

JCB 3DX Plus helps Mshandukani Holdings leave a legacy

A dynamic married couple from Gauteng, both in professional fields and showing unrivalled foresight in creating a legacy for their two preteen daughters, have turned to the best-selling backhoe loader model in South Africa to help them cut costs and make their dream a reality.

Mashudu Shandukani, a geologist, and his wife Pretty, a civil engineer, are the Chief Executive Officer and Managing Director respectively of a construction and consulting company called Mshandukani Holdings. The company was founded in Centurion in 2008 and its owners first focused their efforts on geotechnical and geohydrological investigations before turning to mining exploration drilling, borehole drilling and water reticulation services.

"Our company has evolved and shown steady growth over the years. Since 2018 we've also included civil construction and the installation of services in roads, water supply, sewerage and stormwater in our offering," says Pretty Shandukani. "We're proud to say that we've built a shopping mall in Zeerust and are busy with the construction of a landmark hotel in Middelburg, Mpumalanga for a well-known developer as well as planning the construction of our pet project, that which will provide our daughters with a lasting legacy."

Mshandukani Holdings employs 25 permanent staff, which includes geotechnical engineers, civil engineers, hydrologists and administrative personnel. Artisans and general labourers are contracted from areas where the company undertakes projects.

"By virtue of the type of industry we're in, we've always hired in whatever yellow machines we've needed to fulfil our contracts, but we've learnt that plant hire is expensive and not always reliable. Especially when working in rural areas some plant hire companies are slow to respond to send mechanics out when their equipment fails and this planned downtime is frustrating," Pretty explains.

"When we were planning our own legacy project, one of the first things Mashudu and I agreed on was to cut down on plant hire charges by buying our own versatile tool and for this we needed a new reliable backhoe loader."



From left: Mshandukani Holdings Site Manager, Rendani Shandukani, with Mshandukani Holdings Managing Director, Pretty Shandukani, and Bell Equipment Sales Representative, Sascha Caixeiro.



The Shandukani's ambitious legacy project will see them developing a seven-hectare property in Gauteng's popular Midrand area on which they will build 100 three-and four-bedroomed free-standing homes that will be made available as rental units. This, they aim, will expand their business and leave a better legacy.

"You will appreciate that our budget is tight as we won't see any income until the first units are let. For this reason, we thought it imperative to get the right machine for the job at hand and why we researched the backhoe loader market so thoroughly," Pretty adds. "We're of the belief that when we see something we like, be it a motor car or a couch in a showroom, we'll buy it if the price is right and that was the experience we had when we got to Bell Equipment."

Pretty goes on to say that arriving at Bell Equipment in Jet Park on a given Friday in June 2022, they met Sales Representative, Sascha Caixeiro, who answered all their questions regarding a JCB 3DX Plus Backhoe Loader that came with a six-in-one bucket and an optional set of forks.

Sascha Caixeiro takes up the story: "I was impressed by how knowledgeable Mr and Mrs Shandukani were about the Backhoe Loader models on the market as they told me they had just been to one of our competitors," he says. "I duly told them all about the features of the JCB 3DX Plus machine and sent them a written quotation the following day, a Saturday. Much to my pleasant surprise, Mr Shandukani signed the Offer to Purchase on the Sunday and the machine was fully paid for two days later."

"Even though the JCB 3DX Plus Backhoe Loader was slightly more expensive than the competitor model we had just seen, we felt that Bell Equipment's

Sascha Caixeiro was on point with his product knowledge and most importantly took us seriously as clients," Pretty says with a smile.

"That's what we appreciate about suppliers such as Bell Equipment and it gives us confidence to know that we can rely on the company for technical support as well."

This confidence was well supported when a fanbelt unexpectedly broke on the machine and it was repaired quickly under warranty by Bell Equipment's Product Support Service Representative, Willie Winter.

Until their housing project gets underway, the Mshandukani Holdings' JCB 3DX Plus Backhoe Loader is being deployed to the site of the hotel they are building in Middelburg. Here it is used for a multitude of tasks including stockpiling material, excavating and backfilling trenches for services and mixing fill material with cement to stabilise compacted areas.

"The six-in-one bucket has really opened our eyes to the versatility of this machine," says Rendani Shandukani, a Site Manager for the company. "Besides digging, backfilling and loading, the bucket works like a grab and can be used to lift pipes into position in trenches which we've found to be a time-saving feature."

From a civil engineering perspective, Pretty's trained eye has noted the benefits that owning a new and versatile machine brings and she admits that owning more such equipment that could include skid steer loaders and excavators may well be included in future capital expenditure plans. We're confident that Bell Equipment's Sales Representative, Sascha Caixeiro, will answer his phone promptly, even on a weekend!