

# the bulletin

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# insidetrack

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Bell Equipment released financial results at the end of August for the interim period ended 30 June 2018 and we were able to deliver a satisfactory results thanks to ongoing economic growth and increased demand for equipment in Europe, the Americas and South East Asia.

Many of you are aware that locally investor appetite in general, but in particular for the mining and construction industries, has remained unresponsive because of policy uncertainty. We expect this general caution to continue in the run up to the 2019 national elections.

However, we are focussing on the long term and, by diversifying our offering to include tipper trucks and expanding our excavator range to include three mini excavator models, we remain committed to developing new opportunities locally that will enable us to better meet your equipment needs.

Following our exclusive distribution agreement with the Russian heavy-duty tipper manufacturer, Kamaz, the first trucks have been placed with customers and we are on an exciting learning curve to understand the different applications as we cut our teeth in this highly competitive market. In this edition you will find our first customer feature on these trucks.

Going forward, Bell will also continue its focus on customer support. We have recently relocated our Umhlati Customer Service Centre to a larger and more centrally located premises in eThekweni and we eagerly await the opening of our new Steelpoort Customer Service Centre at the end of September to better serve our growing customer base in that area.

We thank you for your loyal support during these uncertain economic times and for being part of our family. As a Bell team we believe that when we help our customers succeed so do we.



Leon Goosen  
Group Chief Executive

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**Cover picture:** The Afrimat Lyttleton Dolomite Mine at Marble Hall has introduced three new Bell B45E ADTs and two Kobelco Excavators to its operation..... [read more on page 8](#).

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# Vanall's Plant Hire impressed with its Kamaz 6x6 fleet

An invitation to visit the Bell Equipment stand at the bauma CONEXPO Africa exhibition early in 2018 so impressed the owner of a Witbank-based plant hire company by what he saw of the new range of Kamaz rigid tipper trucks, that he now owns four of these trucks, with more to come.

Vanall's Plant Hire has been operating in Mpumalanga and further afield since 1987 when the founders, Brian Marshall and Movie van der Merwe, who were working for a large alloys company, could not find suitable plant to hire for an expansion project and decided to fill that gap themselves. When Brian's son, John, finished school in 1993 he came into the business after buying out founding partner Van der Merwe.

"When I joined the business, we changed our focus from civil construction to bulk material handling," says John, who is now the Managing Member of Vanall's Plant Hire. "This saw us rapidly gaining experience in supplying load and haul teams for crushing plants, moving bulk materials such as tailings and slag and doing rehabilitation on discard dumps."

The company serves clients in Mpumalanga's metal alloys and coal mining industries and has expanded its services to industrial and mining clients in Rustenburg, Steelpoort, Cato Ridge and Vanderbijlpark. It employs almost 150 people of whom most are machine operators and truck drivers.

"We recently landed a contract to move metal slag on an alloys plant where we had deployed a fleet of nine, 10-cubic metre tipper trucks," John explains. "We were keen to see how the Kamaz 65222 with its 12-cubic metre capacity and 6x6 traction compared to our existing fleet in terms of performance and fuel consumption."

"We have been very impressed by the Kamaz 65222 truck with its 400hp V8 engine and despite its formidable engine size, it's surprisingly light on fuel, consuming around 12 litres an hour compared to 10 litres for the smaller 10-cubic metre tippers," John continues. "The interaxial locking capability the Kamaz 65222 has makes it a very strong truck and this is evident in the ease with which it tackles inclines with full loads."



From left: Floris Steenkamp (Vanall's Plant Hire Site Manager), Mertin Coetzer (Vanall's Plant Hire Site Supervisor), John Marshall (Vanall's Plant Hire Managing Member) and Carel Venter (Bell Equipment Sales Representative).

Even though Vanall's Plant Hire generally works on dry rates they have a cap on fuel consumption and therefore fuel burn figures are kept meticulously.

A comparison on a mining site showed the Kamaz 65222 outperforming larger articulated dump trucks with faster cycles. John sees the cheaper road licence compared to that of a road-legal articulated dump truck as a real advantage. After viewing the comparative results from both the sites over a period of two weeks positive results prompted John to order two more Kamaz 65222 trucks.

"We've been happy to keep our Kamaz trucks in their standard yellow livery as this adds to their visibility," he says. "In terms of our clients' safety regulations we've added fire extinguishers, rear light protectors, isolation lock-outs and bin-up indicators. Depending on applications, we may with future models consider rock bins with slanted tailgates."

"Another important point I'd like to add is that when working on the slag dump, where we move quenched slag onto a slag dump, the single wheels on the Kamaz 65222's rear axles have proved a success as slag shards cannot get stuck between two tyres running close to each other as in other trucks with double rear wheels," John adds. "The slag is often still hot and jagged edges cause sidewall cuts in the tyres which, as you may appreciate, are expensive to replace."

Slag is a heavy and abrasive material with specific gravities ranging between 3,2 and 3,8 - the latter when loading slag fines. The performance of the Kamaz 65222 trucks under these loads has impressed both Vanall's Plant Hire and its clients. John is already considering a fleet of Kamaz 6520 6x4 trucks that have a similar load capacity of 12-cubic metres to possibly replace subcontractor vehicles.



# New Waratah H215 head passes SiyaQhubeka study with flying colours

**SiyaQhubeka has conducted an independent evaluation of Waratah's new H215E harvesting head to compare productivity and quality with the company's current equipment and methods in line with Mondi Forest's objective of achieving a single pass for its harvesting operations to follow the standard set by the Brazilian forestry industry.**

The H215E head was fitted to a Kobelco SK210LC excavator carrier for the study to simultaneously give SiyaQhubeka an opportunity to trial one of the newest forestry carriers available in the Southern African market. Kobelco is the second largest seller of excavators in Japan and annually sells about 200 units into that country's forestry sector alone.

In May the company held a harvesting field day in northern KwaZulu-Natal where they presented their findings to over 30 SiyaQhubeka and Mondi employees and contractors. Bell Equipment, the supplier of Waratah and Kobelco equipment in Southern Africa, was also invited to discuss the technical specifications of the equipment, which was working in a compartment adjacent to the presentation site. This gave the foresters an opportunity to view the equipment and compare the timber for themselves.

The study took place at SiyaQhubeka's operations at Dukuduku and Kwambonambi in compartments of Eucalyptus GxU and aimed to compare the productivity and quality of the H215E head with that of Waratah's H616C head that is used in the Kwambonambi operation.



Bell Equipment Product Marketing Manager, Tim Beningfield, explains how the H215E essentially uses the knives to debark and that lower, more efficient hydraulic flow rates and sophisticated software ensures the correct settings for specific conditions.



Joseph Zulu of Siyawisa Hlathi, the SiyaQhubeka contractor which took part in the study, discusses the Kobelco and Waratah combination with Charles Inggs, Product Manager: Forestry and Agriculture.

SiyaQhubeka's Harvesting Forester, Sabelo Sithole, said that 624 trees were observed during the study. At Kwambonambi the area selected for the H215E had an average tree height of 26,6m, an average tree diameter at breast height (DBH) of 18,66cm and an average tree volume of 0,295m<sup>3</sup>. By comparison the trees at Dukuduku were slightly smaller with an average tree height of 21,1m, an average DBH of 14,02cm and an average tree volume of 0,0131m<sup>3</sup>.

These results were compared with the results of a study on the Waratah H616C fitted to a Hitachi excavator that worked with similar sized trees to the H215E in a compartment nearby. The average tree height was 26,55m, average tree DBH was 17,78cm and the average tree volume was 0,230m<sup>3</sup>. However, Sithole pointed out that the H616C was not suitable for a single pass so the results compared the single pass of the H215E with three passes of the H616C.

The various methods of processing were tested, and the felled timber was laid out for direct comparison in preparation for SiyaQhubeka's infield presentation, which compared the results of the various methods. Single pass and multi pass treatments on both heads were compared, recording productivity, roller damage and remaining bark.

Productivity increases ranged from as high as 29% in larger 0,3m<sup>3</sup> trees to negligible on smaller (0,05m<sup>3</sup>) trees. Stem damage on the three pass treatments was noticeable.

When assessing timber quality, SiyaQhubeka Harvesting Forester, Minenhle Mdlalose, said they looked at surface damage and bark percentage. "We wanted to see if we can achieve the productivity we want to get and still be within the specs that the mill requires."

Single pass treatment with the H616C head left significant bark, while a single pass treatment with the H215E head resulted in stems with an average of 0,35% bark versus the H616C with a three-pass treatment resulting in 0,41% bark remaining.

Minenhle said that the design of the rollers and knives has a huge impact on the quality of the timber. The H616C has two knives and three rollers, where the middle roller is much bigger than those on the H215E and adds to log damage. "The debarking is done by the rollers and the more passes that are required, the more pressure is exerted on the logs by the rollers and the greater the damage," she explained.

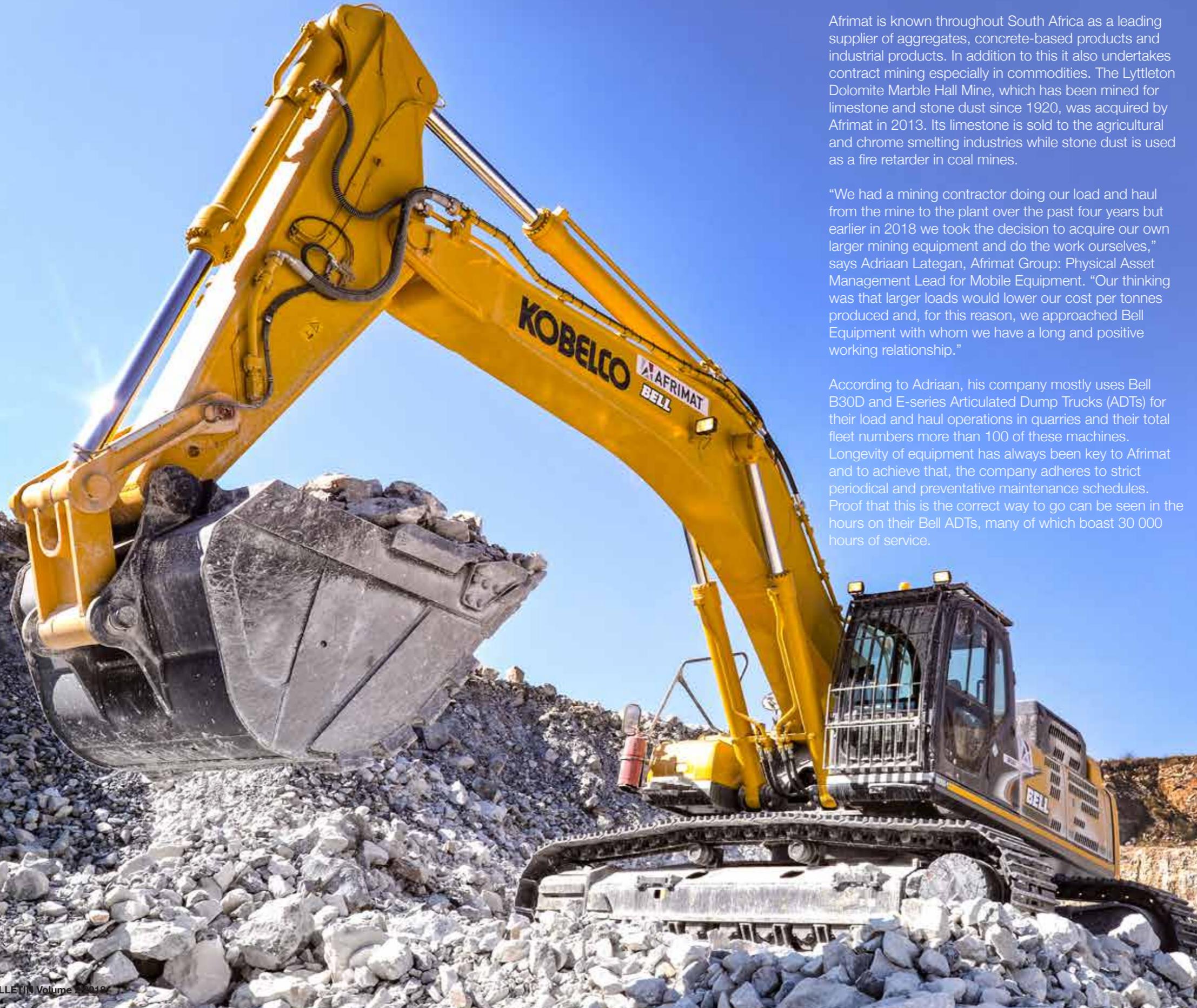
By comparison, the H215E has four knives and two rollers like the heads used in Brazil. The log is held by the knives, which essentially do the debarking. The design prevents clogging of the bark and pushes the bark away from the log.

In conclusion, Harvesting Technical Manager of Mondi, John Eggers, encouraged foresters to work towards the single pass as "the next big thing". He said adopting the reduced pass had shown benefits of increased production, lower costs and fibre yield optimisation through reduced log surface damage infield. These benefits could further be increased using the single pass.

Bell Equipment's Product Manager: Forestry and Agriculture, Charles Inggs, said that the H215E would be moving to Mpumalanga where it would be working in different tree species to gather more information. He anticipates that strip-ability will reduce due to the colder winter conditions and give the company an even better indication of the head's capabilities.



# Afrimat invests in Bell ADTs and Kobelcos at Marble Hall



**A nationally known supplier of industrial and construction materials has decided that the path to lower production costs starts by deploying its own fleet of yellow machines in favour of that of a mining contractor. In doing so, it has turned to an original equipment supplier whose products make up most of its yellow machine fleet.**

Afrimat is known throughout South Africa as a leading supplier of aggregates, concrete-based products and industrial products. In addition to this it also undertakes contract mining especially in commodities. The Lyttleton Dolomite Marble Hall Mine, which has been mined for limestone and stone dust since 1920, was acquired by Afrimat in 2013. Its limestone is sold to the agricultural and chrome smelting industries while stone dust is used as a fire retarder in coal mines.

"We had a mining contractor doing our load and haul from the mine to the plant over the past four years but earlier in 2018 we took the decision to acquire our own larger mining equipment and do the work ourselves," says Adriaan Lategan, Afrimat Group: Physical Asset Management Lead for Mobile Equipment. "Our thinking was that larger loads would lower our cost per tonnes produced and, for this reason, we approached Bell Equipment with whom we have a long and positive working relationship."

According to Adriaan, his company mostly uses Bell B30D and E-series Articulated Dump Trucks (ADTs) for their load and haul operations in quarries and their total fleet numbers more than 100 of these machines. Longevity of equipment has always been key to Afrimat and to achieve that, the company adheres to strict periodical and preventative maintenance schedules. Proof that this is the correct way to go can be seen in the hours on their Bell ADTs, many of which boast 30 000 hours of service.

A work study undertaken at the Marble Hall mine by Bell Equipment Sales Representative, Johan Myburgh, showed that five Bell B30E ADTs loaded with a Kobelco SK500HDLC 50-ton excavator would deliver the same production in tonnes as three Bell B45E ADTs loaded with the same excavator.

"We decided to go for the latter option as it meant fewer operators on a given shift," Adriaan explains. "We're also not governed by bench sizes as in some of our other mines and quarries and we could thus comfortably manoeuvre the larger trucks around the Marble Hall operation. A bonus is that our primary crusher's feed hopper has been designed for larger trucks such as the Bell B45E ADT."

The Afrimat Lyttleton Dolomite Mine at Marble Hall took delivery of three Bell B45E ADTs and two Kobelco Excavators, a SK500HDLC and a SK350LC, in May 2018 and they were put to work on 1 June. The equipment was bought with standard warranties of 6 000 hours on the wet drive train and hydraulics.

Stephan Becker, the Mine Manager at Marble Hall is full of praise for his company's choice of excavators to load the new Bell B45E ADTs. "We need to extract 100 000 tonnes of ore per month and I believe this Kobelco SK500HDLC is the correct loading machine for that purpose," he says. "Coupled with the second slightly smaller excavator, we have flexibility in loading, stripping topsoil and run-of-mine processing as the Kobelco SK350LC Excavator can be fitted with a hydraulic hammer as well, a process which does not take long at all due to its quick coupler."

Mining limestone means that extra care needs to be taken with lubricating especially loading equipment such as excavators. The two new Kobelco Excavators have been fitted with state-of-the-art twin Groeneveld Lubrication Systems. Each intelligent lubricating system comes complete with a PC board and a memory, which allows a lubricating history to be downloaded for diagnostic purposes. The system is activated whenever the machine is switched on and greasing points get the correct amount of lubricant constantly while the machine is working. This, both Groeneveld and Afrimat believe, allows for greater machine availability and aids longevity.

"Our immediate planning with this new fleet is for 5 200 tonnes a day over a 22-day working month, which means each Bell B45E ADT needs to do between three and four cycles an hour," Stephan explains. "While we can physically monitor the performance of the ADTs, we have the added advantage of Bell Equipment's Fleetm@tic® system, which gives us a lot of valuable information."

"Apart from our normal operations in the pit, we can decide where and how the plant should be utilised for ancillary tasks such as creating and maintaining

infrastructure, ramps and haul roads. In the past we would hire in plant for this purpose which was an added cost to the company but having our own fleet of new equipment that cost is now largely avoided or at worst, reduced."

"We are all confident that operating and managing our own fleet is the way to go to lower production costs and having one trusted supplier such as Bell Equipment on our side, backing both the haul and loading equipment it sells, fares well for the road ahead," he says.



Bell Equipment Sales Representative, Johan Myburgh (left) and Afrimat Lyttleton Dolomite Marble Hall Mine Manager, Stephan Becker, discuss the Kobelco SK350LC Excavator's quick-coupling attachment that can be used to quickly change from a bucket to a hydraulic hammer.

# Tandem Finlay set-up lowers production costs for Nelesco 318

**In alluvial diamond mining, as with any other mining or quarrying operation, the lower cost per tonne of pay dirt produced would find favour with those whose purse is affected.**

To therefore save a massive R40 000 per week in diesel fuel costs, by employing a duo of Finlay Screens, instead of an electrically driven static screen run off a diesel generator, must surely make sense.

There is fertile ground for alluvial diamond mining near the present run of the Orange River, south of the town of Douglas in the Northern Cape. In 2017 four experienced diamond miners got together under the name of Nelesco 318 to mine the elusive gemstones in the reddish earth known locally as Rooikoppie. They are Braam van Greuning, the CEO of the company, Basie Viljoen, Pieter van Zyl and Dirk Fourie. The group currently mines two concessions at Remhoogte and Saxendrift respectively.

We spoke to Cobus Botha, the mining manager at the Remhoogte mine. "With the formation of the mining company Nelesco 318, each partner sold some of his equipment, especially articulated dump trucks (ADTs) into the mix and we took over a variety of wheeled loaders and excavators from the mining group which had previously mined this ground," he tells us. "We have a fleet of ten Bell B40D ADTs running here at Remhoogte and ten Bell B50D ADTs at Saxendrift. All machines have between 12 000 and 25 000 hours of service, which is testament to their longevity."

Mining at Remhoogte mine is done in two shifts for 20 hours a day, five days a week. Topsoil is stripped and stockpiled for use in later rehabilitation. According to Cobus, the calcrete gravels and deeper basal gravels are relatively shallow which means that stripping ratios are less critical.



Cobus Botha, Nelesco 318 Mine Manager (left) with Eric van der Merwe, Bell Equipment Sales Representative in the Northern Cape.

"We load the diamond-bearing gravel with an excavator and this is hauled to a stockpile from where it is fed into a Finlay 883+ Screen. We bought the Finlay 883+ Screen first as it is used as a scalping screen and removes the oversized material out of the system at the start of the screening process. This oversized material is fed back into the mining area and forms the base of our later rehabilitation," he explains.

"We chose the Finlay 883+ Screen for a number of reasons but most importantly was that the brand is backed by Bell Equipment. With our existing solid relationship with the company and its Sales Representative, Eric van der Merwe, and Kimberley CSC Team Leader, Shaun Malan, we knew we could count on dependable technical and parts backup that would ensure maximum productive uptime for us."

According to Cobus, some of the Nelesco 318 partners also had Finlay Screens in their own previous operations so suggesting the Finlay brand as first choice was an easy sell. They however found that a high sand content made processing the gravels difficult and for this reason they recently took possession of a Finlay 694+ Inclined Screen.

Once through the Finlay 883+ Screen, the material is fed directly into the Finlay 694+ Inclined Screen where it is split into minus-34mm, plus-22mm and plus-4mm. The separation protects the bottom deck of the Finlay 694+ Inclined Screen against potentially too much weight on that deck.

"The way in which the Finlay 694+ Inclined Screen separates out the sand is quite phenomenal, and we can honestly say that its purchase has only added value as we are assured of feeding our four, 16-foot pans with diamond-bearing gravel of a far better quality," Cobus says. "Another noteworthy feature is the amount of fuel and subsequent money we're saving. Before we used to feed all the material through a static screen which ran off a generator powered by a diesel motor and this machine consumed 1 000 litres of diesel a day. Running the two Finlay screens we're now saving up to R40 000 a week."

"The feed to our four pans needs to be approximately 100 tonnes per hour but our two Finlay Screens running in tandem are easily pushing out 300 tonnes per hour, which means that we're always ahead of our processing capacity in the pans. This just goes to show that the combined Finlay 883+ and 694+ Screens are the correct tools for our application and with the huge saving in fuel costs they really do add value to our mining operation by lowering our production costs."



# Kobelco and Kamaz ‘kuier’ in the Free State



**Bell Equipment demonstrated two popular models of its new Kobelco and Kamaz equipment ranges to existing and prospective customers in the Free State recently.**

The initiative of Bell Equipment's Finlay Territory Manager, Wikus Kleynhans, and Sales Representative, Chris Botha, the demonstration was held on a private farm to the north of Bloemfontein where fill material was being extracted for the extension of a popular housing estate bordering the city. This provided the ideal working environment for the Kobelco SK350LC Excavator and Kamaz 6520 Tipper Truck.

"There are many construction and road building contractors in Bloemfontein and a variety of contractors and plant hire companies spread across the Free State and we invited them all to come and view and experience our exciting new machines," says Wikus Kleynhans. "The way we set up this equipment demonstration event meant that customers could operate the Kobelco Excavator and drive the Kamaz Truck and in doing so, experience firsthand how the equipment handles."

Toppie van Rensburg, the Manager: Roads and Storm water for the Senqu Local Municipality at Lady Grey in the Eastern Cape, was eager to get behind the controls of the 35-ton Kobelco Excavator. After a stint of working with the machine, he spoke to us with enthusiasm: "Our municipality is blessed with good administration, which means we have the means to buy and maintain our own earthmoving equipment and we appreciate being invited to attend demonstrations such as this one where one can experience operating the machines. We generally use slightly smaller excavators but handling this Kobelco SK350 machine was really exciting with all that power at one's fingertips."

Van Rensburg enjoyed the quiet engine and how comfortable he felt in the cab of the Kobelco Excavator with its smooth controls.



*Bennie Burger, Plant Manager of Raubex Construction with Bell Equipment's Chris Botha.*

Herman van Deventer hails from Reitz in the Eastern Free State where he runs his company H D Plant Hire. "I own two older Bell HD820 Excavators but this new Kobelco machine is a beast which oozes power," he says. "I particularly enjoyed the ergonomics of the cab, which has great all-round visibility."

Johan van Heerden, owner of a family-run business called Sand Van Heerden in Kroonstad, was keen to learn more about the Kamaz 65222 Rigid Tipper Truck, the 6x6 all-wheel drive version of the Kamaz 6520 model that was demonstrated. He felt it would be ideally suited for the heavy-duty hauls in the quarry where they extract stone aggregate and sand.

The Plant Manager for the listed Raubex Construction Group, Bennie Burger, took the demonstration experience to new heights. He, along with Bell Sales Representative, Chris Botha, took two full loads of fill material to the designated site where Raubex Construction is working. Along the way, with Bennie at the wheel of the Kamaz, they did speed and brake tests and returned with broad smiles.

"This truck has got more than enough power from its 400hp engine and we went from 0 to 80kmh in no time on the tarred road leading away from the site. Braking with a full load was positive and I am very impressed with this machine for both on-road and off-road applications," he said.

The demonstration took place under typical blue Free State autumn skies and customers from all over the province dropped in to look, learn and experience. Ideas were swapped and experiences shared and once again it was appreciated by all that the value of personal contact between original equipment suppliers and their customers can never be underestimated.



*Wian Liebenberg, owner of Galactic Sand & Stone of Bloemfontein, behind the wheel of the Kamaz 6520 Tipper Truck with Patrick Mabita (owner of Dinaledi Sand & Stone of Bloemfontein).*

# Lebombo Vlakte Vervoer upsizes to Matriarch's new UltECO6



**When the Matriarch UltECO5 Slew Loader first hit the wide-open sugar cane lands of the Komatipoort irrigation farms, it was a revelation.**

Here at last was a competitively priced slew loading tool where the operator could face the load all the time, due to the operator cab slewing with the crane, and could work on lands where the irrigation infrastructure was not harmed in any way.

Imagine then the stir in the market when the all-new four-wheel-drive Matriarch UltECO6 machine arrived in that same environment. Perhaps it would be best for Hennie Gerber, owner of the company Lebombo Vlakte Vervoer to take up the story, as he is the owner of both the Matriarch UltECO5 and UltECO6 Slew Loaders.

"The UltECO5 is a great machine and I'll be forever grateful for the advantage it gave me as a contract cane transporter to load cane trailers quickly and efficiently for the haul to the nearby mill," he tells us. "We clocked some 6 800 hours in three years which goes to show

that in the cane harvesting season, which traditionally runs from April to November, the UltECO5 Loader seldom stood idle."

Hennie's company is aptly named after the plains that lie below the nearby Lebombo mountain range. He bought the company in January 2016 from the previous owners, a group of sugar farmers who hauled cane to the nearby Komati Sugar Mill, as he does now. The sugar cane on the plains near Komatipoort is mostly under drip irrigation where the subsurface irrigation pipes can deliver water and nutrients directly to the roots of the plant. It is this infrastructure that can be damaged when controlled traffic is not exercised in the lands.

"When Justin and Ashley Bell of Matriarch Equipment told me that they were introducing a larger, enhanced version of the UltECO5 Slew Loader in the UltECO6 model that would have 4x4 traction, I was immediately interested," Hennie says. "It's not that we ever really got stuck but in the wet season our underfoot conditions can get slippery and I felt that the all-wheel drive traction



would be beneficial to us, offering more versatility when loading and the higher travel speed is appealing especially when driving from one production unit to the next."

Hennie had been the manager for sugar cultivation and harvesting on a large commercial farm in the area and certainly knows the conditions that equipment and operators endure. He views the fact that the Matriarch UltECO6 Slew Loader being a wheeled machine can be driven to another production unit without the need of a low-bed trailer and rig as a definite cost- and time-saving advantage.

His older Matriarch UltECO5 Slew Loader is now kept as a standby machine.

"We took delivery of the Matriarch UltECO6 Slew Loader in early June 2018 and I must say that with its all-wheel drive traction, compared to a tracked machine, it works much smoother and with lower ground impact. Most of our clients here practice ratooning of cane where the plant regenerates after harvesting. This makes it important that the subsurface irrigation infrastructure is not damaged," he says.

According to Hennie, his operators who had worked with the Matriarch UltECO5 Slew Loader all took to the newer UltECO6 machine immediately and all commented on the larger air-conditioned cab that offers greater visibility of the working area. Performance has been beefed up with a higher capacity crane and a more efficient load-sensing hydraulic pump.

"We had in the past easily loaded 900 tonnes in a 24-hour cycle using the Matriarch UltECO5 Slew Loader and I believe we will surpass that with the UltECO6 model as soon as the operators get used to the greater performance and stability this machine offers. Currently we're looking at an average fuel consumption of around 5,9 litres an hour and that is certainly not breaking the bank," Hennie says with a smile.

Ashley Bell of Matriarch Equipment says the company is pleased with how this latest model is performing at Lebombo Vlakte Vervoer as it shows that the UltECO6 is more than capable of meeting the needs of larger sugar estates and contractors for a higher production slew loader.

"The UltECO6 is larger and faster where it counts. The two speed drive motors of the UltECO6 enables a higher travel speed of 26km/h compared to the 11km/h of the UltECO5. The grab capacity is about 15% greater to promote higher production levels and the machine is also fitted standard with a wider push-piler and piler tines. This all helps the UltECO6 deliver an average load rate of 45 to 70 tonnes per hour, depending on the operation, while the UltECO5 has an average load rate of 35 to 50 tonnes per hour."

He adds that the UltECO6 has greater track flexibility, ranging from 2,1m to 3,4m, which is achieved using spacers and different offset wheel rims.



Bell Equipment Product Manager: Forestry and Agriculture, Charles Inggs (left), discusses the benefits of the larger Matriarch UltECO6 Slew Loader with the machine's owner, Hennie Gerber, of Lebombo Vlakte Vervoer.

# Eastern Cape DOT recapitalises with Bell fleet

**South Africa's Eastern Cape province boasts a diverse landscape from arid Karoo plains in the west to mountainous and forested areas in the east. Despite the province's three airports and three harbours, it is by road that most people access this picturesque holiday, business and agricultural destination.**

The province has some 42 000km of roads, many of them asphalt but the majority is still unpaved. To ensure safe access for its citizens the Eastern Cape Department of Transport, under which road construction and maintenance falls, started to plan on replacing and augmenting its fleet of road construction equipment back in 2016.

Due to the relative urgency of the matter an RT57 Transversal Contract under the authority of the National Treasury of South Africa was issued. The contract was awarded to Bell Equipment in April 2016 but its validity

was extended to September 2018. The delivery and official handover of the fleet of new yellow equipment was concluded by July 2018. The full order comprised of 12 Bell 670G Graders, 12 Bell 315SL 4x4 TLBs, 12 Bomag BW211 D-40 Single Drum Rollers and 12 Excavators.

We spoke to Bell Equipment Director: Business and Public Sector Development, Bruce Ndlela, about why Bell Equipment was awarded this contract.

"As the RT57 Transversal Contracts are issued and administered by National Treasury, many other original equipment manufacturers (OEMs) actually missed this one and only three OEMs reacted," Bruce says. "The adjudication is largely done on price, which makes up 80% of the criteria and a Broad Based Black Economic Empowerment (BBBEE) rating which accounts for 20%. This is all done under the Preferential Procurement Policy Framework Act (PPPFA)."



MEC for Transport, Safety and Liaison, Ms Weziwe Tikana (seventh from left) is joined for the equipment handover by the Speaker of Amathole District Municipality, Cllr Nceba Ndikinda (sixth from left), the Mayor of Enoch Mgijima Local Municipality, Cllr Sisi Tolashe (fifth from left) and the Executive Mayor of OR Tambo District Municipality, Cllr Nomakhosazana Meth (fourth from left), municipal officials, Bell Equipment representatives from East London and community members.

According to Bruce, the PPPFA also states that to address the economic imbalances of the past, any state-issued contract over R30 million, must have an Exempted Micro Enterprise (EME) or a Qualifying Small Enterprise (QSE) involved to the extent of 30% of the total value. To this end Bell Equipment selected Key Spirit Trading as its EME/QSE partner to supply the rollers and excavators.

While under warranty, the equipment will be maintained and serviced by mechanics attached to Bell Equipment Customer Service Centres in East London, Port Elizabeth and Mthatha.

During a ceremonial handover at Queenstown on 13 July 2018 the MEC for Transport, Safety and Liaison in the Eastern Cape, Ms Weziwe Tikana, said: "Our approach going forward is to ensure that we build our internal capacity to deliver on our mandate. Today we are handing over plant machinery (yellow fleet) worth a R100 million."

"We are beginning to recapitalise our plant machinery and are gradually changing our operating model such that we spend 50% of our budget through private contractors and the other 50% is used by our in-house teams."

"We are taking back our power to ensure that government truly delivers on roads using the financial resources allocated to us," she said.

MEC Tikana reiterated the department's commitment to develop SMMEs in the construction industry. She further said that her department's priority will include roads that lead to areas of economic development and special focus will be placed on the maintenance and construction of rural roads.

"It is a new dawn for the people of the Eastern Cape as we step up the gear to ensure that our people have accessible and safe roads."

Cllr Nomakhosaza Meth and Cllr Nokuzola Tolashe, respectively the mayors of the OR Tambo District Municipality and the Enoch Mgijima Local Municipality, also attended the ceremony.

"As Bell Equipment, and I'm sure I can speak for our EME and QSE partners as well, we're proud to be associated with the recapitalisation of yellow machine fleets for the Eastern Cape and other state entities across South Africa. We believe that as a proudly South African company we are justified as being the supplier of choice for these initiatives and we look forward to being of service to the country and all its people," Bruce said.



# Double-quick delivery of fleet expansion keeps Stefanutti Stocks on track



**It has often been said that being in the right place at the right time is an important factor for success but the added requirement of doing something about it, is needed to ensure that success.**

This was demonstrated recently when Bell Equipment Sales Representative, Chris Botha, stopped by the office of Freddie Strydom, the Contracts Director for Stefanutti Stocks' Mining division, merely as a courtesy call. While exchanging pleasantries, Chris learnt of his client's urgent need for loading and haulage equipment for a new coal mining site north-east of Bronkhorstpruit.

Says Freddie: "We as Stefanutti Stocks Mining Services had, towards the end of 2016, embarked on a new coal mining project for clients whereby we would deliver the full mining package from planning and design, drill and blast to load, haul and rehabilitation and the creation and maintenance of infrastructure," he says. "We believe we were enhancing an existing mining operation with changes to its original design and had to ramp up the current production urgently. This necessitated us needing more yellow machines in a hurry and when I spoke with Chris Botha, I mentioned this to him."

Stefanutti Stocks Mining Services has grown rapidly since its parent company listed on the Johannesburg Stock Exchange in 2007/2008. This division offers four

main groups of mining services, namely technical services, open-pit contract mining, material handling and tailings management. The open-pit contract mining division is the largest of the four and has built its good reputation on successful turnkey opencast mining operations. In addition to mining, it also undertakes amongst others, complete rehabilitation of mined areas and designs and manages pollution control measures across the full scope of environmental management plans.

"Due to the mine design, expected underfoot conditions and the urgent ramp-up in production, our fleet requirement necessitated all-wheel drive traction. We needed an additional fleet of eight 45-ton articulated dump trucks along with two 80-ton excavators as loading tools but our dilemma was that we needed them within five days to start with our ramp-up exercise," Freddie adds. "We needed an original equipment supplier who had stock and we were very concerned whether we could be helped by any supplier on the market."

"We had, however, not fully reckoned with Chris Botha and his sales principals at Bell Equipment who, in the space of a few days, put our deal together and started delivering the exact new equipment we needed in eight Bell B45E ADTs and two 80-ton Kobelco SK850LC-8 Excavators," he says. "We were overwhelmed by this

level of service and attention to detail from Bell Equipment, which meant that we in turn could show our clients that we and our suppliers mean business in this ultra-competitive field of opencast mining."

Stefanutti Stocks Mining works a three-shift system, which allows the company to provide its clients with almost continuous service of 20 hours a day and for seven days a week. This impacts the company's load and haulage fleet as machine hours are racked up quickly in the process.

"While we acknowledge that the hours on our fleet of Bell B45E ADTs and large Kobelco Excavators are still low, we've been very impressed with their work rate and mechanical availabilities," says Stefanutti Stocks Operations Manager, Zahed Hoosen. "We've compared the fuel consumption of the Bell B45E ADTs in these challenging underfoot conditions that have increased rolling resistance, to those running in drier operations elsewhere, and at around 26 litres an hour they compare favourably with the 18 litres an hour for similar Bell machines running in dry and firmer underfoot conditions."

The Kobelco Excavators are fitted with 5,1 cubic metre buckets and, boasting a breakout force of 432kN, make for quick cycle times for the Bell B45E ADTs, which are primarily used to haul overburden. "We work on dry rates but having a cap on the amount of fuel we may use in a month, makes us monitor the fuel consumption of our

entire fleet diligently," Zahed explains. "We are however pleased with the Kobelco Excavators' average fuel burn of 43 litres an hour considering their superior work rate."

Fleet operators will echo the thought that any piece of earthmoving equipment, new or old, is only as good as its maintenance. Both Freddie and Zahed are adamant that Bell Equipment placing a dedicated full-time mechanic on their site, has created a feeling of confidence for them as any issue or service can be attended to immediately. Some downtime is unavoidable when a machine is withdrawn from service due to servicing requirements, especially under warranty. Downtime may be minimised when the necessary consumable and other essential parts are kept on site.

Stefanutti Stocks' fleet of new Bell machines have been acquired with extended warranties on the wet drivetrains to 12 000 hours for the Bell B45E ADTs and 8 000 hours on the Kobelco Excavators.

"While we've owned equipment manufactured by Bell Equipment before, we've grown our relationship with the company more in these recent times and appreciate the support we've had from especially Gary Bell, who endorsed our deal," Freddie says. "Relationships such as this are very important to us and we appreciate that such mutual respect augers well for any future projects we may land as solid business relationships create win-win situations."



(From left): Graham Ralph (Contracts Manager), Zahed Hoosen (Operations Manager), Chris Botha (Bell Sales Representative), Dibuseng Mokoena (Production Manager) and Freddie Strydom (Contracts Director) in front of one of the B45Es owned by Stefanutti Stocks Mining Services.

# Agreement paves the way for emerging road contractors

**The national roads agency (SANRAL) and Bell Equipment Sales South Africa Limited signed a Memorandum of Understanding in July that will accelerate the transformation of the construction industry by giving black-owned and managed CIDB graded contractors access to earthmoving machinery. This will enable them to participate more meaningfully in major construction projects.**

"Our primary objectives are to grow the construction and engineering sectors and attract new entrants, especially black contractors who can build businesses and create jobs," says Skhumbuzo Macozoma, the Chief Executive Officer of SANRAL.

The cooperation between SANRAL and Bell Equipment will help to promote fair competition in the construction and engineering sectors. Black-owned CIDB graded contractors will now get access to finance, leasing and rental options, training and maintenance services.

Commenting on Bell Equipment's local heritage, global footprint and over six decades of experience in the manufacturing of equipment, Skhumbuzo said: "They bring a vast understanding of the local construction and engineering sectors and share our commitment to the transformation of the industries."

Seen from left are: Leon Goosen, CEO Bell Equipment; Dumisani Nkabinde, SANRAL Eastern Region Regional Manager; Simphiwe Mxhosa, SANRAL Stakeholder Manager; Duncan Mashika, MD Bell Equipment Africa Sales & Distribution; Gary Bell, Bell Equipment Chairman; Skhumbuzo Macozoma, SANRAL CEO; Ismail Essa, SANRAL Transformation Manager and Bruce Ndlela, Bell Equipment Director: Public Sector.



Bell Equipment sees this as an opportunity to position itself as a road construction equipment supplier of choice. "This partnership with SANRAL will enable us to grow our customer base and contribute greatly to the empowerment of emerging contractors in the industry," says Bell Chairman, Gary Bell.

CIDB graded contractors will now be able to purchase, rent or lease road construction equipment that will enable them to participate in major public sector construction where high standards of quality are required. Bell will also leverage its existing partnerships with the financial sector to give black-owned and managed CIDB graded contractors access to financing.

Skhumbuzo says the cooperation with Bell Equipment is a "trailblazing step for the South African construction industry." It demonstrates SANRAL's resolve to use its contracting and procurement processes to facilitate the growth of emerging contractors.

Both Bell and SANRAL confirmed that they will host an information sharing session with black-owned and small businesses in construction to unpack how their collaboration will benefit them.

# Bell T17s have a long, productive life at Can Do Timbers



**It's a well-proven fact that Bell Equipment's Articulated Dump Trucks have been designed and built to withstand the rigours and challenges of working in some of the toughest conditions in the world.**

Since those same design parameters have been built into a Bell T17 Articulated Timber Truck, it's fair to expect similar results with longevity – nurtured by regular maintenance - a standout feature. This has been the experience that Cassie Greyling and his company Can Do Timbers have had ever since first buying Bell T17 Articulated Timber Trucks.

Can Do Timbers was founded in 2004 and since its humble beginnings the company has grown to be a major contract timber harvester for some of the largest timber growers. "We're currently felling, extracting and doing short haul on mainly Eucalyptus compartments in two areas, one near Graskop and the other near Barberton," Cassie explains when we meet in Nelspruit. "Some years ago, we did our planning so that we have a 60:40 split in favour of mechanised harvesting."

This ratio translates into tree lengths of 4,2 metres being harvested mechanically while shorter lengths of 2,4 metres are harvested manually. "Having started with a small team of people harvesting manually, we value our personnel and the work they do and believe we still have a role to play in creating and sustaining employment," Cassie says. "We do however also have clients who have huge demands for their product, hence our increasing mechanisation."

Can Do Timbers has a long association with harvesting and timber handling equipment manufactured, sold and maintained by Bell Equipment. The company deploys Bell 125 and Bell 225 Crank Boom Loggers, a John Deere 759 Harvester with a Waratah HTH616 Harvesting Head, a John Deere 1710D Forwarder and John Deere 540G Cable Skidders.

All this equipment can fell and extract timber from within the compartment to the roadside. Moving the timber to manageable depots where it can be loaded onto interlinked rigs for long haul remains a challenge, especially in the areas with extreme inclines and slippery underfoot conditions found in the timber growing areas around Graskop and Barberton. High annual rainfall of up to 1 100mm makes this ideal terrain to grow timber but also causes dangerous conditions on gravel roads.

"Bell Equipment had a solution to this challenge some years ago and we managed to buy seven Bell T17 Articulated Timber Trucks from a timber plant hire company that had ceased its operations," Cassie explains. "This fleet had done high hours of between 26 000 and 30 000 but came with many spare components, engines and differentials. We've subsequently reduced our fleet of Bell T17 Articulated Timber Trucks to five which gives us the handy option to always have one truck as a spare should one need attention or servicing."

Cassie lauds the design and build of the Bell T17 Articulated Timber Truck. With the trucks in his fleet now boasting hours of between 50 000 and 60 000, he and his team of six qualified mechanics have not picked up any cracks or signs of wear in the trucks' chassis.



Charles Inggs (left) of Bell Equipment and Cassie Greyling.

"The Bell T17 Articulated Timber Truck doesn't have a normal suspension but a walking beam which absorbs much of the shock of the challenging roads we haul the timber on. However, the big advantage for us in getting our loads of timber safely to depots is the braking system on the Bell T17, which negates the steep declines where we carry full loads up to 16 tonnes," he says.

"The truck has two built-in retarding systems which are automatically activated every time the operator takes his foot off the accelerator. The first is an engine braking system through an exhaust brake flap and an exhaust valve brake and the second is a transmission retarder, which has a torque converter that operates in reverse to slow the truck down. The operator can set the retarder strength."

He further explains that should there be an engine failure the emergency steering hydraulic pump will aid steering and braking.

"Another reason why we simply cannot do without our fleet of Bell T17 Articulated Timber Trucks is their manoeuvrability around tight corners and at loading

depots where space can be restricted," he emphasises. "The truck's ability to tip its load is simply great as this creates a reduction on cycle times."

"Sustained mechanical availability should however never be taken for granted and we ensure that our operators, who generally drive for around eight hours in a ten-hour shift, diligently work through their daily checklists to ensure the trucks remain in good mechanical condition. Our own team of mechanics know these trucks intimately and ensure their uptime remains high."

Can Do Timbers also run a Bell T302 Timber Truck, which has the added advantage of its own crane for loading and unloading, as it does not tip its load.

"Any fleet of mechanised equipment is only as good as its technical backup and we rely heavily on Bell Equipment's Customer Service Centre in Nelspruit for this," Cassie concludes. "Under the leadership of Charles Inggs who knows all about the challenges we face, the guys at Bell often make a plan to get parts to us quicker than most and that we appreciate."



# Finlay Screens are flawless gems for Steyn Diamante

**You may be forgiven if you haven't heard of the Schutsekama Diamond Mine on the Riet River near the village of Ritchie, which lies south of Kimberley. It is not a mine where the skyline is dominated by a shaft tower. Here in fact, the only raised portion shows four large red mobile Finlay Screens processing a constant stream of rock, gravel and sand that is separated onto different moving belts which spew the material into heaps.**

Archaeological data shows that the narrow Riet River ran a lot wider some centuries ago. Alluvial diamonds from as far as the present day Jagersfontein and Koffiefontein were pushed into the surrounding areas as the river flooded the plain en route to joining the Vaal River further downstream.

This is where Schalk Steyn of Steyn Diamante, doyen of alluvial diamond mining in South Africa, established one of his mining operations in 2015. The Schutsekama Mine Manager is Wikus de Winnaar and we asked him what makes their mining methods work in that area.

"Compared to traditional alluvial mining methods, we've gone considerably bigger on this site using a 240-ton excavator for loading 100-ton rigid dump trucks. They, in turn, deposit the diamond-bearing gravel onto stockpiles from where huge 50-ton excavators feed the material into Finlay 893 Screens for separation," he explains.

"Anything larger than 125mm is returned to the mining pit to form the basis of rehabilitation and finer material than that is sent to the processing plant."

"During April 2018, we fed 159 957 tonnes of run-of-mine material through three Finlay 893 Screens, which proves that we couldn't mine so sustainably and on such a large scale if it weren't for our fleet of Finlay 893 Screens. We have four in a row here but use only three actively, keeping the fourth in reserve for when any of the others need maintenance. Regular rotation also takes place so that the load is spread amongst the four machines."



Bell Equipment Sales Representative, Eric van der Merwe (left), chats to Wikus de Winnaar, Mine Manager at the Schutsekama Diamond Mine.

The Schutsekama mine works daytime shifts from Monday to Saturday with month-end long weekends. Machine hours are clocked relentlessly, especially on the Finlay 893 Screens. At the time of writing, the newest machine showed 340 hours and the oldest 5 477 hours.

The Finlay 893 Screens are placed as close to the mining areas as possible to shorten the haul distance. This works as the rigid trucks run full in both directions, bringing mined material to the stockpiles beside the Finlay Screens and returning with oversized material for roll-over rehabilitation.

"Because of the area where we mine, we come across a lot of wet clay, sand and shale in the diamond-bearing gravels, but we can throw anything at these Finlays and they separate what we don't want from that which goes to the plant – they are simply amazing."

According to Wikus, the present four Finlay 893 Screens were bought relatively recently as replacements for four older machines which were sold out of hand. It's a well-known fact in the alluvial mining industry that Finlay Screens from Steyn Diamante have been well maintained and they are therefore sought after on the pre-owned market.

Fuel is a major cost factor to any miner and this site consumes 8 500 litres of diesel a day. The Finlay 893 Screens have been recording fuel burn of around 20 litres an hour and, considering what they produce, this is considered low.

"Schalk first used Finlay 883 Screens back in 2004 when he started mining alluvial diamonds in South Africa," Wikus continues. "He knows the machines' capabilities and while going on to the larger 893 machines has stayed with Finlay as he has absolute faith in the brand."

"What we appreciate, as the mining teams and those working with the Finlay Screens daily, is that we have the backing of Bell Equipment in terms of technical support and parts supply. We get great service from Shaun Malan and his whole team at the Bell Customer Service Centre in Kimberley and even if parts are not in stock, a plan is always made to supply us quickly," he adds. "Mining equipment will need attention and can surprise you at any time but knowing Bell Equipment is close by, allows us to do what we do best – mine diamonds and rehabilitate the land afterwards."



# NAMPO reinforces its place as a top-class local exhibition

**When the NAMPO Harvest Day was first held on a farm outside Bloemfontein in June 1966, there were only eight exhibitors and 203 visitors. By 2018, those numbers have grown considerably to boast 746 exhibitors of which Bell Equipment was proud to be one.**

This year, no fewer than 82 817 visitors arrived at NAMPO Park outside of Bothaville in the Free State, now the permanent home of this world-famous event. Most of those visitors arrived in vehicles but over the four days that the event ran in mid-May, some 361 fixed-wing aeroplanes and helicopters landed at NAMPO's own airfield. There were 76 exhibitors from outside South Africa.

We asked Bell Equipment Sales Representative, Rickus Erasmus, who is responsible for the Kuruman and Wolmaransstad areas, what makes NAMPO important for Bell Equipment to attend. Rickus, working closely with Raj Singh and other members of the Bell Marketing team, has had the onerous task to organise the Bell Equipment exhibition at the event for the past several years.

"I believe that we need to be visible, especially to a fast-changing agricultural market which is mechanising rapidly. I feel this is the right place to show farmers and the broader public that we're not just about mining and construction," Rickus said. "NAMPO is an excellent platform to showcase many of our products that perhaps don't have direct links to agriculture but could be seen to fill gaps that farmers may have encountered."

Rickus said that when speaking to farmers at NAMPO, ideas are shared that are taken back to the Bell factory and converted into working solutions. He refers to the Afrikaans saying of "n boer maak 'n plan" which means 'a farmer makes a plan' and by the same token, the modern Bell Equipment also 'makes a plan' just as its legendary founder, Irvine Bell had. And look how that has turned out.

The Bell Equipment exhibition featured no less than three variants of Bell Equipment's three-wheeled machines namely a Bell 225F Logger, Bell 125F Cane Loader and Bell 225F Forklift. The Bell 1734AF Tractor drew much



attention as did a Bell 670G Grader, L1204E Wheeled Loader and Bell 315SL WorkPro Tractor Loader Backhoe.

The Matriarch range is well suited to Southern African timber conditions and contractors with lower production targets and higher cost sensitivities. The equipment complements Bell Equipment's existing range, enabling the company to provide solutions that meet customers' needs as they move from manual to fully mechanised operations. Bomag, Kobelco and Kamaz products were also well represented with the Kamaz Dakar Rally truck drawing many admiring glances and questions.



Stefan and Antonette Smith with Zoey Botha and Stefan Smith Jnr, all from Jan Kempdorp.



Frikkie and Willa Jacobs of Makwassie with Anita and Pieter Pansegrouw of Wolmaransstad.



Pierré and Elaine Gous from Sesfontein in Gauteng try on some Bell clothing.



Jac Steyn, Steven Marnewick, MJ Ferreira and Flip Hennop, all from Pretoria.



Potchefstroom College of Agriculture students Charmaine Molafe (seated), Precious Baliso, Ramakokovhu Masindi and Matambela Zwavhudi.



Pieter Bosch (Bell Equipment Sales Representative Tzaneen) with Gerrie Pieterse from Pretoria and Francois du Toit from Heidelberg.

# Bell Promo Shop



**Hot Choc Mug**

Product Code:  
PR0932695

**R66**



**ECO Cup  
355ml**

**R202**



**Olive Oil  
2 Litre**

Product Code:  
Olive Oil

**R350**



**Cooler Bag 12 Can  
Yellow & Black**

Product Code:  
PR0932712

**R155**



**Laptop Backpack  
Black**

Product Code:  
PR0930123

**R275**



**Tourista - Backpack  
Black**

Product Code:  
PR0930121

**R285**



**USB  
16G / 32G**

Product Code:  
PR0932363  
PR0932729

**R152/R222**



**Keyring/Bottle Opener**

Product Code:  
PR0930485

**R45**



**Leatherman - Wave**

Product Code:  
PR0930407

**R2020**



**Duffel Bag  
Royal/Black**

Product Code:  
PR0930423

**R255**



**Mens Fleece Jacket  
Black**

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

**R375**



**Mens Fleece Jacket  
Navy**

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

**R375**



**Leatherman - Skeletool**

Product Code:  
Skeletool

**R1500**



**Logger Scale Model  
Wooden**

Product Code:  
PR0932620

**R465**



**Tractor Scale Model  
Wooden**

Product Code:  
PR0932701

**R355**



**Mens Body Warmer  
Slaz Reversible - Grey  
S-4XL**

Product Code:  
PR0932605 - PR0932611

**R455**



**Ladies Fleece Jacket  
S-4XL**

Product Code:  
Navy - PR0932708  
Red - PR0932706

**R375**



**S5 Turbo Vellie  
Tan  
Sizes: 5-10**

Product Code:  
PR0932760-PR0932765

**R670**



**Kobelco Scale Model**

**R900**



**Power Bank  
10 000 mAh**

Product Code:  
PR0932731

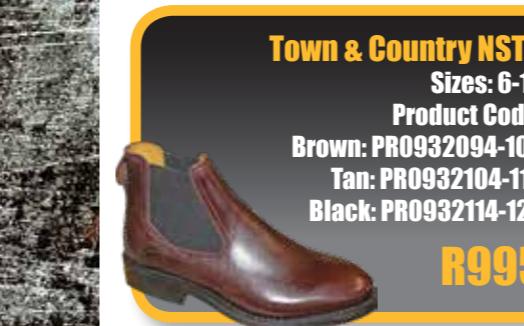
**R350**



**Caps - Camo Design**

Product Code:  
PR0932714-PR0932718

**R66**



**Town & Country NSTC**

Sizes: 6-13

Product Code:

Brown: PR0932094-103

Tan: PR0932104-113

Black: PR0932114-123

**R995**



**BS6 Lace-up Boot  
Brown**

Sizes: 6-13

Product Code:  
PR0932034-043

**R1000**



**FS3 Pull-up Boot STC  
Sizes: 6-13**

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

**R885**



**Belts  
Leather Stitch/  
Burnished**

**R255**



**Multi Headwear  
Pink, Green & Blue**

Product Code:  
PR0930503

**R55**



**Hats  
Leather**

Breezy/ Tan/ Oxblood/ Oxblood Fold Up

**R355**



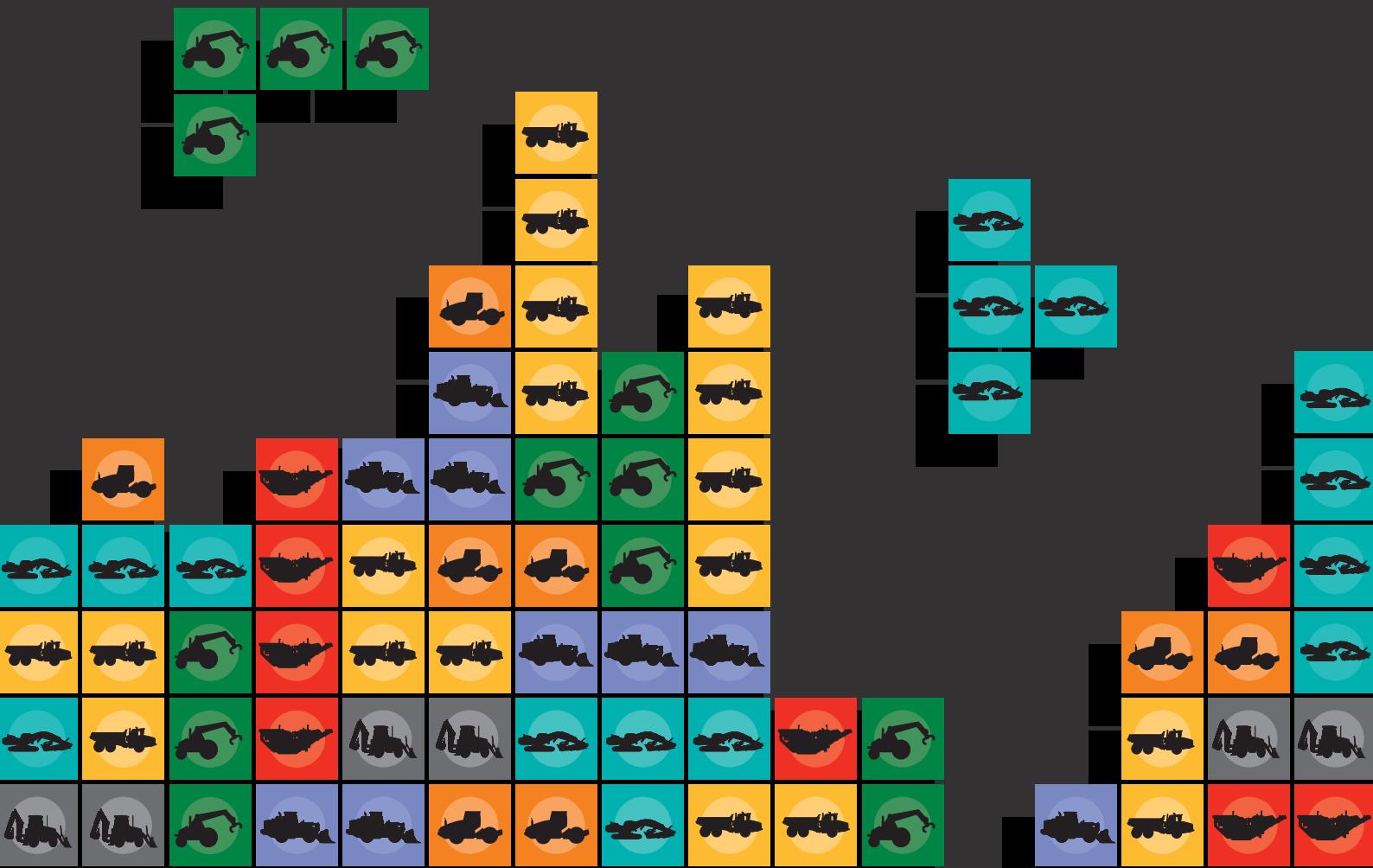
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