

the bulletin

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**LOCKDOWN
EDITION**

**Strong Reliable Machines
Strong Reliable Support**

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Any optimism that 2020 would deliver green shoots has been shattered in the face of the raging global COVID-19 pandemic which will pressure our South African and the world economy for the foreseeable future.

Although our South African manufacturing facility has closed as part of a 21-day lockdown by government to control the spread of the virus, Bell Equipment is a registered essential service and continues to provide support to those customers listed as essential services in terms of legislation.

While the world is slowing down and taking stock we have been unable to print our latest Bulletin magazine but offer it to you electronically to read in the comfort of your home.

In this edition you find details of our Broad-Based Black Economic Empowerment agreement that came into effect in January and empowers our South African manufacturing subsidiary, Bell Equipment Company South Africa (BECSA) and further empowers our South African sales and distribution subsidiary, Bell Equipment Sales South Africa (BESSA).

The Bell group is incredibly proud of the transformation and empowerment that has been achieved and excited about the benefits we can offer our customers as a result.

Once again the magazine is full of news about you, our customers, and your operations. This edition has a focus on Zambia where we are proud of the longevity and productivity that is being achieved with our D-series Articulated Dump Trucks in harsh mining environments. It is also heartening to read how our Reman Programme is paying real dividends to our Copperbelt customers.

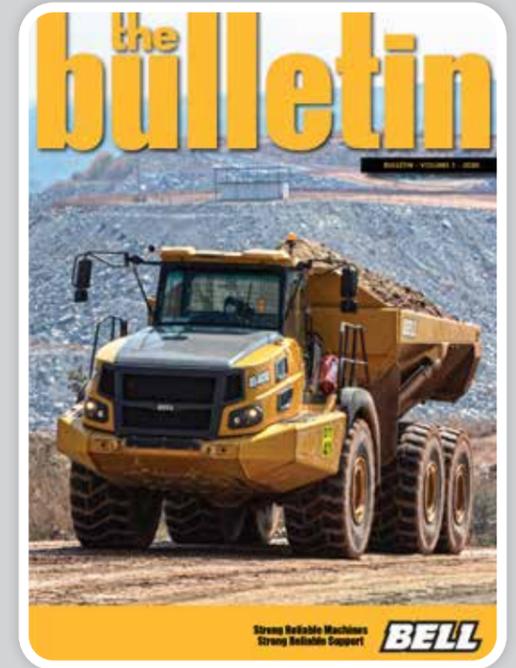
Our Finlay mobile conveyors were well received at our customer open days towards the end of 2019 and there is a feature about these machines and how they are designed to deliver reduced costs, better site efficiency and improved material quality.

In closing, we wish all our customers and stakeholders the best during these uncertain and testing times. Bell Equipment trusts that in supporting our government's call to stay home and follow the World Health Organization's guidelines in terms of social distancing and best hygiene practice, we can all help to flatten the curve and be best prepared to reactivate our economy when called upon to do so.

Leon Goosen
Group Chief Executive

contents

- Lubocon credits Bell support as it grows and expands its fleet 4
- Siyawisa Hlathi leads the way with Bell and Waratah 8
- Bell expands Finlay offering with mobile conveyors 12
- Rumdel Cape updates its Bell fleet for massive water project 14
- Strong backup sees Mamlambo Construction look to Bell for new machines 18
- Grizzly Mining and Bell relationship still going strong after over 20 years 22
- WA Bishop Transport thrilled with longevity and performance of Bell fleet 26
- Investment in Bell equipment pays dividends for Zambian company 28
- Kobelco Mini Excavator impresses at Reddot Farms 31
- New Bell kit cements long-standing relationship for Kirsten & Tulleken 34
- Zambian customers invest in Reman for ADT longevity 38
- Bell customer service impresses ROK Civils from Day One 40
- Bell B45Es are the jewels in Kagem Mining's fleet 42
- Ground-breaking B-BBEE deal transforms Bell operations 46
- Bell Equipment develops a mulcher for South African conditions 48
- Bell Promo Shop 50



Cover picture: Zambia's Grizzly Mining has been using Bell ADTs in its emerald mining operation since 1997. Read more on page 22.

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Lubocon credits Bell support as it grows and expands its fleet



One of the biggest obstacles emerging contractors in both civil engineering and mining experience firsthand, is that of access to capital which will bring them much-needed yellow metal equipment on which such industries rely heavily.

That is, unless an established original equipment manufacturer (OEM) such as Bell Equipment shows understanding which translates into good business sense and has the added advantage of creating customer loyalty.

Partners Lungisa Tshele and Bongani Msimango own Lubocon Civils and Mining. Both are university graduates - Lungisa is a quantity surveyor and Bongani a civil engineer - and per chance both spent more than seven years with a large South African multi-disciplinary civil engineering and construction company, learning their respective trades. Their dream of forming a company together was forged during a stint with another well-known contracting company specializing in bulk earthworks and contract mining and here

they got to grips with earthmoving equipment manufactured and sold by Bell Equipment. "Leaving behind salaried employment when we went out on our own in 2009 was difficult to say the least, and convincing potential clients that we were serious players was even harder," Lungisa says. "We were a real start-up business with no formal office and less than 20 employees."

"We were, however, confident in our abilities to fulfil clients' civil construction needs and felt we had the credentials to prove that," Bongani adds. "We started out with a CE-1 rating and within a year had progressed to a CE-7 rating, which was largely due to our clients expressing their satisfaction with the quality of our work."

The fledgling company soon built a reputation for successfully completing civil engineering projects on time and on budget. Work was undertaken in all provinces except KwaZulu-Natal and an impressive list of clients includes national and provincial governments, SANRAL, municipalities and private township developers. The company was tasked with typical infrastructure development such as water supply and sewers, roads, bulk earthworks and storm water management.

"Being a young company, we battled to get financing to purchase earthmoving and processing equipment but during our previous employment we had been exposed to such high-quality equipment made and sold by Bell Equipment, which had impressed us and led us to approach the company, armed with not much more than our confidence and signed contracts," Lungisa says. "To their credit, Bell Equipment's management listened to our business plans and we felt we were being taken seriously."

Within the first years of its existence, Lubocon Civils and Mining took possession of two Bell 770D and 770G Graders, three Bomag BW212 Smooth-Drum and Padfoot Compactors and five Bell 315SK and 315SL Tractor Loader Backhoes (TLBs).

"While we still consider ourselves close to our roots in civil engineering, we realized during 2017 that

this type of infrastructural work was drying up fast due to very little government-issued work being awarded," Bongani tells us. "By then, we felt confident enough to start looking at contract mining which would also expand our repertoire of skills. We knew that we would have to purchase equipment better suited to mining and again we turned confidently to our OEM of choice, Bell Equipment, and the company's knowledgeable salesman, Kobus van Niekerk."

Lubocon Civils and Mining was awarded a load, haul and material handling contract at a silica mine close to Delmas in Mpumalanga. Other tasks included waste removal as well as haul road and loading platform maintenance. This contract called for new earthmoving and material handling equipment and in mid-2019, this young but dynamic company took delivery of four new Bell B30E Articulated Dump Trucks (ADTs), a Kobelco SK500HDL-8 50t Excavator, a Bell L1806E Wheeled Loader and a Bell B20D 18 000ℓ Water Bowser completes the fleet.

"We believe our choice of equipment built, sold and maintained by an OEM we trust, namely Bell Equipment, makes for sound thinking as it's a truly South African company, which has proved its quality in design, build and back-up of its equipment. We experienced this firsthand while working with our previous employers," the partners



(From left): Site Manager, Martin Tredoux with Lubocon Civils and Mining's partners, Lungisa Tshele and Bongani Msimango.

“When you consider that the Kobelco SK500HDL-8 Excavator loads 3 000 tonnes of blasted rock in a 24-hour period, at a utilization of between 60 – 70%, its fuel burn of 40 litres an hour is quite remarkable.”

Lungisa Tshele



echo. “Added to this is Bell Equipment’s wide footprint across Southern Africa and its belief in us as a young company and it becomes a ‘no-brainer’ as to where our loyalty lies.”

Silica is used in the glass making and ferro-metals industries. The blasted rock is often big and always very abrasive and heavy with an average specific gravity of 2,6.

“Being tasked with having to move 100 000 tonnes of mined silica rock per month, we were confident that the combination of a correctly sized loading tool such as the Kobelco SK500HDL-8 Excavator was properly matched to four Bell B30E ADTs,” Bongani says. “The Excavator’s bucket and those of the Bell L1806D and L2606E Wheeled Loaders are all reinforced and ground engaging tools are changed regularly due to the abrasive quality of the silica material. We also have a spare excavator bucket as a back-up.”

Lubocon Civils and Mining’s four Bell B30E ADTs were factory-fitted with bin liners and accurate feedback on engine performance and loads carried is transmitted through the Bell Fleetm@tic® monitoring system. “We’ve found that the new Bell B30E ADTs are certainly lighter on fuel than the older B30D models at an average of 14 litres an hour,” Lungisa says. “Fuel burn is a major cost in any mining operation and given the dense material that they handle, our Bell Wheeled Loaders return frugal fuel consumption figures of 26 litres an hour for the Bell L2606E and 14 litres an hour for the Bell L1806E machine.”

The Bell Wheeled Loaders load tipper trucks and are used in material handling duties within the plant.

“When you consider that the Kobelco SK500HDL-8 Excavator loads 3 000 tonnes of blasted rock in a 24-hour period, at a utilization of between 60 – 70%, its fuel burn of 40 litres an hour is quite remarkable,” he adds.

Lubocon’s Bell manufactured equipment has been bought with warranties up to 8 000 hours with an option to extend. Martin Tredoux is the Lubocon Site Manager at the silica mine and he deals directly with Bell Equipment’s designated Product Support Representative, Thutukane Dlamini, at the Bell Jet Park Customer Service Centre. “Thutukane is my direct link to Bell Equipment to arrange servicing, buy spare parts or simply gain information,” Martin says. “We’ve been impressed with the parts stockholding that Bell Equipment has even for older machines, like our Bell B20D Water Bowser and Bell 770D Grader, and arranging servicing or repair comes down to simply making a phone call.”

Both Lungisa and Bongani feel strongly about viewing their relationship with Bell Equipment as a virtual partnership over the past four to five years as this was an OEM which believed in them from the beginning despite their company’s humble start. And to cement that relationship, Lubocon Civils and Mining, a young company which sees its future growth in niche markets within the opencast mining sphere, has recently taken delivery of two new Bell L2106E Wheeled Loaders.



Siyawisa Hlathi leads the way with Bell and Waratah

An enterprising spirit, enduring perseverance and an ability to change with the times have seen an emerging timber harvesting contractor in northern KwaZulu-Natal evolve from a motor manual outfit into a successful, fully mechanized harvesting operation.

Joseph Zulu started his company, Siyawisa Hlathi, meaning 'we fell timber', in 2005. He has since used his years of forestry experience and his confidence in his equipment supplier, Bell Equipment, to embrace forestry mechanization to the extent that his equipment set-up is the benchmark and preferred choice of the landowner on new contracts.

The company was the first to take delivery of the new Waratah H215E Processing Head and more recently added to its 'firsts' by taking delivery of the first 6x6 and 4x4 Bell E-series Forwarders.

Joseph ventured into the forestry industry working as a supervisor for Ntonjaneni Timber Harvesters (NTH) in Melmoth, having previously worked in the agricultural sector for Government in the Makhathini Flats area. After seven years with NTH the company closed down and Joseph moved to Fell & Haul where he worked as a foreman on

the harvesting operation. Eight years later Fell & Haul was bought by Unitrans prompting Joseph to start Siyawisa Hlathi, which subcontracted to Unitrans for three years. This was a motor manual operation using chainsaws to fell the trees, manual labour to debark and chainsaws to crosscut the timber to lengths.

A turning point came in 2005 when Siyawisa Hlathi was awarded a three-year contract with SiyaQhubeka Forests (SQF), a partnership between Mondi Forests, black empowerment partners, Government and the local community surrounding the iSimangaliso Wetland Park. Another contract followed three years later, however mid-contract SQF had the opportunity to introduce a semi-mechanized harvesting system to support the requirement for a safer operating environment, higher production and opportunities to upskill labour.

The start of a productive relationship

Knowing and understanding the requirements, Joseph turned to Bell Equipment having had various positive experiences with the company and its equipment during his years as a foreman on the Eastern Shores, where he used a T25 Timber Truck and a Bell Flexi Loader, as well as at Fell & Haul. "Bell machines have performed well, so I have always loved working with them," he says.

Joseph started by purchasing two Bell Excavators fitted with Waratah Debarking Heads and one Bell Forwarder. However, in 2011 when he was awarded a contract in the Dukuduku and Nyalazi areas, his operation went fully mechanized and he added three excavator-based harvesters fitted with Waratah HTH616C Processing Heads and another Bell Forwarder to his fleet.



“Joseph has been a fantastic story for us because he has remained true to Bell and achieved his production, so much so that the landowner is encouraging contractors to follow suit and come to Bell.”

Haig Thompson

Today Siyawisa Hlathi employs 16 operators and works 24 hours, seven days a week operating in Dukuduku and Kwambonambi operations. Combined these operations harvest 12 700t of Eucalyptus per month, crosscut into 5,5m lengths, which is delivered to roadside. The company also loads from the roadside into haulage trucks.

To achieve Mondi Forests' objective of debarking in a single pass, Siyawisa Hlathi recently invested in three Waratah H215E Processing Heads fitted to Kobelco SK210LC Excavators, which work infield. The single pass has shown benefits of increased production, lower costs along with a significant decrease in fibre damage to the trees. The reduction in fibre damage is a result of a combination of three main aspects of this head: debarking with less passes due to specialized rollers and a unique collaboration between the de-limbing knives and the head's inner chassis. The company has also bought a fourth Kobelco SK210LC with a Matriarch MF800 0,8m² grapple for loading road trucks.

Solid service from Bell Empangeni has kept Joseph loyal to the brand. "I enjoy working with the Campbells and get good service from Bell Empangeni. Companies all have the same problem that stock is kept in Johannesburg but with Bell if I order today, I will have what I need by tomorrow. They appreciate that time is money in this business and always try their best."

Proper servicing leads to longevity

Joseph believes it is a mistake to chase production and skimp on servicing. "If a machine needs servicing then we stop the machine because if you look after your machines, they will look after you," he says. For this reason, Bell carries out major servicing of Siyawisa Hlathi's equipment, Bell Customer Care provides Machine Condition Assessments (MCAs) while Siyawisa Hlathi is responsible for greasing and small services.

The proof of the pudding can be seen with Joseph's two oldest Bell Forwarders, which have achieved 33 000 and 24 000 hours respectively. "The oldest machine has done very well. I've had to replace the diff after it ran out of oil but there have been no major breakdowns," says Joseph. "The second one has had two new gearboxes but the engine is still going strong. The original set of tyres reached 12 000 hours because of the sandy underfoot conditions and there is still one of those tyres on the machine!"

Just as impressive are the hours achieved on his Waratah HTH616C Processing Heads of 28 000, 24 000 and 22 000 hours. These units have been so meticulously maintained that Joseph plans to change the rollers so that they can enjoy a second life.

He is expecting much of the same from his Waratah H215Es in terms of longevity with the oldest unit having already reached 4 000 hours. The H215E's easier greasing system has impressed Joseph. "They are also more cost effective because it is easier to buy separate parts as you can strip the part and buy only what you need," he adds.

Setting the benchmark

The Kobelco SK210LC is a true complement to the Waratah H215E, using between 20 to 25% less fuel and delivering better productivity than the competitor carriers that Joseph bought in between his Kato and Kobelco machines. This is largely due to the improved hydraulic routing on the excavator that creates less friction on the hydraulics. This means less power is needed to drive the hydraulics and the machine operates at lower revs, resulting in less energy required from the machine and lower fuel burn. The reduced revs also translate to a quieter operating environment.

Bell Equipment's first E-series six-wheel drive Bell TH302 Timber Forwarder was delivered to Siyawisa Hlathi in May 2019 and Joseph has likewise been impressed with the improvements compared to his older machines. "We don't need 6x6 often but we decided on this Forwarder because there are some areas where it helps to have this additional traction. Safety is very important so I like that the crane has been designed for it to be controlled and set electronically from the operator's cab. Apart from the safety aspect it means that the turnaround time is faster and it is easier to diagnose and set the pressures," says Joseph.

A further safety aspect on the Bell Forwarder is the unmatched braking capability, this alone sets this Timber Forwarder way ahead of any competitor and assures peace-of-mind to any owner and operator. The braking system built into the Bell Forwarder complies with the European Braking Standard, which is one of the most rigorous braking standards in the world to meet.

The company is achieving 18t payloads with the new 6x6 Forwarder compared to the 13t payload of his older units. A new 4x4 Forwarder was added to the fleet in July and, with the slighter wider bunks on the E-series model, Joseph is pleased that the truck is delivering payloads in the region of 15t.

Bell Equipment Sales Representative, Haig Thompson, is justifiably proud of his customer. "Joseph has been a fantastic story for us because he has remained true to Bell and achieved his production, so much so that the landowner is encouraging contractors to follow suit and come to Bell."

Bell Equipment Sales Representative, Haig Thompson, with Joseph Zulu from Siyawisa Hlathi in front of the TH302E Timber Truck.



Bell expands Finlay offering with mobile conveyors

Bell Equipment has expanded its Finlay mobile crushing and screening range to include two conveyors – the TC-80 Tracked Conveyor and the TR-75 Radial Stacker. Bell believes that in certain applications, these conveyors offer operational cost reduction and site efficiency while improving material quality through reduced handling.

After an extensive market research campaign, the conveyors were introduced to customers during Bell Equipment's 2020 Vision customer open days at the Bell Farm in Empangeni, KwaZulu-Natal towards the end of 2019. Finlay's Regional Business Manager, Paul Chappel, was in attendance to give a product demonstration followed by a detailed machine walk around and said it was clear that there is "strong customer interest".

According to Paul conveyors offer significant benefits in terms of improving site efficiency. He says: "For example, the stockpile of a Finlay I-140 Impactor needs to be cleared after 17 minutes of crushing whereas the addition of a TC-80 Tracked Conveyor extends the clearing time to 7 hours and 13 minutes."

Improved plant layout contributes further to efficiency by enabling material to be recirculated from the screen back to the crusher to reduce the wear rate on wear parts and improve the material specification. "This saves operator time because the wheeled loader can be reallocated to the loading of trucks, increasing the feed rate to the crushing and screening plant or other value-added tasks.

"Studies have shown that by replacing a wheeled loader with a conveyor an operator can save up to 90% of his labour and fuel costs. Of course, less wheeled loader activity also has positive environmental spin-offs in terms of dust, noise and emissions as well as on site health and safety due to reduced traffic," says Paul. "Quality also benefits because the conveyor reduces the degradation found when product thunders down onto a stockpile or is damaged during handling by a wheeled loader."

Bell Equipment's Finlay Product Manager, Tyron Ravenscroft, says that Bell chose the TC-80 and TR-75 from Finlay's extensive range of mobile conveyors after conducting thorough market research in conjunction with Finlay's conveyor specialists.

"Both these units feature pinless deployment, meaning that the conveyor is held in place using hydraulic power rather than pins. Heavy duty hydraulic cylinders lift and hold the conveyor while a hydraulic lever controls the raising and lifting. The advantages are that set-up is quicker and the operating height and angle are adjustable. Only one person is needed and safety is increased due to less nip risk.

"These conveyors both have external conveyor belt adjustment as well as a hydraulic rear fold for a smaller footprint when transporting. In addition, the TC-80 has low level greasing and the TR-75 has a discharge head drum bearing automatic greasing cartridge," he adds.

The TC-80 has heavy duty 4m tracks with 400mm shoes as standard for good mobility on site and stability when operating. With a conveyor length of 23,5m and a belt width of 1,05m, this unit has a discharge height of 9,95m at 24° and a stockpile capacity of 1 806m, also at 24°. The TC-80 has a capacity of up to 500+ tonnes per hour (TPH).

The TR-75 discharges in a kidney bean shape and features a fully automated system that automatically raises and lowers to minimize the fall height of the discharge with an automated radial left to right drive to stop points selected on the control panel. This unit has a conveyor length of 22,9m, a belt width of 1,05m and a capacity of up to 600+ TPH.

Tyron concludes: "Our new conveyors have common parts with our existing Finlay range so our Bell Global Logistics Centre is well covered to support these new products. They have also been specced to a high standard to meet Africa's tough site requirements. We have a top-quality product and are excited about the mainstream and niche application possibilities that we can present to existing and potential customers."



The TC-80 in operation during the Bell 2020 Vision customer open days at the Bell Farm in Empangeni.

Rumdel Cape updates its Bell fleet for massive water project

Implementation of Phase II of the Lesotho Highlands Water Project (LHWP), one of the world's most successful trans-boundary water resource management schemes between the governments of Lesotho and South Africa, continues. Equipment manufactured and sold by Bell Equipment is being used at the forefront of this project.

In the early 1980s, when the viability was assessed, the LHWP was determined as the most economically viable inter-basin water transfer solution to meet increasing water demand in Gauteng, given that South Africa is a water-scarce country. Through a series of dams and tunnels, the LHWP was envisaged to ultimately transfer a total of 70 cubic metres of water per second northwards towards the Vaal River system in Gauteng and utilize the water delivery system to generate hydropower in Lesotho.

The water transfer component of Phase II of the project comprises of the construction of the 165m high Polihali Dam in the Mokhotlong district of Lesotho. It will be a concrete faced rockfill dam (CFRD) with the capacity to hold 2.2 billion cubic metres of water. The second feature is a 38km water transfer tunnel which will be constructed to transfer water from the Polihali Dam to the existing Katse Reservoir.

The second major engineering component of Phase II is hydropower which will increase the quantity of electricity generated in Lesotho and is a further step in the process of securing an independent electricity source for this landlocked, mountainous country.

Phase II will increase the volume of water to be delivered per annum from the Katse Dam to South Africa from 780 million cubic metres to more than 1 260 million cubic metres.

As with any large and remote project, the first major challenge is to provide reliable access to the various construction sites and this particular project has an added curve ball to it. A very large tunnel-boring machine (TBM) has to be brought onto the site, which is situated at an average altitude of 2 300 metres above sea level. The tunnel that will connect the new Polihali Dam with the existing Katse Reservoir will be six metres in diameter and that gives one an idea of how big this piece of advanced machinery is.



(From left): Johan Sprong (Rumdel Cape Workshop Manager), Derick Smit (Rumdel Cape Plant Manager) and Luc Hannan (Bell Equipment Sales Representative).

The Polihali Western Access Road (PWAR) is a new road being constructed as part of the Phase II roads infrastructure. The road will tie into the Northern Access Road (NAR) which provides access to the Katse Dam basin between Leribe and Katse village, through Pitseng. The two roads join at Ha Seshote and will provide a further link to the proposed Polihali Dam basin for the TBM and transporting of other equipment.

The Polihali Western Access Road project is split into two sections, the East and the West. Rumdel Cape, a well-known construction company specializing in roads and headquartered in East London, is responsible for the construction of 33,5km - the longest section of the access road.

We asked Rumdel Cape's Plant Manager, Derick Smit, what led to equipment from Bell Equipment being involved in the project. "You will know that Rumdel Cape has a long history with Bell Equipment and especially the company's Articulated Dump Trucks (ADTs) that we've run to very high hours," he says. "We have Bell B20D ADTs that date back to 2003 and 2007 with some reflecting 26 000 hours of reliable service and despite those massive hours, have not been rebuilt."

"We had until recently owned a fleet of 13 Bell B25D ADTs and four Bell B20Ds. Despite them being so reliable and us seriously considering rebuilding some, we thought that with this exciting new project to complete, and for future projects, buying some newer models made for sound

thinking. We may consider rebuilding some of our Bell ADTs in the future."

By their own admission, Derick and his colleagues researched the entire ADT market but, due to the longevity and reliability of their Bell ADTs, decided to stick with the Richards Bay marque. Rumdel Cape sold four older Bell B25D ADTs out of hand and bought four new Bell B25E 6x4 ADTs along with a Kobelco SK380LC-8 Excavator.

"From a cost saving point of view, buying Bell B25E ADTs with 6x4 traction made sense to us and even under full loads at that altitude the trucks are doing really well," Derick says. "If you consider that because of the high altitude, diesel engines are expected to drop between 10 to 15% in performance, these Bell B25E 6x4 ADTs are hauling blasted rock from cuttings up and down some pretty steep hills and doing so with ease."

This is the nature of this challenging project where, according to Johan Human, Rumdel Cape's Project Manager on the site, the company has during the 23-month contract period been tasked with moving 1,3 million cubic metres of material to construct only its section of the access road and of this, 1,1 million cubic metres will have to be blasted in order to move it. Another challenge is that of countering constant high winds that kick up dust and with about 5km of the road site being above the snow line, snowfalls at any time of the year are a constant threat to safety. Both Johan and Derick don't consider snowfalls to hamper the progress of their Bell ADT fleet in meeting their production targets.



"We've been impressed by the countless safety features of the new Bell B25E ADTs," Derick continues. "The first feature that comes to mind, which is particularly applicable to safety on the LHWP, is that the truck won't tip if it stands at an angle that differs more than nine degrees from horizontal. Other features such as anti-rollback, a park-brake that kicks in timeously and the 'i-tip' feature all help to make our operations safe."

"Another feature that we enjoy is the Fleetm@tic[®] monitoring system that gives us accurate figures on cycle times, loads carried and fuel consumption which at this point varies between 8 and 12 litres an hour, figures that are well within our budget."

Derick, a professional mechanical engineer, explains the thinking behind their decision to acquire a Kobelco SK380LC-8 38-ton Excavator, which is the first such machine in Rumdel Cape's fleet. "An adequate loading tool for our Bell B25 ADT fleet would probably have been a 30-ton machine but as we're confident of the Kobelco's longevity and thinking ahead to future work, we're pleased with the slightly larger capacity," he says and with a smile adds: "Sporting a vivid turquoise colour, it's also a lot closer to our own corporate colours!"

"Our long-term thinking is that we'd like to have one supplier for both excavators and haulage tools and that is what we're now achieving with Bell Equipment supplying both Bell ADTs and Kobelco Excavators. We believe that this will make maintenance and spares acquisition easier as we'll be dealing with one supplier with whom we already have an established relationship."



Strong backup sees Mamlambo Construction look to Bell for new machines

Brand loyalty can be a fickle thing but when a client experiences heartfelt care and effort, there can be no doubt as to it lasting a long time.

This has been the case with the Independent Group, a well-established East London company as well as its subsidiary company, Mamlambo Construction.

"Bell Equipment's sales representative in our region, Luc Hannan, must be commended for his general service and his ability to move mountains ensuring that we have the correct equipment, technical backup and spares on time, every time," says Jarred Randall, CEO of Mamlambo Construction. "Our parent company, the Independent Group, and Bell Equipment have had a long history dating back to 2002 when the first equipment was bought from the original equipment manufacturer in Richards Bay."

The multi-disciplined Independent Group was first established in 1988 and since starting out in road and dam construction as well as civil engineering projects, the group has developed into three main divisions namely Mamlambo Construction, Independent Crushers and Independent Concrete. The Independent Supply Group offers technical support, which includes a SANAS approved laboratory, a crane hire division as well as a fleet of tipper and ready-mix concrete trucks.

Mamlambo Construction was purchased from its original owners a decade ago. The name 'Mamlambo' refers to mystical water being derived from the Xhosa language and the company, true to its name, has become a major force in many water-related construction projects such as water supply and reticulation services, water treatment plants and reservoirs. Culminating from the initial single water reticulation strategy this company has diversified and become a major operator in the concrete structures, road resurfacing and road re-construction industries.

Due to the above mentioned diversification the company has recently embarked on some major road and rehabilitation contracts under the auspices of the South African National Roads Agency (SANRAL) and has worked as far away as

Namibia, the Northwest Province and most parts of the Eastern Cape," Jarred says.

"We have recently endured some tough times in the roads construction and rehabilitation fields due to SANRAL not releasing projects over the last two years and have therefore decided to once again shift our focus to civil engineering projects, which also include wind farms, ongoing construction for the Mercedes Benz plant expansions, various projects within the East London Industrial Development Zone and water-related projects."

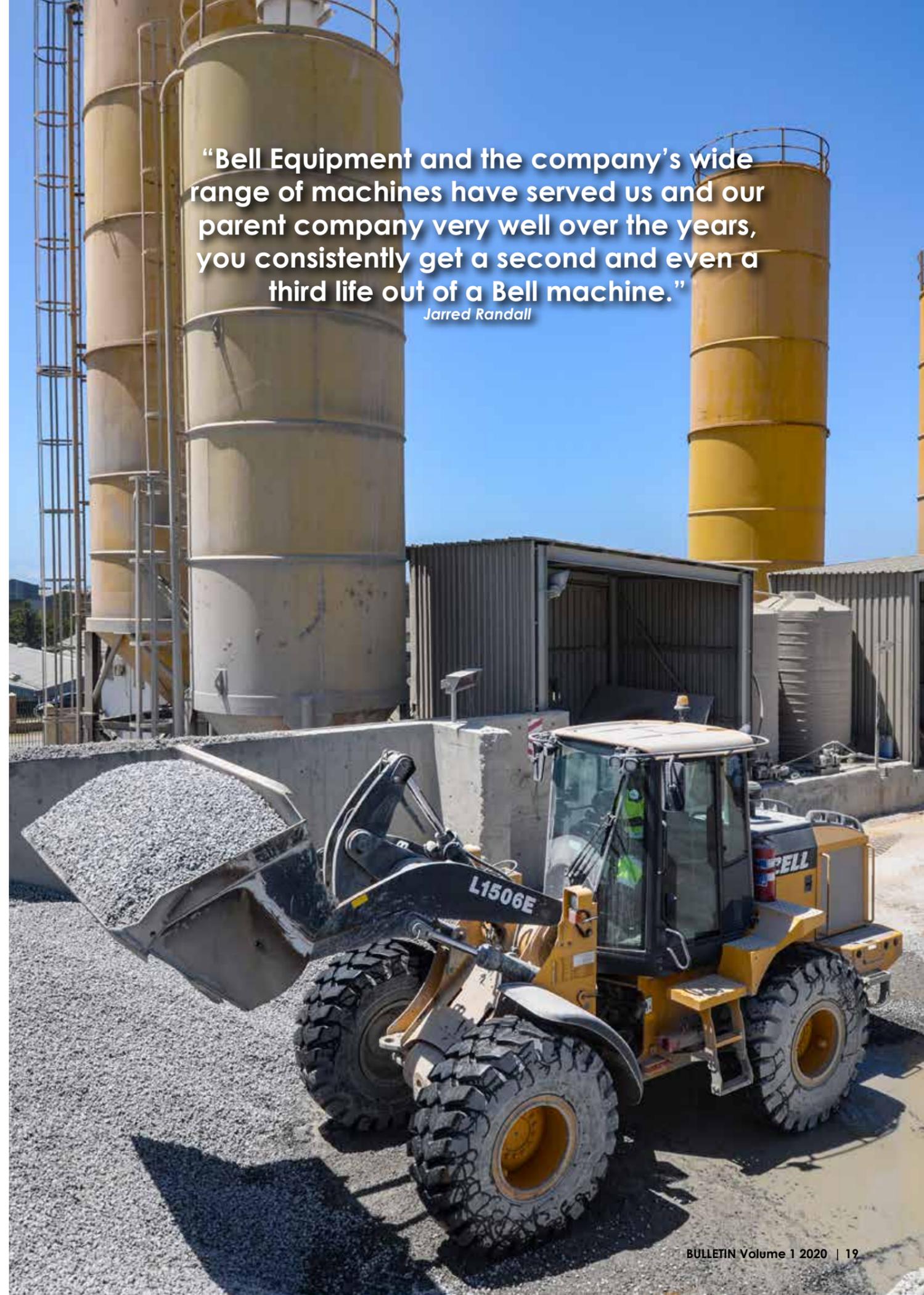
Water-related projects include a three-year contract with the Buffalo City Municipality for specifically maintaining water, sewer and storm water infrastructure within the Buffalo City Metropolitan area. With a fleet of seven Bell Tractor Loader Backhoes (TLBs), Mamlambo Construction values the versatility that these machines offer with their reliability and power in both the front bucket and backhoe. The company recently decided to replace older machines with two new Bell 315SL TLBs, which will also be available for intra-company hire.

"Prior to taking delivery of the new Bell 315SL TLBs, I went to visit the Bell factory in Richards Bay with Luc Hannan and, as my team had a few questions regarding some maintenance issues, we received very special treatment at the factory," Jarred says. "Several of the Bell design engineers and technical analysts joined us in a boardroom and our mechanics in East London could put questions to them via a speaker phone. These questions were all precisely answered in detail and we felt assured that the features and design of the newer range of Bell 315SL TLBs addressed any niggles that had appeared in earlier models."

Mamlambo Construction really puts its Bell 315 TLBs to work in a wide range of applications such as stockpiling material, digging and backfilling trenches, feeding mobile concrete plants and fitting hydraulic hammers onto backhoe booms.

"Bell Equipment and the company's wide range of machines have served us and our parent company very well over the years, you consistently get a second and even a third life out of a Bell machine."

Jarred Randall



"Bell Equipment and the company's wide range of machines have served us and our parent company very well over the years, you consistently get a second and even a third life out of a Bell machine," Jarred adds. "Sustained technical backup is paramount in our industry and we're grateful to Luc Hannan and his East London Customer Service Centre Manager, Denvor Tesmer, for working out a system for ordering and receiving parts efficiently, specifically for our company's needs."

Jarred applauds the fact that Bell Equipment has retained the mindset of being a family business, much as the Independent Group and its subsidiaries are with its representatives going out of their way to ensure that their clients receive the service they require.

The Independent Group had set the pace of ownership of Bell machines dating back to 2002 and currently run 11 Bell Articulated Dump Trucks ranging from a Bell B25C to Bell B30E models.

The most recent acquisition was a Bell L1506E Wheeled Loader, which is used to load sand and aggregate at the company's East London concrete batching plant.



CEO of Mamlambo Construction, Jarred Randall (left) and Bell Equipment Sales Representative, Luc Hannan, in front of the two new Bell 315SL TLBs.



Grizzly Mining and Bell relationship still going strong after over 20 years



The Lufwanyama Pilala area southwest of Kitwe in Zambia is probably best known to those in the emerald mining industry because this is where some of the world's finest examples of this green gemstone are mined.

And much like diamond mining, a disproportionate amount of soil has to be moved to expose the emerald crystals from where they are then carefully removed by hand.

Grizzly Mining has been mining emeralds in this area since 1997. Since starting its operations, the company has relied largely on Bell Articulated Dump Trucks (ADTs) to move the massive amounts of overburden that it takes to get to the emerald crystals. Grizzly Mining first bought four Bell B25C ADTs and, after some 16 000 hours of service, two of these machines were traded in on larger Bell B30D models before adding three Bell B35D ADTs to its fleet. A fleet of Bell Excavators comprising of six HD1430s and one HD2045 machine were used to load the trucks.

"Our mine is best known for the rich colour our gemstones provide, which certainly sets our product apart from those stones mined in the rest of the world," says Majed El Shaar, Grizzly Mining's Operations Director. "I have learnt that as our mine has developed over the past 20 plus years, our earthmoving fleet manufactured and maintained by Bell Equipment has grown with us. We feel strongly that to maintain our position as the

producers of the best quality and colour stones, we should increase our production and we quite naturally turn to our original equipment manufacturer of choice, Bell Equipment to assist us."

A fleet of six Bell B40D ADTs bought in 2017 had been worked hard, returning productive hours of between 14 000 and 18 000 hours. In June 2018, six Bell B40E ADTs were added to the fleet to aid the planned increase in production.

The emerald deposits are determined by exploration drilling of which the drilled core samples are then analyzed. Mining emeralds is a typical drill, blast, load and haul open-pit operation. At the time of writing, Grizzly Mining was hard at work on a cut-back operation, enlarging an existing mining pit in a race against time before the rainy season, which starts in November each year and lasts until March the following year.

"Ours is a challenging environment for any mining equipment and we see our Bell B40D and E-series ADTs carrying 37 tonne loads on average up ramps of between 13 and 14%," Majed says.

“An added advantage has been the company’s commitment to providing a sustained high level of service to us by placing a qualified mechanic on our site and he assists our machine operators with their daily checklists prior to starting a shift.”

Majed El Shaar



“The Bell ADTs’ power-to-weight ratio is very good and this translates into lowering our production cost per tonne, a crucial factor in any mining operation.”

The mined overburden consists of a thin layer of topsoil, softs and quartz rock, of which the latter is spread onto haul roads for better traction in the rainy season. Current haul distances from mining areas to both the mining plant and the waste dumps do not exceed 2km.

According to Maksym Voronin, Grizzly Mining’s Assistant Workshop Director, their Bell B40 ADT fleet returns average fuel figures of 23,1 litres per hour on the older D-series and 24,35 litres per hour on the newer E-series. “We don’t mind the slightly higher consumption of the new Bell B40E ADTs as they definitely have more horsepower and it shows in faster production cycles. They also have 5% more payload,” he says. “We’re looking forward to the return of seven of our older B40D ADTs which we’re sending to Bell Equipment in batches for refurbishing under the OEM’s Reman Programme. Once they return, we’re confident of getting at

least another 10 000 to 12 000 hours of production from them at a fraction of the cost of a new ADT.”

Grizzly Mining’s total Bell ADT fleet now numbers 20 B40 D- and E-series models, two Bell B30D ADTs and a water and diesel bowser, both mounted on B20D chassis respectively. A Bell 872G all-wheel drive Grader keeps the haul roads in good condition.

“You may well imagine that anywhere in Africa, reliable technical backup and parts availability is paramount to any sustainable mining operation and this has been a stand-out feature of our company’s reciprocal loyalty with Bell Equipment over the years,” Majed adds. “An added advantage has been the company’s commitment to providing a sustained high level of service to us by placing a qualified mechanic on our site and he assists our machine operators with their daily checklists prior to starting a shift. Given the tough environment where we operate, we appreciate that any machine may suffer downtime but having Bell Equipment’s backing gives us confidence to always look ahead.”



Standing in front of an old Bell B20A ADT are (from left): Maksym Voronin (Assistant Workshop Director, Grizzly Mining), Danie Erasmus (Sales Representative, Bell Equipment), Mike Quin (MD, Bell Equipment Zambia) and Majed El Shaar (Operations Director, Grizzly Mining).

WA Bishop Transport thrilled with longevity and performance of Bell fleet

A sand supplier based in the picturesque town of Hermanus on the Western Cape's southern coast thought he had a sound machine replacement policy in place when his Bell L1204C Wheeled Loader reached ten thousand hours but then no one had told the machine that, and it just keeps going...and going and going.

And with this type of longevity, it comes as no surprise that this well-established family business has again turned to Bell Equipment to add to its earthmoving fleet.

WA Bishop Transport (Pty) Ltd has been around since William Arthur Bishop, the grandfather of the current Managing Director, Wiaan Bishop, started a transport business with an ox wagon, hauling milk and timber. "My grandfather brought the first commercial truck into the Voëlklip area in 1964, which is a neighbouring area to Hermanus," says Wiaan. "He progressed to selling and transporting sand for the local building industry and by 1982, asked my father, Jimmy, to leave the teaching profession and join him in the business. His older

brother, Allan, was also involved for a short period but was well qualified in accounting and moved to Paarl for a career change."

The father and son team also started a quarry at Afdakrivier, which lies between Hawston and Fishershaven. This operation has stood them in good stead as besides sand, the company supplies stone and aggregates from 14mm to 20mm as well as fill material obtained from demolitions.

"Hermanus is no longer the quiet seaside village it had been while I was growing up," Wiaan explains. "It still draws holidaymakers and is quite famous for its whale sightings but, during the

December peak season, holidaymakers shop with their eyes, identifying plots of land that they then buy with the aim of building homes and that's where we've added another set of services to our offerings."

According to Wiaan, they are called on to level land, dig foundations for new homes and services, do excavations for swimming pools and French drains and supply fill material and topsoil for new and existing gardens.

"Fortunately, we have the right equipment to undertake these tasks as my dad had first bought a new Bell L1204C Wheeled Loader back in the year 2000," he says. "Our machines average about 1 000 hours a year and this Bell L1204C has now just hit 19 000 hours and is still used every day."

WA Bishop Transport currently runs two Bell L1204Cs and one Bell L1204D, with the latter now having delivered 13 500 trouble-free hours. Sand is brought from the sand mine into the company's premises in the Hermanus industrial area and screened and stockpiled before being loaded onto trucks using the Bell Wheeled Loaders. Deliveries take place within a 60km radius from Hermanus and include Gansbaai, Pearly Beach and Betty's Bay.

"From around 2007, Hermanus underwent rapid development with especially secure housing complexes and retirement villages springing up and in 2008, my dad Jimmy bought our first Bell 315SJ Tractor Loader Backhoe (TLB) to serve this development and downstream construction market. I know he chose a Bell TLB on the strength

of the performance and longevity of our Bell Wheeled Loaders," Wiaan says. "We've seen rapid development of the Voëlklip area where older houses are demolished to be replaced by new multi-million Rand homes and our Bell TLBs are kept very busy levelling platforms, digging foundations, trenches and backfilling."

"Another reason for choosing a Bell TLB was that we saw many similar machines in the area, and that's always a sure sign of a good product, coupled with favourable comments from fellow owners regarding machine performance, availability and technical backup from the original equipment manufacturer."

WA Bishop Transport took delivery of a new Bell 315SL TLB in October 2019 and this machine is already proving popular on a limited plant hire basis. It was bought with a 12-month unlimited hours warranty and is returning average fuel consumption figures of between six and eight litres per hour.

"We decided not to trade in our older Bell machines as they are still running well and are handy to have as extra machines in times when there is pressure on our material supply and plant hire," Wiaan adds. "Our three Bell TLBs are by far our hardest working machines and are providing us with good income. We rely on Bell Equipment Cape Town for all our servicing and being able to speak directly to Bell Equipment Sales Representative, Clifton Roberts, and Product Support Representative, Ian Marais, is a real bonus as they understand our business and try to minimize any downtime on our machines."



Bell Equipment Sales Representative, Clifton Roberts (left) with MD of Bishop Sand & Klip, Wiaan Bishop.

Investment in Bell equipment pays dividends for Zambian company

When a young Joe Raimo was dropped off at the Kariba Dam wall in what was then Southern Rhodesia (now Zimbabwe) in the mid-1960s, armed only with a suitcase and a toolbox, little could he imagine that his walk across the border into Northern Rhodesia (now Zambia) would leave a legacy of an established contract mining and plant hire company.

As a qualified mechanic, who had been trained by the Italian Army, Joe soon got busy repairing motor cars and trucks out of his first workshop in Ndola, constructed using four poles and the roof of a bus. Joe established himself as a serious business while reconditioning Land Rovers for the Zambian Government but when the Japanese flooded the market with their cheaper vehicles, that business fell away and Joe, being an entrepreneur, sought other avenues of income.

"My father bought a well-used excavator that had been scrapped from one of the copper mines in the area and stripped it down, so finding its apparent major fault," Riccardo Raimo, Joe's older son tells us. "He found that there was a demand for plant hire and so Joe's Earthworks & Mining was born."

Riccardo joined his father in the business in 2000 and by 2003, a demand for reliable plant saw the father and son duo buying their first new Bell HD1430 Excavator for a roads project that one of the major mining houses had put out. More work followed and a second new Bell HD1430 Excavator was delivered straight to a client's mining site, along with two new Bell B30D Articulated Dump Trucks (ADTs).

"We had by then moved beyond mere plant hire and were contracted to do the work ourselves," Riccardo says. "In 2006, we won a contract for a box-cut on a nickel mine in the Mazibuko area and this led us to being tasked to do the bulk earthworks for the entire mine, necessitating the purchase of yet another Bell HD1430 Excavator to load a new Bell B30D ADT."

Riccardo explains that this project was a big learning curve for the young company, and was pulled off successfully by deploying all the equipment they had to finish the project, working 18 hours a day. "We were hauling between 3 500 and 4 000 cubic metres of fill material each day that had to be compacted to tight specifications. As the material was extremely dry, we had a water canon on a water bowser to wet it before it was loaded onto our ADTs for haulage to the site where it could be compacted."

"I can say with honesty, and not without a little pride, that the Bell HD1430 Excavators established our company as a serious player in bulk earthworks in Zambia," Riccardo adds.

But Joe's Earthworks & Mining's fleet of Bell machines was to grow more when unexpectedly, in 2012, Riccardo went to the Bell Equipment premises still situated in Kalulushi, to buy spare parts. He saw three used Bell B25D ADTs parked in the yard and, as they had relatively low hours of between 3 000 and 5 000, thought they could be a useful addition to their fleet.



"Having these ADTs available led to us landing the load and haul contract on a limestone mine near Ndola, a contract we still have to this day. We also maintain the haul roads, limestone stockpiles and waste dumps and now deploy a total of nine Bell ADTs on the site. That fleet consists of three Bell B25D, three Bell B30D and three Bell B40D ADTs. The latter were bought on the used market in South Africa and as we get paid for every tonne of material moved, we'll look to replace all the smaller ADTs with Bell B40 models in due course. The B40D ADTs run at around 15 litres per hour but their larger payload gives them the edge."

Luca Raimo is Riccardo's younger brother and he joined the business in 2005. "We rely on any machine's value to give us production for as long as possible and both our Bell Excavators and Bell ADTs certainly fill that role admirably," he says. "This is why we follow such strict maintenance regimes by servicing equipment every 250 hours and undertaking preventative maintenance to ensure a machine's longevity."

Luca is adamant that the company's local knowledge and reliable equipment give them a strategic advantage when it comes to competing with contractors from elsewhere. This has seen Joe's Earthworks and Mining sustain lengthy contracts in other areas such as manganese mines

and tailings dams. "Our 120 full-time employees, who are all loyal and knowledgeable, are definitely our biggest asset," he adds.

The Raimo brothers have been keen to explore the benefits of Bell Equipment's Reman Programme, especially during times when some of their mining customers slow down production. Their thoughts are to withdraw one Bell ADT at a time to undergo a refurbishment, an exercise which is cost effective in terms of adding to the longevity of the machine at a fraction of the cost of a new machine. This they feel could be especially beneficial to their Bell B30D ADTs, which have now clocked between 18 000 and 20 000 hours. These ADTs have performed consistently and at an average fuel burn of only 11 litres an hour, as reported on their Fleetm@tic® system, have given a great return on investment.

"We have our father, Joe, to thank for his brave walk across the border all those years ago into what is now Zambia and for his foresight, tenacity and wise decisions in seeing the potential beyond merely repairing vehicles. It all started with that first broken-down excavator which saw us buying into the quality of Bell Equipment's product range and establishing a lasting business," both Riccardo and Luca agree.

Kobelco Mini Excavator impresses at Reddot Farms

Sibling rivalry amongst boys is common especially when there is a sought-after toy in the mix but to experience a gentle rivalry between a father and his son over a piece of earthmoving equipment is rather amusing.

Johann Reinecke is the fourth generation of his family to farm Reddot Farms in the Bo-Langkloof between George and Uniondale in the Cape. He follows in the footsteps of his father, Otto, who is the grandson of well-known academic Professor Otto Samuel Herbert Reinecke, the former dean of the Faculty of Agriculture at the Stellenbosch University. The latter had in his lifetime discovered the Kakamas peach.

"It wasn't a given that I could merely walk in and farm here, despite being the only son in our family," Johann tells us. "I had to obtain a university degree first and did so, completing a BSc. Agric. Administration degree at Stellenbosch University."

Reddot Farms grows nine cultivars of apples and four of pears. The reasoning behind the growing of

so many cultivars is to extend the harvesting season which runs from January to May each year. Harvesting apples especially is still a labour-intensive exercise as no mechanical harvesting is used.

"We have to harvest by hand as the twisting and lifting technique of harvesting an apple to retain a bit of the stem on the fruit, cannot yet be done by a machine," Johann explains. "It's important to retain the stem on the fruit or else it affects the grading of the fruit."

Reddot Farms exports about 70% of their apples and pears. The 250 000 cases of fruit that are packed on the farm, are taken away in between 160 and 200 refrigerated containers each season. While harvesting the fruit may seem like the pinnacle of the productive cycle, it's in the off-



From left: Joe's Earthworks & Mining MD, Riccardo Raimo, with Bell Equipment Zambia MD, Mike Quin, and Joe's Earthworks & Mining Operations Manager, John Bradbury.



Forklift operator, Andrew America, Johann Reinecke and Bell Sales Representative, Fiona Johnson, with the Bell Forklift. Note the use of round tubing and the wheel motor visible on the outside of the wheel.

season that the real work on the farm gets done; when land preparation, planting and irrigation infrastructure, amongst other areas, demand attention.

"The general rule of thumb is that you should replace four percent of the total growing area each year and that gives our trees a 25-year life cycle," Johann says. "Our apple trees are planted in a north-south direction and although we have enough land, our biggest challenge is getting all our trees irrigated."

To aid the preparation and maintenance of the soil infrastructure which carries the multitude of irrigation lines, Reddot Farms took delivery of a Kobelco SK55SRX 5,5 ton Excavator in September 2019.

"We chose this machine as we'd previously owned a Kobelco 7,5 ton Excavator that my dad, Otto, had bought on the pre-owned market in Somerset West," Johann says. "Although we felt at 7,5 tons that the machine was slightly too big for our needs, it worked really well and we used it for 10 years before it was sold."

Johann's planning was that the new Kobelco SK55SRX Excavator would be used extensively within the apple and pear orchards where this compact machine, that has no tail-swing that could possibly damage the trees, could be used to dig shallow furrows for irrigation lines. But it was not to be as his father indicated that the Kobelco Excavator had a more urgent application.

"My parents, Otto and Lynette, are enjoying semi-retirement on their small farm near the mouth of the Gourits River, south of Mossel Bay," Johann

says with a smile. "The road leading up to their hillside home needed repair and maintenance and that's where our new Kobelco Excavator has gone, commandeered by my father who was at pains to explain to me that this was a far more pressing role for the brand new machine."

We caught up with Otto and Lynette Reinecke and Otto was very pleased with the performance of the Kobelco SK55SRX Excavator. "This machine has a surprisingly big bucket – equivalent to a backhoe bucket – and enough break-out force to get through the shale that we have on the road up to our home," he says. "Using it here has made a huge difference in a short space of time although I'm reluctant to let it return to the farm as I've had so much fun operating it."

"I firmly believe that this is the correct machine for working in the orchards as with the modern trend to better utilize the land, fruit farmers are planting narrower rows and this compact little Kobelco will do well in those more confined spaces."

Johann feels reassured about the fact that Kobelco products are sold and backed by Bell Equipment and that in nearby George there is a Customer Service Centre with knowledgeable personnel and spare parts. "We've been impressed by Bell Equipment's attention starting with Sales Representative Fiona Johnson taking the trouble to visit us on the farm, through to the obvious support for the company's products," he says. "We can vouch for the quality of the company's products as we have an early model Bell Forklift that was built with round tubing and despite its 1980s vintage, it is still in almost daily use, especially during the harvest."



Lynette and Otto Reinecke with Bell Equipment Sales Representative, Fiona Johnson.



"This machine has a surprisingly big bucket – equivalent to a backhoe bucket – and enough break-out force to get through the shale that we have on the road up to our home."

Otto Reinecke

New Bell kit cements long-standing relationship for Kirsten & Tulleken

When a leading supplier of building material and ready-mix concrete in the Southwestern Cape town of George recently thought to replace some yellow machines in his material handling fleet, he turned to his supplier of choice, Bell Equipment.

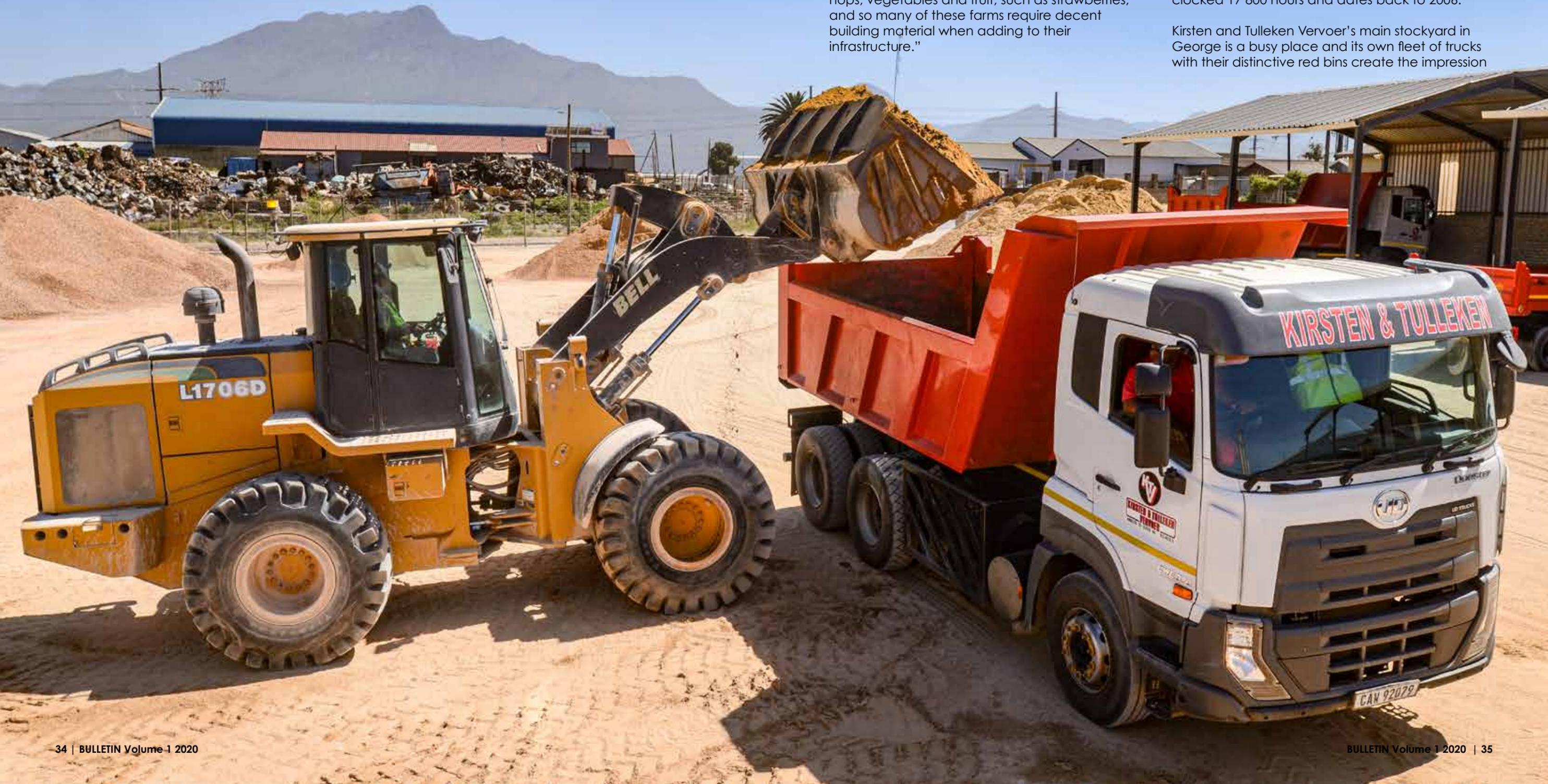
Kirsten & Tulleken Vervoer is a well-established business in this picturesque town. Established in 1984, the company has built a solid reputation as a supplier of quality sand, stone aggregate and ready-mix concrete. Kirsten & Tulleken Vervoer has a fleet of 20 trucks in various tonnages that deliver material as far as Wilderness to the north of George, Meiringspoort inland and Mossel Bay to the town's south.

"We've been fortunate to not be restricted to only building contractors in our client base but also serve the substantial farming community in our area," says Herman Lamprecht, Kirsten & Tulleken Vervoer's Fleet Manager. "Our agricultural sector spans traditional beef and mutton farming but also hops, vegetables and fruit, such as strawberries, and so many of these farms require decent building material when adding to their infrastructure."

By its very nature, a business supplying building material indicates the use of reliable loading tools to ensure a sustained supply to its clients. Kirsten & Tulleken Vervoer is no different and has run loading tools made and sold by Bell Equipment for many years. "I should tell you of two real stalwarts working at our ready-mix concrete batching plant," Herman says with a twinkle in his eye. "We have a 'grand old lady' in a Bell L1706C Plus II Wheeled Loader that has now clocked some 20 500 hours. Even though she is now used as a standby machine, she has yet to undergo a rebuild."

"The bulk of the loading and blending at the plant is done using a Bell L1706D machine that itself has clocked 17 800 hours and dates back to 2006."

Kirsten and Tulleken Vervoer's main stockyard in George is a busy place and its own fleet of trucks with their distinctive red bins create the impression



of worker ants as they constantly enter and exit the yard. Seeing to it that different types of sand and stone aggregate reach their clients are two Bell L1506 D- and E-series Wheeled Loaders respectively. The latter machine was delivered in 2016 after regular calling by Bell Sales Representative, Fiona Johnson, paid dividends and the two Bell machines complement each other.

"Another offering of our business is that of plant hire and we've found that our tractor loader backhoes (TLBs) are in constant high demand for short-term hire whether it be from building contractors or again farmers who find much use for these versatile machines digging drainage ditches, repairing roads or a multitude of tasks on a farm for which they don't necessarily have the right equipment," Herman says. "We recently looked to replace two older TLBs and since Fiona Johnson called on us regularly and had stock of the equipment we were looking for, with a great price to match, she 'cracked the nod' and we happily took delivery of two new Bell 315SL TLBs in July 2019."

"Machine longevity can so often be traced back to diligent maintenance and having Bell Equipment's Customer Service Centre on our doorstep in George is a real plus-point," Herman adds. "Koos Matthee and his team always seem to be ready to take our calls when we book a service with 50 hours to go to a specific machine's service interval. We've found this regimen works well for both parties in terms of planning."

During times of high demand, the Bell 315SL TLBs are also used to load trucks in the stockyard, especially if the Bell Wheeled Loaders are undergoing services.

"We're well pleased with our most recent purchase of the two Bell 315SL TLBs and whether on wet or dry rates, their average fuel consumption of seven litres an hour is making them firm favourites with our growing plant hire client base," Herman says. "We have no hard and fast policy on replacing machines but do give it some thought once a machine starts costing money to maintain. On that point, our machines made by Bell Equipment don't yet qualify."



Kirsten & Tulleken Vervoer Fleet Manager, Herman Lamprecht (left) with Bell Equipment Sales Representative, Fiona Johnson and Kirsten & Tulleken HR Manager, Jasper van der Westhuizen (right).

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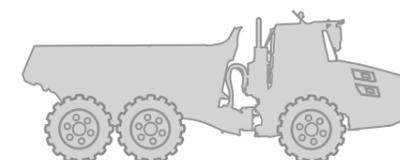
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Zambian customers invest in Reman for ADT longevity

Imagine spending a mere 35% of the cost of a new Articulated Dump Truck (ADT) that will guarantee a 66% return on investment in terms of mechanical uptime and productive hours. If that sounds far-fetched, you'd better speak to some of Bell Equipment's customers in the Zambian Copperbelt who are enjoying the benefits of the original equipment manufacturer's Reman Programme.

In Zambia's famous Copperbelt, Bell Equipment enjoys a 100% market share for ADTs used on surface mining operations. This, according to Mike Quin, the company's Managing Director for Zambia, has come about as a result of competitive marketing and reliable after-sales service to back the legendary design and build quality of the machines.

"Lowering the production cost per tonne is one thing but with commodity prices under pressure, our customers are now also looking to extend the life of their mining equipment," Mike says. "We as a company value this view and have put up our hands with the introduction of our remanufacturing (Reman) programme to further enhance the longevity of our products, especially our ADTs."

When Mike first arrived at Bell Equipment's Customer Service Centre in Kitwe in 2017, there was very little activity in the vast workshop with its eight bays. This soon changed as he saw the potential in refurbishing a fleet of six Bell B45D ADTs that had been traded in by a customer for newer ADTs.

"Using five apprentice mechanics, we thoroughly inspected these trucks and replaced only ancillary items such as sandwich blocks, prop-shafts, suspension struts, exhaust manifolds, coolers and tyres," Mike explains. "We spent USD\$30 000,00 on each ADT without changing major components and, once the engines were restarted with new oil and coolants, they were in an infinitely better condition to be sold."

The success of this exercise prompted Mike and his team to actively promote the Reman Programme to their client base throughout Zambia and the Democratic Republic of Congo. "Our clients with larger fleets of our Bell ADTs generally maintain their fleets well as can be seen from high machine availability in the region of 4 500 hours per year," he says. "This translates to achieving 18 000 hours quickly by mining around the clock and diligent servicing is paramount."

Two of Bell Equipment Zambia's largest customers in the emerald mining field, namely Kagem Mining and Grizzly Mining, have bought into the Reman Programme in a big way. The former has given Bell an order to refurbish nine Bell B40D ADTs and the latter, seven B35D and B40D machines. The Bell B35D ADTs had been parked for two-years and the company was keen to see them back in action once the work was completed.

Once a Bell ADT enters the workshop, initial work sees the replacement of its engine, transmission, drop-box and differential heads. Wet disc brakes are then stripped out, inspected for wear, and replaced if necessary. All coolers and radiators are inspected and replaced or cleaned. This is all part of the basic cost of the Reman Programme, although potential additional work is noted and quoted on separately, such as for bin liners.

"We spend an average of 176 man-hours per machine and the work is carried out by qualified mechanics who are assisted by apprentices," Mike adds. "Having apprentices involved is essential from a training and skills-transfer point of view as they are the future generation of mechanics."

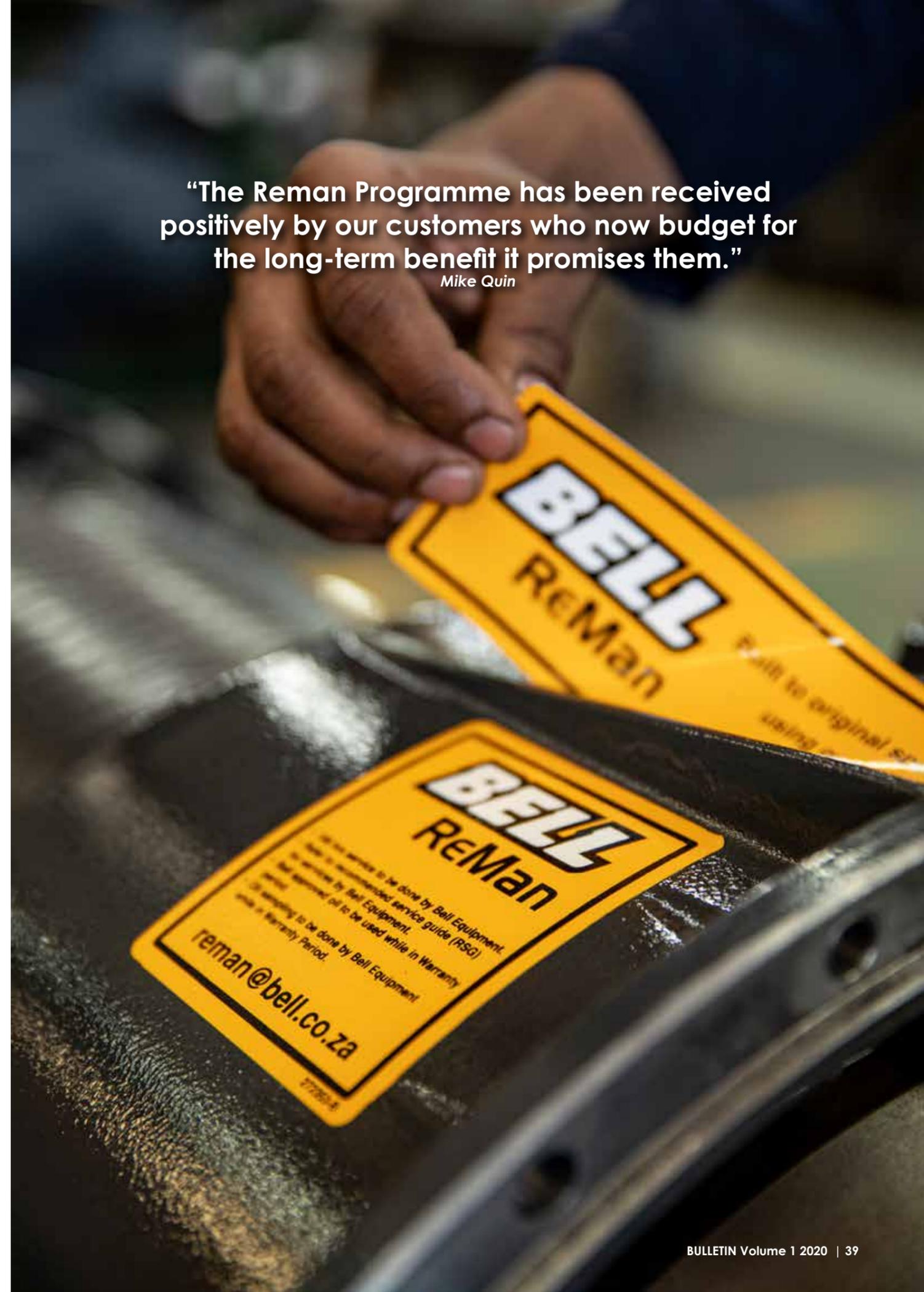
"The Reman Programme has been received positively by our customers who now budget for the long-term benefit it promises them. Another attractive feature is the offer of a 3 000-hour wet drivetrain warranty after Reman has been completed. During that time, all servicing is done by Bell mechanics."

Mike points out that during 2017 and 2018 three ADTs were refurbished each year but, once the success of the programme became obvious to the market, those numbers have increased dramatically with nine Bell ADTs completed in 2019 with the promise of six more to come.

"The numbers all make sense. Once a Bell ADT has completed 18 000 hours, the customer will spend 35% of the price of a new model to gain another 12 000 hours or 66% and therein lies the real benefit," he says.

"The Reman Programme has been received positively by our customers who now budget for the long-term benefit it promises them."

Mike Quin



Bell customer service impresses ROK Civils from Day One

Wupperthal is a tiny hamlet in the Cederberg mountains of the Western Cape, best known for its Moravian mission church and its handsewn 'velskoene', popular soft leather suede shoes. And should you mention the surname Koopman, you will be told of skilled craftsmen originating from the town who took great pride in their work as stone, brick and concrete masons.

Randall Koopman is the son of one of these craftsmen. After qualifying as a motor mechanic, he worked in the Western Cape motor and light industrial trade for some years before deciding that this was not really where his heart lay. "My father Fritz, had worked as a sub-contractor for road construction companies, laying kerb lines and building culverts and, as a young lad, I worked with him during school holidays and learnt a lot of what he did," Randall says. "When I decided to pursue a career in civil construction, this background knowledge stood me in good stead while learning other disciplines such as tendering, quantity and material surveying, ordering and general civil contracting."

Randall had attended an eight-month long course presented by the Western Cape Government with retired civil engineers as lecturers. He started his

business ROK Civils in 2005 and persuaded his father Fritz, a qualified bricklayer, to come out of retirement and assist him. His younger sister, Frizette Solomon, takes care of the all-important accounting duties.

"We built sidewalks for the City of Cape Town for some months and this led to us building a 3km long service road for Transnet, which took seven months," Randall says. "I operated a hired walk-behind roller myself and when I needed larger equipment, such as a tractor loader backhoe (TLB), I quickly realized that should I resort to more plant hire, I'd be paying off someone else's machine."

Randall did extensive market research looking for the TLB that would suit his needs and pocket until someone referred him to Bell Equipment in the



Randall Koopman and Bell Equipment Sales Representative, Fiona Johnson.

older industrial area near the Cape Town International Airport. "I remember my dad being with me and us walking into Bell Equipment's premises off the street, not knowing how I would afford to pay for a Bell TLB," he explains. "I had, however, not reckoned with the persuasive powers of one Mario Ferreira who treated us like we were Bell Equipment's biggest customers and recommended a pre-owned Bell 315SG TLB that had done a mere 4 000 hours."

According to Randall, Bell Equipment set about fixing everything that was not right on the machine and, when the repairs were delayed waiting for parts, Mario instructed him to hire in a machine and Bell Equipment would cover those costs so that he could fulfil his commitment to his clients.

"Owning versatile earthmoving equipment such as a Bell 315SG TLB gave me the confidence to tender for larger projects and much work followed since that time for amongst others, the City of Cape Town and the Western Cape Department of Agriculture," Randall explains. "We successfully undertook the construction and installation of water lines, storm water drainage systems, paving in parking lots, sub-soil drainage, raised intersections and speed calming humps on busy roads."

"I should mention that the level of service we've enjoyed from Bell Equipment has been incredible," Randall enthuses. "Once, our older Bell TLB was working in Paarl and our operator had left the ignition key at home. I called Fiona Johnson, the Bell Equipment Sales Representative, to ask about whether a John Deere key would fit and Fiona kindly offered to bring a spare key all the way from Bell Equipment near the airport, to Paarl, an offer we appreciated so much but we made another plan. Fiona's kind gesture and client-centred attitude will, however, never be forgotten."

Randall also experienced tough times between 2007 and 2014 but feels the economy had turned by 2017 when larger contracts were awarded. By 2018, he felt the need for some new equipment and again turned to Bell Equipment when purchasing a new Bell 315SL TLB and two Bomag BW-65H Double Drum Pedestrian Rollers. The latter were added to his existing fleet of Bomag BW120 AD-5 Ride-on and Bomag BW-75H Pedestrian Rollers.

"Our Bell and Bomag machines are an integral part of our operations and the Bell 315SL TLB is so versatile when digging trenches, backfilling, loading and unloading material," Randall says. "Any equipment needs maintenance or repair from time to time and here I believe that my relationship with Bell Equipment's Ian Marais, the Product Support Representative, and Kobus van Zyl, the Workshop Manager, is key in getting the best out of our Bell machines. Being able to talk to anyone at Bell Equipment directly is a major advantage and we get straight answers to our questions."

"This personal touch and caring attitude are the factors that will keep us coming back to Bell Equipment and we look forward to a long relationship using their tried and trusted equipment."



Randall Koopman and Kobus van Zyl, Bell Equipment Workshop Manager, at the Cape Town CSC.

Bell B45Es are the jewels in Kagem Mining's fleet

Emerald mining is a risky business as the rare green stone, found only in certain parts of the world, is a hundred times rarer than diamonds. That is why, when mining emeralds, you need to be absolutely sure of the resource and waste no time in moving enough soil and rock to expose the emerald crystal bearing rocks.

Zambia's emerald mines produce some of the best coloured stones in the world and in an area known as the Ndola Rural Emerald Restricted Area, we find the company Gemfields' Kagem Mine, officially the largest such mine in the world and producing about 25% of the global yield.

"We're proud to say that with three operating pits and our main pit having a strike length of 2,2km and 130m at the deepest point, ours is the largest emerald mine in the world," says Prahalad Kumar Singh, the General Manager. "Our expected mine life is still 25 years and should market dynamics change, it could see us resorting to underground mining as well."

Zambia's emeralds are thought to have been formed some 500 million years ago. Because of the gem's rarity, accurate geophysical information is vital to minimize mining costs that could spiral out of control should blanket digging be attempted. Anomalies in the prospective mining areas are picked up through aeromagnetic surveys and radioactive characteristics are noted before core sample drilling can commence. Bulk sampling is used to determine feasible mining areas.

"We aim to find 250 carats for every tonne of ore mined but even then, only about 25 to 30% is a saleable product," Prahalad explains. "From that small percentage, a mere 1% will be premium quality and provide about 65% of revenue which further explains why we have to move so much soil and rock as quickly and cost-effectively as possible to mine accurately and show a profit."

"Moving many thousands of tonnes of soil and rock to expose the emerald crystals implies using yellow metal machines and for more than 10 years we have built a solid business relationship with Bell Equipment here in Zambia," he adds. "We started off using Bell B40D Articulated Dump Trucks (ADTs) and have over the years owned many of these workhorses throughout the D-series upgrades."

Kagem Mining has no hard and fast rule on replacing earthmoving equipment but rather

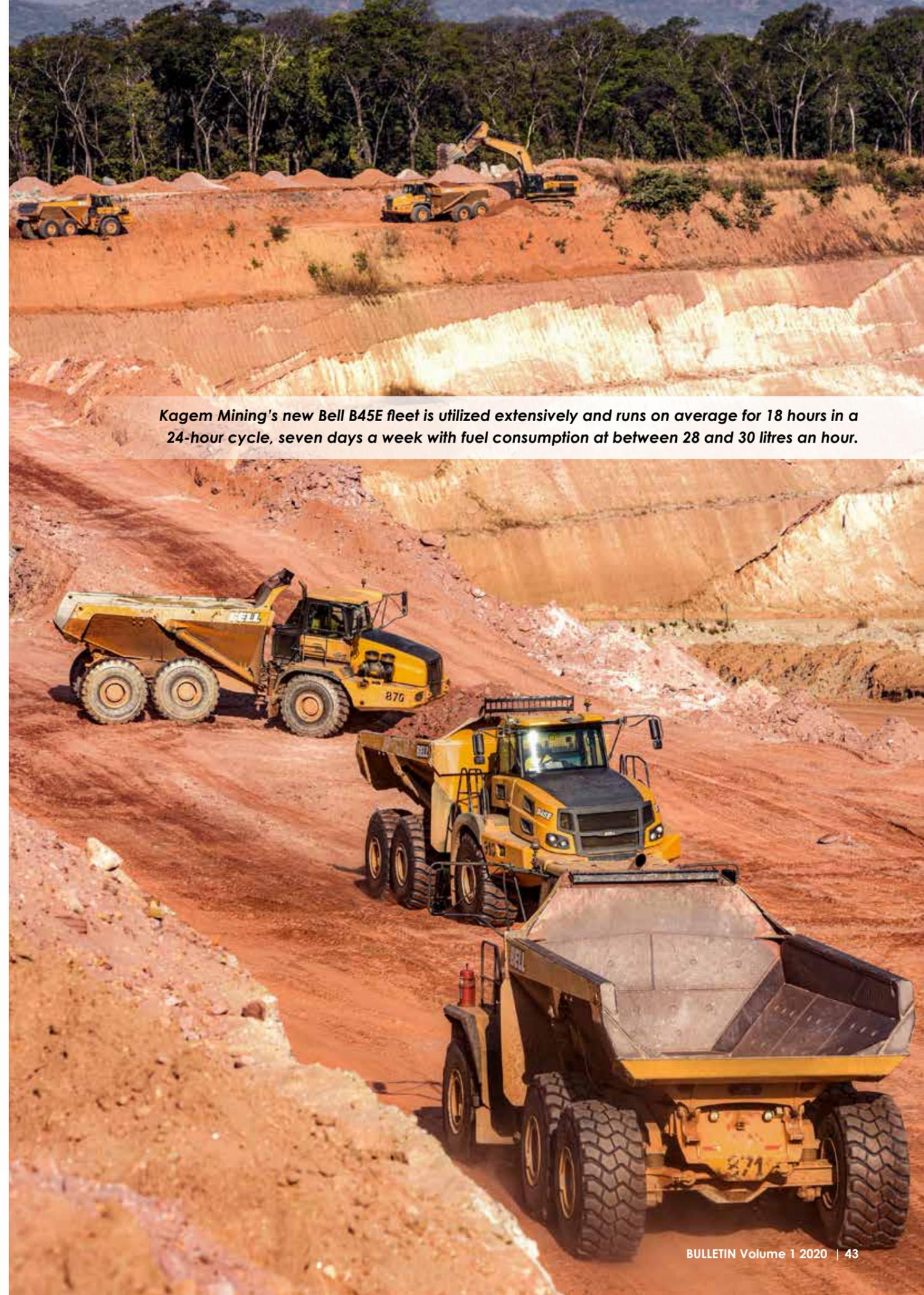
considers any machine's condition, depreciation and costs when it reaches five years and, depending on cashflow, considers replacement then. The year 2016 saw the company change tack when it took delivery of four Bell B45D ADTs and the success and marked increased production of these larger ADTs showed a clearer path ahead.

A recent expansion project in 2018 necessitated replacing some of the older fleet and again Kagem Mining turned to Bell Equipment to supply 12 Bell B45E ADTs, a 37 000 litre water bowser on a B45E chassis and a Bell 225F Tri-wheeled Tyre Handler. Delivery took place in a phased manner between August and October 2018. All machines were bought with an extended warranty to 10 000 hours on the wet drivetrain.

The new Bell B45E fleet is utilized extensively and runs on average for 18 hours in a 24-hour cycle, seven days a week with fuel consumption of between 28 and 30 litres an hour. The premium Bell Fleetm@tic® package supplies Kagem's fleet management with comprehensive feedback on machine performance.

"I have often been asked why we run ADTs manufactured by Bell Equipment and our reasoning is simple," Prahalad says. "Bell Equipment gives us a distinct advantage in that the company's machines are produced in Africa for African conditions with parts readily available, a hugely important consideration in seemingly isolated Africa. There is no bureaucracy created by franchising which causes delays in delivery and at Bell Equipment you can discuss a problem with someone who you know, especially at its Customer Service Centre in nearby Kitwe."

Prahalad quotes an example of Bell Equipment's personal touch when he tells how former Group Chief Executive, Gary Bell, had spoken to Gemfields' principals at their London head office assuring them of the OEM's commitment to supporting its products in Zambia. This, Singh believes, is the stuff that builds mutual trust and reciprocal loyalty.



Kagem Mining's new Bell B45E fleet is utilized extensively and runs on average for 18 hours in a 24-hour cycle, seven days a week with fuel consumption at between 28 and 30 litres an hour.

"We're confident that Bell Equipment understands our business and the challenges we face," he says. "Warranty claims are acted on without delay and we commend Bell Equipment for the high levels of after sales service and technical backup it maintains."

Kagem Mining has recently embarked on utilizing Bell Equipment's Reman Programme by committing nine older Bell B40D ADTs to the campaign. "These machines have done between

16 000 and 18 000 hours and we've decided on this route because of new taxes on gemstones that have cut into our bottom-line profits," he explains. "When you consider that the refurbishment will add a further 8 000 to 10 000 hours to a B40D ADT's life, the cost involved is workable as we can capitalize it and then depreciate it, which gives us a tax advantage."

"We're confident that Bell Equipment understands our business and the challenges we face."

Prahalad Kumar Singh



Danie Erasmus (Bell Equipment After Sales Manager), Balakrishnan Srinivasan (Kagem Mining: Senior Manager Engineering), Vishnu Dasari (Kagem Mining: Head of Mining), Prahalad Kumar Singh (Kagem Mining: General Manager), Mike Quin (MD Bell Equipment Zambia) and Paul Kaluba (Kagem Mining: Mine Manager).

Ground-breaking B-BBEE deal transforms Bell operations

Bell Equipment has concluded a Broad-Based Black Economic Empowerment (B-BBEE) agreement, effective 1 January 2020, that empowers our South African manufacturing subsidiary, Bell Equipment Company South Africa (BECSA) and further empowers the South African sales and distribution subsidiary, Bell Equipment Sales South Africa (BESSA).

Commenting on the empowerment transaction, Bell Equipment Group Chief Executive Officer, Leon Goosen, said that both BECSA and BESSA are now effectively 51% black owned and aligned with Government's economic transformation policies. This will improve the B-BBEE scorecards of both entities and position the group more competitively in the South African market in addition to a number of other significant benefits.

"BECSA, as a 51% black owned entity, will benefit from continued access to Automotive Production and Development Programme (APDP) funding, the ability to increase manufacturing throughput and encourage the drive for greater industrialisation. We estimate BECSA to achieve a Level 3 B-BBEE recognition.

"This transformation is also advantageous to Bell customers as BESSA is a 51% black owned and 30% black women owned entity, with an estimated Level 1 B-BBEE recognition, allowing our customers to maximize the benefit of their procurement spend from BESSA. In addition, an improved B-BBEE level, coupled with our local manufacturing, is aligned with the goals of the 2018 Mining Charter and SANRAL's transformation goals," explained Leon.

BESSA became 30% black women owned in April 2017 when shares were sold to BEE shareholders - 22,5% to Sibi Capital (Pty) Ltd, a 100% Black women owned and managed company, with Sindisiwe Mabaso-Koyana and Bharti Harie as the ultimate shareholders, and 7,5% to a B-BBEE trust,

the Bell Equipment Foundation, which benefits black female beneficiaries. Both Sibi Capital and the Foundation participate in the current empowerment transaction with a direct shareholding of 7,5% each in BECSA. "Our partnership with Sibi Capital and the Foundation has proven successful as they are aligned to our business and we have a solid foundation on which to build a long-term relationship that can add value to our business," said Leon.

Black management shareholders

A black management company, comprising of current Bell executives, Avishkar Goordeen, Dominic Chinnappen, Duncan Mashika, Bruce Ndlela and Niraj Andhee as well as the Bell Foundation hold an effective 36% share in BECSA and a 21% share in BESSA.

"The Bell management team making up the BEE management company are a well-balanced and highly qualified team with years of institutional knowledge. They bring together the necessary manufacturing expertise, new business development focus, sales and distribution skills and are able to continue to spearhead interactions with the private and public sectors. Provision has also been made through the structure to allow for future managers to participate," said Leon.

"This B-BBEE transaction reflects our commitment to South Africa and we wish our partners well in their new roles as we begin a new chapter of the Bell legacy together. We are excited about the future of our country and believe that our entities are now optimally positioned to continue to deliver our premium product range and comprehensive support network for the maximum benefit of our customers," concluded Leon.

At the signing ceremony were (seated from left): Bruce Ndlela (Business Development Director, BESSA), Duncan Mashika (Managing Director, BESSA), Dominic Chinnappen (Managing Director, BECSA), Niraj Andhee (General Manager: SA Manufacturing & Material Planning, BECSA), Diana McIlrath (Company Secretary, Bell Equipment Group); Karen van Hagt (CFO, Bell Equipment Group), Avishkar Goordeen (Chief Strategy Officer, Bell Equipment Group), Bharti Harie (Sibi Capital), Sindi Mabaso-Koyana (Sibi Capital), Zinhle Dlamini (Bell Equipment Foundation Trust beneficiary); (standing from left): Gary Bell (Chairman, Bell Equipment Group), Tiisetso Masimula (Transcend Capital), Xolisa Beja (Beja Attorneys Inc.), Bruce Hunt (Transcend Capital), Leon Goosen (CEO, Bell Equipment Group) and Craig Brown (Finance Director, BECSA).



Bell Equipment develops a Mulcher for South African conditions

Bell Equipment has once again listened to its customers' needs and involved them in developing a niche solution, the Bell M350 Mulcher, which caters to the forestry industry and has been specially geared for South Africa's hot and dusty climate.

According to Bell Equipment's Chief Engineer: Agricultural and Alliance Products, Ian Kramer, the machine is in response to foresters moving away from the slash and burn practice of land clearing in favour of mulching as a more environmentally responsible method of removing biomass. There are tangible business benefits to mulching; it not only reduces the time between harvesting and replanting but the mulch provides nutrients for the young trees. "We were approached by some of our customers who have tried traditional mulchers developed for the wetter climates of Europe and North America. These units typically don't cope well with our harsh, dry conditions, where the combination of wood fibre and dust tends to clog up the cooling pack causing overheating, so we were asked to develop a solution better suited to local applications."

"Working with our customers, we adapted the Mulcher for our conditions by repositioning the cooling pack at the back of the machine, incorporating screening to keep the debris out and fitting a filtration system to filter out the dust and prevent it from reaching the cooling pack. We have demonstrated that our machine can operate in ambient temperatures of 45° Celsius as it worked in the Kwambonambi area of northern KwaZulu-Natal in the middle of summer where temperatures often peaked over this, with no incidents of overheating."

Like traditional mulchers, the cab is enclosed and filtered via the air conditioner to keep the workspace dust-free. The cab is mounted further forward for better visibility of the head,

similar to a combine harvester. Bell opted for a FAE head from Italy as they are one of the most prominent manufacturers, preferred by customers, and spares are readily available in the country.

Ian continues: "The Bell M350 generates 261kW of power. During the design phase we interacted with customers and looked at competitor machines and found that these machines were fitted with larger mulching heads that required more power. However, the heads weren't being

supplied with the full power requirement so the performance wasn't as good as it could be. We have used a slightly smaller head so that we could give the head the full power that the head manufacturer requires. By allowing the head to run at more optimal performance levels, our machine is more effective at mulching."

The Mulcher is a four-wheel-drive machine with a solidly mounted front axle and a steering rear axle, that pivots to keep all wheels on the ground on undulating terrain. The engine, located just behind the cab, drives three hydraulic pumps that are mounted underneath the cab.

During the design phase, Ian and his team focused on service accessibility. Therefore, the hydraulic charge filters, fuel filter and air conditioner intake filter are all easily accessed through the bonnet side doors. The engine oil filter and air intake filter

are also within easy reach in the engine compartment. The engine and air conditioner pre-cleaner are above the bonnet and coolant filling is done through the top of the bonnet.

Another important design consideration was the width of the machine. Imported units are about 2,8m wide and have to be transported as an abnormal load, requiring special load permits and increased transport costs, but the width of the Bell M350 is less than 2,6m and can be transported on a normal low bed. "Small details like this make a huge difference to our customers," says Ian.

According to Ian, independent studies by a large forestry company have shown that, depending on the operating conditions, the Bell M350 delivers between 18 and 23% better fuel burn than competitor machines while productivity is on par, at around 1,8 to 2,5 hectares a day.

"At a lower capital investment, this means that our machine has a lower total cost of ownership while providing a solution uniquely suited to local conditions and backed by Bell as the OEM," he concludes.



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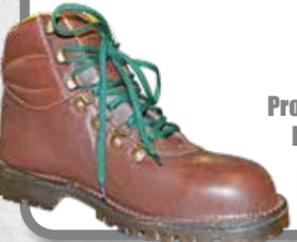
Hats
Leather
Breezy/ Tan/ Oxblood/ Oxblood Fold Up
R355



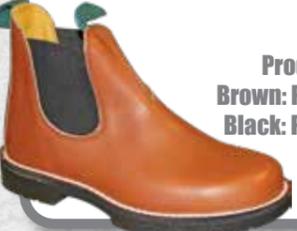
Town & Country NSTC
Sizes: 6-13
Product Code:
Brown: PR0932094
Tan: PR0932104
Black: PR0932114
R995



BS6 Lace-up Boot
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Sizes: 6-13
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R1000



FS3 Pull-up Boot STC
Sizes: 6-13
Product Code:
Brown: PR0932124
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R885



Logger Scale Model
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