

# Bell ESD initiative enables B45E ownership for Kwangwane Consulting

**When Aretha Franklin and Annie Lennox harmonised that “sisters are doing it for themselves” little could they know how close their lyrics could be to what a vibrant young lady emerging mining contractor in South Africa was passionate about.**

Joy Hlongwane has 10 years of experience in the construction industry with the first half of that time spent with a construction company and the second half being self-employed.

“I’m passionate about job creation too and with there being so few Black women in mining, I’d like to change that narrative,” Joy enthuses. “I’m aware of the many stumbling blocks though, possibly the biggest one being money or access to it.”

In 2021, Joy approached Bruce Ndlela, Bell Equipment Director: Business & Public Sector Development, and Enoch Mabaso, a Bell Sales Representative, about how

to get into the mining space, specifically opencast mining. “Bruce and Enoch introduced me to PG and Precious Masondo whose company, Masondo Trading Enterprise (MTE), was already working as a mining contractor on a coal mine,” Joy tells us. “The Masondos looked kindly on me and decided that I could be a sub-contractor to their company, but I needed to find my own haulage vehicles.”

With a contract in her hand, Joy again approached Bell Equipment through Bruce Ndlela and Enoch Mabaso to ask how she could acquire the two haulage vehicles she needed to fulfil her side of the mining sub-contract to MTE.





"To Bell Equipment's everlasting credit, the company acceded and while I acknowledge the glaring element of risk I presented, my young company, Kwangwane Consulting, entered into a rental with an option to purchase (ROP) agreement that saw us rent two new Bell B45E Articulated Dump Trucks (ADTs)," Joy says. "I was reminded on the day that Bell Equipment Group Chairman, Gary Bell, handed over the two Bell B45E ADTs that I was the first Black female youth that Bell Equipment had assisted in this way and that moment will stay with me forever."

Kwangwane Consulting worked with MTE for six months until their contract ended. Joy then subcontracted to another large Bell Equipment customer, Ikoti Mining, and its CEO Branden Moodley, for a further eight months.

"I'm proud to say that we've just been awarded our first direct contract by Overlooked Colliery and its owner, Matthews Senosi, which is a 36-month commitment that will give us the opportunity to spend some capital on equipment," Joy explains. "This will also allow us to purchase the two Bell B45E ADTs we've been running under the auspices of the Bell Equipment ROP."

Joy mentions that the two Bell B45E ADTs have now done 3 340 and 3 200 hours respectively and while there have been some minor issues, these were always repaired or replaced very quickly by Wynand Oosthuizen, a Bell Customer Support Representative, working out of the Bell Equipment branch in Middelburg, who has kept his hand on Kwangwane Consulting's ADTs.

"We found financing privately for the first Bell B45E ADT and Bell Equipment, through its generous Enterprise Supplier Development initiative, is providing the finance to buy the second Bell B45E ADT," Joy says. "The ESD facility allows us R4 million toward the Bell, which we'll repay over 36 months at competitive interest rates. These terms speak to true enterprise and supplier development."

"We're also excited to tell you that we started our contract near Hendrina on 1 July 2023. This gives me the opportunity to really get my hands dirty as I'm a hands-on person," Joy says with her trademark smile. "If current expansion plans materialise, we'll look to deploy a full mining team for a load and haul operation consisting of a large enough excavator that can keep a fleet of four Bell B45E ADTs running."

"I'd be keen for us to keep supporting a truly iconic South African company such as Bell Equipment, not only for the excellent products and support it provides, but also to ensure jobs remain sustainable and new jobs are created, especially for women in mining. Buying locally from homegrown companies must surely create and sustain employment in the long run."



**(From left): Enock Mabaso (Bell Equipment Sales Representative), Bruce Ndlela (Bell Equipment Director: Business and Public Sector Development), Joy Hlongwane (Owner of Kwangwane Consulting), Gary Bell (Bell Equipment Group Chairman), PeeGee Masondo (Owner of Masondo Trading Enterprise) and Livhuwani Khobo (Bell Equipment Sales Administrator).**