850LC-8 Excavators and 15 Bell B45E Articulated Dump Trucks (ADTs) – a total complement of 33 pieces of equipment, most of which were established within the first two months.

"We're firmly of the opinion that the 85-ton Kobelco SK850LC-8 Excavator with its 5,1 cubic-metre bucket is the ideal loading tool for both the Bell B60E and Bell B45E ADTs and quick loading makes for faster cycle times and subsequent improved production," Theuns explains.

"The request for using 60-ton ADTs had been made by our clients which meant that choosing Bell Equipment's by now proven B60E machines was a no-brainer," Theuns adds. "We also felt that adding the B45E ADTs into the mix would give us more



MD of Bell Equipment Sales South Africa, Duncan Mashika, handed over a memento to the MD of Burma Plant Hire, Theuns Burger, at a function in Middelburg last week to mark the delivery of 11 B60E and 9 B45E ADTs as well as 7 Kobelco SK850LC Excavators to the company.



versatility when tasks varied. Both the Bell B60E and B45E ADTs have shown that they work well when fully laden in slippery underfoot conditions and they were severely tested during a wet February 2019."

The topsoil and overburden are hauled to stockpiles within the mine's boundaries from where it will be easily accessible for later rehabilitation. Given proper mine planning and the proximity of these stockpiles, haul distances should never exceed 3km in one direction.

Whilst this contract is operated on a dry rate, Burma Plant Hire's decision to buy Bell and Kobelco equipment is driven largely by fuel efficiency, which in this instance the customer benefits from directly. Theuns acknowledges that any piece of

earthmoving equipment is only as good as its maintenance allows it to be and for this reason the company has appointed Bell Equipment to base dedicated Bell-trained specialists permanently on the mine. "We've committed to meeting our production targets, but we know that diligent maintenance and working safely ensures this," he says. "Having Bell Equipment backing us technically especially beyond the warranty period, gives us much confidence to maintain that commitment and the company has already proved its value during site start-up when technical experts were on site to ensure maximum uptime on equipment from the outset."

The successful conclusion of this transaction is summed up by John Collins, Bell Equipment's General Manager: Cape Region and Namibia when he says: "This whole deal was truly an

exceptional team effort and unified alignment to the vision of our great client and partners in the Burma team, by all our Cape region staff and Bell head office management with great aftermarket support from our Central region operations. I

believe this may be one of the largest such deals ever in the history of Bell Equipment Sales South Africa and we have every confidence that this is the start of greater things for our valued clients, Burma Plant Hire."

Inyathi Plant Hire takes first Kobelco Excavator in Eastern Cape



When Nelani Kaiser first saw a Kobelco Excavator in its now familiar bright turquoise colour at Bell Equipment's Jet Park premises in Gauteng, she was instantly smitten.

And even though her plant hire company had no immediate need for a new Kobelco Excavator at that point, she knew she'd be taking one back to their yard in East London, which proved to be the first such machine in the Eastern Cape.

Nelani is one half of Inyathi Plant Hire, based in East London, and she was named Entrepreneur of the Year in the Eastern Cape in 2017. Her business partner is Zanile Piyose and together these two dynamic women make a formidable team.

"My father Philip Vermeulen had started Buffalo Excavators in 1992 and by 1996 Zanile and I made him an offer for the business and so Inyathi Plant Hire was born," Nelani recalls. "You would know that Inyathi is the Xhosa word for buffalo."

A loan from an obliging father saw the fledgling partnership acquire a new Bell HD820 Excavator, which had the almost immediate positive effect of a long-standing contract with aggregate producer Lafarge at that company's quarry on the outskirts of East London.

"We chose to buy a Bell HD820 Excavator as my father was a firm believer in the Bell brand," Nelani explains. "To him it was a two-way street as Bell Equipment had always rented property from us and still does."

Soon the word spread that Inyathi Plant Hire was the real deal offering new equipment to a plant hire market long plagued by operators with unreliable equipment. Another long-standing contract followed, this time with Transnet, and Inyathi Plant Hire was tasked with all the state-owned entity's load and haul needs for the Eastern Cape.

"We concentrate our efforts on the Eastern Cape where about 70% of our income is derived but we have had our equipment work further afield such as Port Nolloth and Cape Town," Nelani says. "We at times undertake our own projects such as levelling sports fields and doing minor road repairs."

"Being a plant hire company, reliable earthmoving and material handling equipment is what makes us tick and is what brings us repeat business," she adds. "To us and our clients, reliability is key and that is why on an important contract, such as the Lafarge quarry, we run only new machines supplied by Bell Equipment."

At the aforementioned quarry site, Inyathi Plant Hire has deployed eight Bell Articulated Dump Trucks ranging from B18E to B30E models with a few older D-series models in the mix too. A Bell 315SK Tractor Loader Backhoe and Kobelco SK210LC-8 Excavator along with a brand new Kamaz 65115 10-cubic metre Tipper Truck completes the fleet.

"Turquoise is my favourite colour and I couldn't believe my eyes when on a recent visit to Bell Equipment's offices in Jet Park I saw this most beautiful Kobelco Excavator," Nelani says laughing. "Even though we did not have a particular need for a new excavator at the time, I had to have this machine and subsequently

bought two, the 21-ton machine and a while later, the larger 26-ton SK260LC-8. We plan to replace all our excavators with Kobelco machines and we're currently in the market for a Kobelco SK350LC-8 machine with a hydraulic hammer for a specific application."

Inyathi Plant Hire services road construction companies to whom they hire their Bomag Rollers comprising of BW90, BW211, BW212 and BW216 machines.

According to Nelani, a lesson learnt from her father was to never purchase any machine unless a substantial deposit could secure the deal with the shortest sustainable term of repayment, so ensuring that equipment operated under warranty for as long as possible and in good condition. Machines are replaced before they start costing money.

It was on a subsequent trip to the Bell Equipment factory in Richards Bay that Nelani and Zanile's eyes were opened to new possibilities for their

road haulage fleet. They were impressed by the ruggedness of the design and build on a Kamaz 65115 10-cubic metre Tipper Truck and subsequently bought one for their aggregate deliveries for Lafarge.

"We're very happy with the performance thus far of our Kamaz 65115 Truck and will look to expand our fleet with these machines," Zanile explains. "Our clients require delivery trucks to be less than five years old and, although we operate on dry rates, they are more than happy with the fuel burn on the Kamaz. Having both an odometer and an hour meter on this truck makes for very accurate monitoring of its working life and maintenance." And mentioning maintenance, Inyathi Plant Hire has its own mechanics but the partners are now seriously considering entering into a maintenance agreement with Bell Equipment to fully maintain their Bell fleet.

"Everyone at Bell Equipment in East London has our best interests at heart and this starts with Luc Hannan in sales, Denvor Tesmer who runs the Customer Service Centre and Denton Webber, the Product Support Representative with their team of friendly mechanics and staff in spares," the partners echo.

"As our equipment is generally fully utilised during the week, Bell Equipment often schedules our servicing for weekends so that we minimise our downtime; a fact we really appreciate."

"Knowing that Bell Equipment is close by for technical backup and spares, has given us the confidence to grow our business with reliable equipment but more so, we feel as if we're part of the Bell Equipment family as they understand our business and, importantly, how sustained uptime of our machines keeps us in business."

* Since writing this article Inyathi Plant Hire has taken delivery of a Bell 315SL TLB and two new Kobelco Excavators, one an SK350LC-8 model and the other, a Kobelco SK210LC-8.



Inyathi Plant Hire partners, Nelani Kaiser (left) and Zanile Piyose (right) with their Bell Equipment Sales Representative, Luc Hannan.



BMH loads up on B30Es for Mozambique coal contract



In pressurised opencast mining production having the correct and compatible loading and hauling tools is paramount to success. Being able to maximise the capability of such tools is an added bonus that benefits clients and machine owners alike and brings repeat business.

This is what excites James Knowles who is the owner of Gauteng-based Bulk Machine Hire. During the latter part of 2018 his company landed a topsoil-stripping contract on a large opencast coal mine in Mpumalanga where the simple sounding task at hand belies the challenges that his mining teams face.

Bulk Machine Hire has been around for the past 16 years and undertakes contract mining and

material handling assignments across a broad spectrum of mining industries from coal and silica to working in the gas fields of Mozambique. James Knowles had first honed his knowledge of earthmoving equipment during eight years as a sales representative for Bell Equipment before venturing out on his own.

"This current contract is not our first venture into the coal mining industry, but it is a challenging one in an area that has high rainfall leading to shallow water tables where good traction for haulage machines is so important," he says. "We realised that to successfully meet, and possibly exceed, the targets of cubic metres of material moved that our clients demanded we would need powerful new and reliable equipment."

"For that reason, we invested in a fleet of eight new all-wheel drive Bell B30E Articulated Dump Trucks (ADTs) and two new Kobelco SK500HDLC Excavators. We believe the Kobelco 50-ton machine, with its 3,1 cubic metre bucket, is the ideal loading tool for the Bell B30E ADTs."

Just prior to delivery of the Bell B30E ADTs, the bins were fitted with 200mm greedy boards, increasing the carrying capacity of the machines. The topsoil that they primarily haul has a low specific gravity and the subsequent increase in load volume does not tax the machine. Despite the increased capacity, the Kobelco SK500HDLC Excavators fill the bin in a mere five to seven scoops, which makes for faster cycle times. The haul to the topsoil dump is about 1,5km.

Most modern opencast coal mining in South Africa is done responsibly and using the 'roll-over method' where mined-out seams are backfilled immediately, hence the need to stockpile topsoil. Effective stripping and loading are therefore important and here, according to James, the Kobelco SK500HDLC machines really come into their own right.

"In terms of our contract we work on dry fuel rates, but this does not mean that we don't monitor our fuel consumption closely," he says. "Our new Bell B30E ADTs have clocked an average 1 000 hours

each in the five months that we've had them. At expected high mechanical availabilities and fuel consumption of only 15 litres an hour, they definitely add value to the operation. Using high flotation tyres in underfoot conditions that get extremely slippery at times is a must."

"The two Kobelco Excavators are just passing the 1 200-hour mark and their fuel burn averages out at around 45 litres an hour which, considering the work they do, is more than acceptable to us and our clients."

James and his team at Bulk Machine Hire have learnt that as good as any piece of mechanical equipment can be, effective and diligent maintenance is the key to longevity of the equipment resulting in a decent return on investment. To this end, the company has entered into a maintenance contract with Bell Equipment to maintain and repair the fleet beyond the warranty period.

"Call me biased if you like but of our total fleet of some 75 machines, 65 come from Bell Equipment and that has to tell you something," he smiles. "We still appreciate the open lines of communication we have with our OEM of choice and I can call our Bell Equipment Sales Representative, Kobus van Niekerk, at any hour."



James Knowles (left) of Bulk Machine Hire with his Bell Sales Representative, Kobus van Niekerk.

Updated Bell Stump Grinder hits the mark

Since the founding of Bell Equipment the company has listened to customers' needs and developed appropriate solutions. So, when an independent contractor turned to Bell to develop a machine to enable him to de-stump for a major forestry company, the OEM delivered a product that met the needs of both the customer and his client.

Bell Equipment, Chief Engineer: Application Equipment, Dawid Ras takes up the story: "Various imported machines have been trialled in recent years but it was found that they were not designed for South African conditions and after-sales support was also an issue. We've previously had success with a Stump Grinder so we updated our machine to meet the requirements of today's forestry operations."

"We worked together with foresters and engineers from Mondi to achieve the key objectives of improving operator comfort and ergonomics, visibility, stability and serviceability," adds Bell Equipment Product Designer, Sphamandla Ndwandwe.

Bell retained the standard E-series Tri-Wheeler driveline, which was found to be the most feasible in order to accommodate the larger, air-conditioned cab, which was a prerequisite for operator comfort. "In terms of ergonomics we changed the driver position and seat to improve comfort, stability and serviceability of the machine. The new driver position ensures the operator's hands and feet are correctly positioned for the controls and pedals while providing great visibility to the front of the machine," explains Dawid.

"Inside the cab the standard control levers have been updated to an electronically operated joystick for ease of operation of the grinding head. We've piggy-backed on the Bell basket of approved parts and used our Bell CCU2 control system, which has been used extensively on our Articulated Dump Trucks."

Bell chose the Bellaco head with its narrow blade disc with teeth to pulverise the stump, unlike the alternatives on the market that have a rotating drum. This gives the Stump Grinder the advantage of being able to de-stump even if the stump is recessed. "The operator is able to swivel the head to point the disc at the stump for direct application while the rotation of the disc aims debris away from the operation to promote safety," says Sphamandla. Another plus is that the narrow blade disc is fitted with replaceable tungsten tips.

According to Sphamandla the fuel tank has been positioned at the front of the Bell Stump Grinder for optimal weight distribution. "We've also fitted an extra hydraulic tank so that the head has its own, dedicated tank and wider wheels on the rear have improved ground pressure."

Ground level maintenance has been achieved to improve safety while hydraulic coolers have been positioned upright for easier maintenance and unhindered access to the engine.

Currently the Stump Grinder works three shifts for the independent contractor and has therefore been fitted with four forward lights and two rear lights with a total of 3 500 lumens. Lights have also been installed in the engine and pump bays should access be required during night shift.

The upgraded Bell Stump Grinder is capable of handling more than 100 stumps per hour depending on the type of trees.



Sitona Mining Group replaces old excavators with new Kobelco machines

The field of material handling, especially in the mining industry, may seem to the layman as a less volatile area than that of contract mining. Clients with material handling needs however demand high machine availabilities and quite rightly so for if their material or product is not moved timeously, company revenues and ultimately return on shareholder investment will suffer.

One company that fully appreciates this is Sitona Mining Group of Companies working out of Rustenburg. Founded in 2005 by Walter Kinnear, the company has shown steady and sustained growth over time and is now a recognised player in the competitive material handling market in the platinum and chrome mining belt in the North West Province. Further offerings include opencast mining, blasting, plant hire, transport, civil construction (surface and underground) and mine based training.

Kinnear realised early on that given the demands of their industry, it was vital that his company builds its reputation on delivering sustained service in various fields using new reliable equipment, which is operated and maintained by trained personnel. "What makes our industry different is that we work 24 hours a day and 365 days a year with some of our sites raking up 10 000 hours per loader within 18 months," he has been quoted as saying. "This is part of the reason that within a year of our founding, we formed a long-term business relationship with a reputable original equipment manufacturer (OEM) such as Bell Equipment for the majority of our earthmoving and material handling equipment needs. Offering new and well-maintained machines to clients has always set us apart and ensured repeat business."

Over more than a decade since its founding, Sitona Mining Services has relied heavily on equipment manufactured, sold and maintained by Bell Equipment, at first buying three Bell B20D Articulated Dump Trucks, two Bell 315SG Tractor Loader Backhoes and a Bell 1206 Rigid Tractor with a 9-cubic metre dump trailer. Many models in the OEM's range of Wheeled Loaders of both the D- and E-series machines have seen service in Sitona's varied operations where they have

racked up high hour numbers. 2018 saw three new Bell L1806Es and one Bell L2706E Wheeled Loader joining the fleet.

According to Hannes Beket, Sitona's Plant Director, the company has a policy of replacing machines on an integrated costing model. And so, in mid-2018, when the company landed increased material handling contracts on two new sites, it was time to replace older excavators with newer models.

"We have been very impressed with the product offering Bell Equipment has in its new range of Kobelco Excavators and we appreciate the machine's pedigree," Hannes says. "Our needs on the two new material handling sites called for 25-ton machines but we were very confident in the performance potential of the Kobelco SK260LC-8 Excavator."

Since their arrival on the sites in the second half of 2018, the two Kobelco SK260LC-8 Excavators have performed admirably for their owners and clients. One is fitted with ground engaging tools on its 1,4 cubic metre bucket while it stockpiles and moves chrome ore. The second machine, working in an area where material is moved on a concrete base on a platinum mine, has a half-arrow straight edge on its bucket. Due to the abrasive quality of the material in which the machines work, the buckets take on a very sporty bare metal look and almost look chrome plated.

"Such is our faith in the quality of the Kobelco Excavators' design and build coupled with Bell Equipment's reliable support, especially under warranty, that we have not extended the warranties on these machines," Hannes adds. "We generally work on dry rates but keeping a close eye on fuel consumption on any machine gives us valuable feedback coupled with the competitive fuel consumption per hour on all of the Bell range of equipment. These Kobelco SK260LC-8 Excavators are fast winning support with our clients."

He adds that dry chrome ore generally reflects high specific gravities but as it retains a lot of water

the density increases further and still the Kobelco SK260LC-8 Excavator performs admirably while consuming diesel fuel frugally.

"Our operators have taken to the Kobelco machines quite seamlessly and their performance has convinced us that a Kobelco 26-ton machine easily bridges the gap to 30-ton equipment before one needs to look at larger machines," he says. "The machines' pricing is competitive and if all goes well, we'll be looking to add to our fleet of Kobelco Excavators."



Tap into Bell Equipment's aftermarket solutions

Bell Equipment understands that business is about more than just supplying strong, reliable machines and that strong reliable support is an equally, if not more, important consideration for decision-makers. To this end, Bell has an all-inclusive range of aftermarket products and services to enrich the Bell ownership experience so that customers get the most out of their machine throughout the different stages of its lifetime.

At the beginning of the ownership journey Bell is positioned to set customers up for success through Bell Finance, a long-standing successful joint venture with WesBank, that provides creative ways of offering accessible and affordable finance options.

To promote maximum productivity and safety, along with efficient operating and less downtime, Bell offers fully accredited operator and technical training. This is provided at the company's world-class training facilities or at a customer's premises and is tailored to the customer's equipment and operating conditions.

The aftermarket offering is also geared to protect a customer's assets by providing a standard warranty of 1-year/unlimited hours and a variety of extended warranty options that can cover the full machine or particular systems, to suit your needs and smooth cash flow.

In addition, a variety of maintenance contract options are available for the full range of Bell machines that cover scheduled servicing and preventative maintenance. Lubecheck, a predictive maintenance indicator that provides oil analysis for machinery and oil-wetted components, minimises unscheduled downtime and reduces unnecessary costs.

Bell Fleetm@tic® is the company's proprietary satellite fleet monitoring system that keeps track of your fleet 24/7 by gathering machine health data and providing detailed product data that can be used to maximise productivity and improve profit margins. This user-friendly system has packages to tailor to a customer's needs.

To keep your Bell machine in top running condition the company provides world-class technical

support through its expertly trained technical analysts and up-to-date parts, service and operator manuals. Customers also have online access to the latest machine improvement updates.

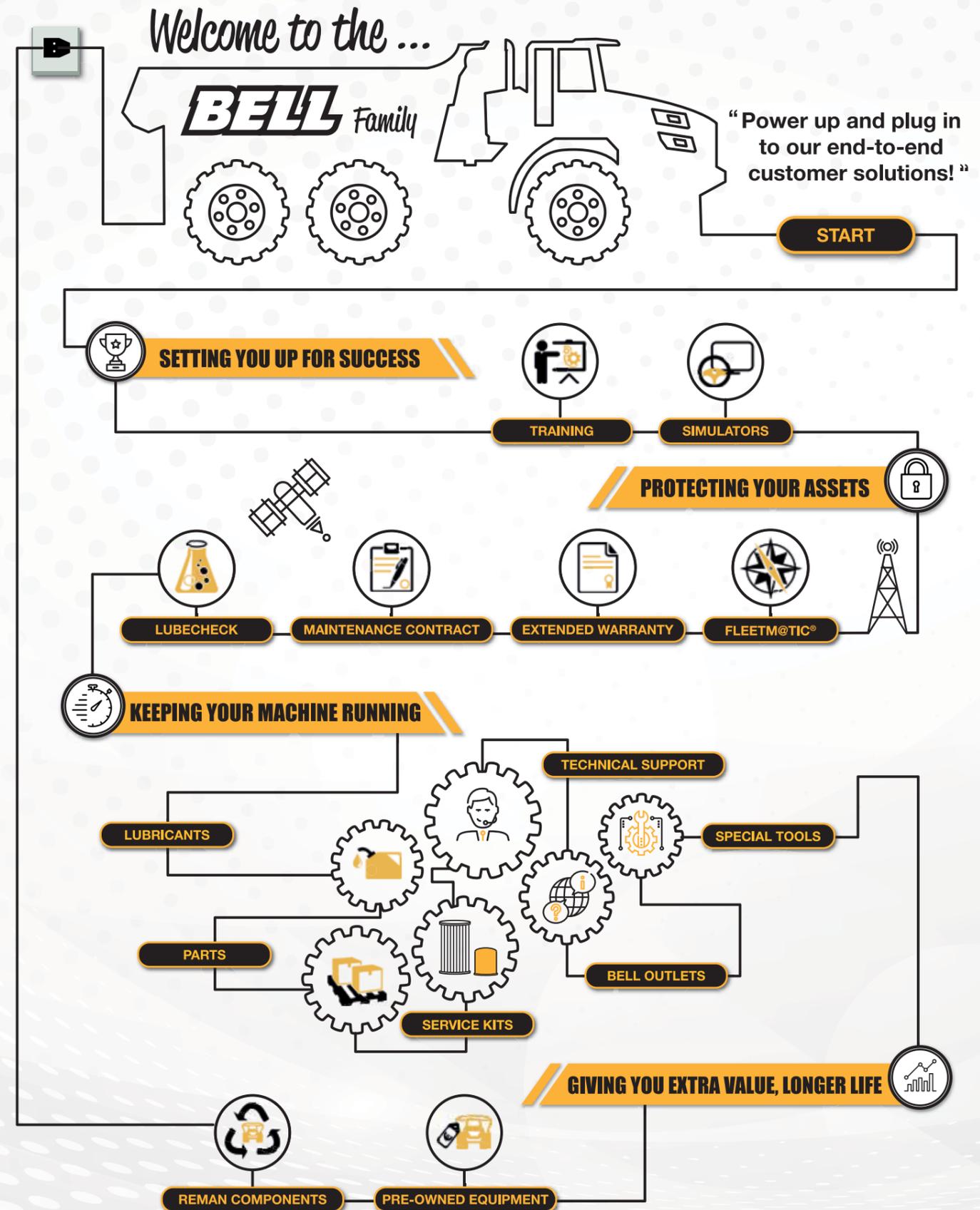
Bell has a strong network of dealers and Bell operations so that support is always near and to facilitate quick response. This support includes a high availability of quality, original and tested parts that are stocked at Bell Customer Services Centres and the company's Global Logistics Centre in Johannesburg. To save time and money, service kits have been specifically designed for Bell machines to ensure customers get the right parts every time.

Endorsed for yellow metal, commercial and agricultural vehicles, the Bell Lubricants range of oils, fluids and greases has been developed to ensure efficient performance and optimum protection of components while promoting lower wear rates and reduced exhaust emissions.

Customers needing longer life from their machines can make use of Bell ReMan to rebuild parts, components and products to OEM specification. This easy, convenient and affordable service is aimed at giving customer's extra value by extending the life of their parts, components and products. ReMan also offers a 'return and repair' service and products carry a 12-month/1 500-hour warranty.

Completing and complementing the Bell aftermarket products and services is the company's Pre-owned Equipment, which makes use of a three-star rating system to satisfy a customer's equipment needs within their budget requirements. All equipment is subjected to a full mechanical assessment so that customers can be assured of quality and performance.

Bell Equipment Director of Aftermarket and Customer Support, Hennie van der Walt, says: "As a company we've always listened to what our customers need, in terms of both our products and our support, and worked hard to deliver on these needs. Our aftermarket support is comprehensive and underpinned by our thinking that 'if we help our customers succeed so will we'."



SUPPORTING YOU EVERY STEP OF YOUR BELL OWNERSHIP EXPERIENCE

Bell and Matriarch take forestry conversions to a new level

While the fitment of forestry processing heads to excavators is not a new development, Matriarch Equipment differentiates itself by offering a complete package - from the full fabrication of the guarding to the installation of the guarding and head - and has set a new industry benchmark in the process.

Ashley Bell says that the first Kobelco conversions were carried out on three 26-ton SK260LCs to make them suitable for a mill yard application where they are used to feed the lines to the mill as well as off-loading trucks to stockpile. To enhance the carrier's mobility and reduce long term running costs, the customer requested that the excavator tracks be replaced with custom-built wheeled chassis.

Since the excavators did not need to comply with road legislation, Matriarch designed a wider wheeled chassis configuration to provide sufficient stability for the machine to handle timber 'on the move' without the need for hydraulic stabilisers, as is the case with a standard road-going wheeled excavator. Oscillation lock cylinders were incorporated into the design of the rear axle to lock up when the upper structure slews off centre at 90 degrees. This offers a more stable platform by preventing movement in the chassis when picking up a load over the side.

"The wheeled conversion raises the upper structure of the machine, which provides the operator with a higher seating position for improved visibility when handling timber. Steps were installed to

One of three Kobelco SK260LC excavators that have been converted into MTL260 timber loaders by Matriarch Equipment. This involved replacing the tracks with a custom-built wheeled chassis and installing a steering wheel and related hydraulic valving to the cab as well as replacing the bucket with a nose cone and a MT1000 grab. Cab and windshield guarding completed the conversion.



Matriarch Equipment's first complete forestry conversion to a fully functioning forestry processor fitted with Waratah's H215E harvesting head.

enable safe and easy ingress and egress of the cab. The steered rear axle also necessitated the installation of a steering wheel and related hydraulic valving to the cab," said Ashley.

To complete the conversion, the bucket was removed to make way for a nose cone and grab. These machines were fitted with Matriarch's MT1000 grab with a 1m² capacity and a XR400i Indexator rotator from Sweden with a static load rating of 55 tons. Cab and windshield guarding completed the conversion.

Since then a number of nose cone, grab and cab guarding installations have been carried out on SK260LC units and the smaller 21-ton SK210LC.

Kobelco is strong in the forestry industry elsewhere in the world and takes a keen interest in timber applications. A Kobelco delegation visited the Matriarch workshop in KwaZulu-Natal earlier in 2018 to see how the local conversions are being done.

More recently Matriarch has carried out a conversion to fit a Waratah H215E processing head to a SK210LC. "The installation of a processing head, as a more complex attachment compared to a grab, is a more complicated fitment as there are additional controls that are installed to the machine, some auto-electrical work required along with additional hydraulic valving, plumbing and an auxiliary hydraulic cooler," explains Ashley. In addition to fitting the head, Matriarch can also extend the track grousers for additional ground clearance and traction. Machine structural guarding is more comprehensive in line with the

operating environment and heavy-duty belly plates have been fitted along with forestry guarding to the entire upper structure for protection against falling trees. Cab protection includes a bullet proof windshield to guard against chain shot and polycarbonate windows on the side of the cab.

"A great deal of thought has gone into service accessibility. We've tried to think of everything, so steps and handles have been added for ease of access and the guarding serves as hand railings for safety while working on top of the machine. The additional hydraulic cooler is easy to access to clean and is also well protected while the guarding on the windshield unlatches and pivots with gas-struts for easy cleaning or replacement of the windshield. Eight additional LED lights have also been positioned on the machine for night-time operation."

A thorough and professional approach to the design, installation and support means that a standard excavator is converted and delivered to the customer as a fully functioning forestry processor, complete with an illustrated parts manual for the Matriarch kit.

Networking the winner at Bell Corporate Golf Day

Bell Equipment hosted a corporate golf day at the Irene Country Club, Centurion towards the end of last year as an opportunity to get together with customers ahead of the festive break. A field of ninety-six players participated in the day, which followed a 4-ball alliance format (two scores to count with a scrambled drive).



Our Group CEO, Leon Goosen, handed over the prizes with the four ball of Walter Kinnear, Nico Laubscher, Eric Nel and Duane de Lange topping the leader board with 106 points. With them is Survivor SA winner and Bell PE Sales Representative, Tom Swartz, who was MC for the prize-giving.



We would also like to thank Ronin Onboard Weighing Solutions, SASFIN, Asset Finance Corporation (AFC), Groeneveld, ABSA, CMH Toyota, WesBank and Reichmans (Investec) for sponsoring watering holes. AFC and Reichmans also sponsored spot prizes and prizes for the longest drive and nearest the pin on the 7th hole.



JOBE Transport, sister company of CTS East, kindly sponsored the transport of our display machines to the venue.

Bell Promo Shop

<p>Wooden Pen 1 Sold with wooden case</p>  <p>R580</p>	<p>Wooden Pen 2 Sold with wooden case</p>  <p>R680</p>	<p>Hot Choc Mug</p>  <p>Product Code: PR0932695 R66</p>	<p>Ladies Overnight Bag Various Colours</p>  <p>Product Code: PR0932688 R290</p>	<p>Ladies Cosmetic Bag Various Colours</p>  <p>Product Code: PR093817 R100</p>	<p>Tourista - Backpack Black</p>  <p>Product Code: PR0930121 R285</p>
<p>Silicone Keyring</p>  <p>Product Code: PR0932365 R35</p>	<p>Keyring/Bottle Opener</p>  <p>Product Code: PR0930485 R45</p>	<p>USB 16G / 32G</p>  <p>Product Code: PR0932363 R152/R222</p>	<p>Cooler Bag 12 Can Yellow & Black</p>  <p>Product Code: PR0932712 R155</p>	<p>Cooler Box 20 litre 28cm x 29cm x 41cm</p>  <p>R850</p>	<p>Mens Outback Shirt Sizes: S - 5XL Product Code: PR0932834 (Granite) PR0932842 (Khaki) PR0932850 (Stone) R400</p> 
<p>Leatherman - Skeetool</p>  <p>Product Code: Skeetool R1500</p>	<p>Leatherman - Wave</p>  <p>Product Code: PR0930407 R2020</p>	<p>Power Bank 10 400 mAh</p>  <p>Product Code: PR0932731 R380</p>	<p>Mens Body Warmer Slaz Reversible - Grey S-4XL</p>  <p>Product Code: PR0932605 R455</p>	<p>Mens Katavi Jacket Softshell - Black & Grey S-4XL</p>  <p>Product Code: PR0932784 R950</p>	<p>S5 Turbo Vellie Tan Sizes: 5-10</p>  <p>Product Code: PR0932760 R670</p>
<p>Logger Scale Model Wooden</p>  <p>Product Code: PR0932620 R465</p>	<p>ADT B45E Scale Model</p>  <p>Product Code: PR0932739 R950</p>	<p>ADT B60E Scale Model</p>  <p>Product Code: PR0932740 R950</p>	<p>Town & Country NSTC Sizes: 6-13 Product Code: Brown: PR0932094 Tan: PR0932104 Black: PR0932114 R995</p> 	<p>BS6 Lace-up Boot Brown Sizes: 6-13</p>  <p>Product Code: PR0932034 R1000</p>	<p>FS3 Pull-up Boot STC Sizes: 6-13</p>  <p>Product Code: Brown: PR0932124 Black: PR0932144 R885</p>
<p>Hats Leather Breezy/ Tan/ Oxblood/ Oxblood Fold Up</p>  <p>R355</p>	<p>Caps - Camo Design Product Code: PR0932714 R66</p> 	<p>Belts Leather Stitch/ Burnished R255</p> 	<p>Bell Promo Shop - Richards Bay</p> <p>Tel: +27 (0)35 907 9312 • www.bellequipment.com Email: promo.rby@za.bellequipment.com 13 – 19 Carbonode Cell Road, Alton, Richards Bay, 3900, South Africa</p>		

When it comes to material handling, we have it all.

Our industries...

FORESTRY
 AGRICULTURE
 QUARRYING
 MINING
 CONSTRUCTION
 ROAD BUILDING
 WASTE HANDLING

Our partners...

KOBELCO
 JOHN DEERE
 BOMAG
 KAMAZ
 FINLAY
 MATRIARCH
 WARATAH

What drives us...

QUALITY
 UPTIME
 FAMILY VALUES
 CUSTOMER SUPPORT
 PERFORMANCE
 INNOVATION
 LOCAL MANUFACTURE

Z	D	A	G	N	I	L	D	N	A	H	E	T	S	A	W	U	S
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B	O	O	U	A	G	R	I	B	E	R	E	E	D	N	H	O	J
O	S	C	C	P	E	R	U	T	L	U	C	I	R	G	A	R	C
A	E	L	A	S	T	R	U	O	M	O	P	S	N	G	T	E	U
C	U	E	C	L	A	I	M	A	A	G	K	I	K	Z	A	S	S
O	L	B	O	B	M	Z	M	R	T	A	D	W	O	F	R	T	T
N	A	O	B	O	M	A	G	E	A	L	O	I	B	O	A	R	O
S	V	K	H	A	W	N	N	Q	I	C	O	N	D	B	W	Y	M
T	Y	R	R	C	I	A	O	U	S	R	L	N	E	M	P	T	E
R	L	O	N	N	P	Z	B	A	F	K	M	O	A	A	M	U	R
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C	M	M	O	P	A	Q	N	R	A	M	C	A	P	R	E	O	U
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