

# the bulletin

GLOBAL ADT EDITION - VOLUME 2 - 2018



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### Cover

There was an impressive interest shown in our products at Hillhead earlier this year....*read more on page 18.*

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# B20E - gives you maximum utilisation all year round



The B20E low ground pressure truck from Bell Equipment draws on world class ADT experience. The result is a class-leading ADT that really gives you maximum utilisation whatever the conditions.

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## insight

### Looking back on a busy year

2018 will be remembered as a busy and rewarding year for Bell Equipment as we continued to drive and achieve continuous improvement in strategic areas of the business.

One of our highlights undoubtedly has been our increased one-on-one interactions with a large number of our customers at various trade shows and exhibitions across the world.

In this edition you will read about our participation at Hillhead in the UK. This year we have also exhibited at several other major shows such as

bauma CONEXPO AFRICA and NAMPO in South Africa and Internat in France, as well as a substantial number of smaller and more focused events.

We've also hosted national and international customers at our Richards Bay factory and enjoyed the opportunity to take a group of international customers on a three-day MTB 'saddle safari' in the iSimangaliso Wetland Park, a World Heritage Site close to our South African factory.

We value these opportunities to get to know you better because developing an understanding of your business helps us to better serve your needs. Going forward we remain committed to growing our relationships and earning your ongoing support so that we may have a positive impact on your business and ours.

In closing, on behalf of Team Bell, I wish you a wonderful festive season with your loved ones and trust that Bell can be part of making 2019 a successful year for you.

Leon Goosen  
Group Chief Executive Officer

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# Hexindo customer praises B60E in Indonesian coal mining application

*PT Victor Dua Tiga Mega, a coal mining company and contractor in Indonesia, has realised an increase in productivity of between 20 and 30 percent after investing in four B60Es in February 2018 to optimise coal production following an increase in the coal price.*

According to a Director of PT Victor Dua Tiga Mega, Allbest Suyipto, the company plans to mine 1,1 million tonnes of coal in 2018 from the Luwe Mine on the Barito River, close to the town of Muara Teweh in the Central Kalimantan province (Borneo). Production will be increased annually until an annual production of 2 million tonnes is achieved in 2020.

Coal produced at the mine is high caloric value thermal coal with low ash and sulphur content, making it ideal for the Japanese power generation industry. Coal is also exported to Thailand, Taiwan, Vietnam and the Philippines.

The company started mining in 2004 and shipped its first cargo of 45 000 tonnes in mid-2006.

Since August 2017 PT Victor Dua Tiga Mega has handled overburden removal, coal cleaning as well as coal haulage to the crushing plant and jetty.

However, the mine experiences high rainfall averaging over 2 500mm per annum and for this reason the company was looking for an ADT with a capacity exceeding 50 tons for its mining operation. "Unfortunately, the maximum capacity of ADTs available in the country at the time was 45 tons but then we were introduced to Hexindo," says Allbest.

PT Hexindo Adiperkasa Tbk (Hexindo) is Bell Equipment's dealer in Indonesia and had recently added the B60E, with a payload of 60 short tons (55 metric tonnes), to its product range.

Allbest says his company was initially hesitant as the Bell brand was still relatively unknown in the Indonesian market. "When we first saw the truck, we saw the excellent components and the attractive specifications but we were not sure if the truck was the right choice for our site. It was the

above-average payload and the all-wheel drive feature that sealed the deal and we finally settled on the B60E. To this day, we have not experienced any major downtime and the trucks have endured the frequent light rains in our mine. We are impressed by how the fleet has performed."

The B60Es operate in conjunction with a fleet of 50-ton rigid dump trucks in two 12-hour shifts. Production is monitored by the onboard Bell Fleetm@tic® software and with a haul distance of 2,3km from the mining area to the crushing plant the B60Es each average 150 tonnes per hour.

"As a customer we focus on productivity, functionality and availability. Bell surpassed other heavy equipment that we use in terms of functionality and availability. The truck is not hampered by drizzle or rain, which helps us to continuously increase our productivity," continues Allbest.

"Moreover, ADTs as an all-wheel drive, are commonly less fuel efficient than rigid dump trucks in theory. However, we know for a fact that our Bell B60Es only consume 25 to 26 litres of fuel per hour on average, while our rigid trucks consume 30 litres of fuel per hour. This highly efficient fuel consumption rate has impressed us considerably."

He adds that the field operators have also expressed how the B60E surpasses other similar trucks.



"The B60E is convenient and user-friendly and the Fleetm@tic® feature allows us to remotely monitor daily mining consumption, productivity, working hours and payload. So far, Bell is the only brand among the heavy equipment that we have to offer such a feature."

Hexindo provides on-site parts and technical support via a tailored site

support agreement and is also installing Vsat communications to enable remote condition monitoring and PCR planning from Hexindo's mining support and Reman hub in Balikpapan, East Kalimantan. A Bell factory engineer will be seconded to Hexindo by the end of the year to further enhance Bell customer support.

In response to the performance of the B60Es and the commitment to customer support shown by Bell and Hexindo, PT Victor Dua Tiga Mega has placed an order for an additional eight B60Es and two 120t excavators.

Allbest Suyipto, Director of PT Victor Dua Tiga Mega.





# Plantforce's plans to double fleet set to include further sales with Bell Equipment

*With a comprehensive fleet, and strategically placed depots in Bristol, Exeter, Bridgwater and more recently Birmingham, rapidly expanding UK plant hire specialist, Plantforce, has announced plans to increase its fleet of Bell Equipment B30Es to support growing demand.*

A major supplier to the Hinkley Point development project, and supplier to companies involved in the construction of HS2, Plantforce has built a formidable reputation for itself as a plant hire firm capable of responding quickly to a wide range of client requirements across the region; providing specialist, meticulously maintained equipment, together with the services of accredited plant operators.

With a portfolio comprising of machines from self-drive mini diggers to 52-ton excavators, Plantforce currently offers 10 B30Es within its impressive fleet; having made its latest Bell Equipment ADT acquisition in March this year.

The company's relationship with Bell is relatively new, and began back in November 2016, when demand from Plantforce's customers for fleet machines with the ability to fulfil 'the heavier side of plant' led Operations Director, Samuel Mercer, to take delivery of his first consignment of

Bell ADTs. He explains: "With our customers increasingly requesting machines suitable for excavating sites such as Hinkley Point, quarry operations, housing sites, and for use as part of sea defence work, we felt the time was right to invest in a series of larger ADTs that would prove 'task compatible'.

"While considering market options, we looked at the Bell B30E in close detail and chose to invest in the model for multiple reasons. Its capacity to provide superior levels of fuel efficiency, together with its notable build-quality impressed us straight-away. Furthermore, we felt that the model's

digital Fleetm@tic® system was exceptional, and very versatile. So often onboard management systems give users too much information that can prove unnecessary, while not presenting enough of what operators need on a practical level.

"However, with Fleetm@tic® we found the inclusion of features such as the 72-hour data download, to offer truly supportive technology, capable of supplying back up information with peace of mind for clients, should situations ever demand it.

Furthermore, the iTip feature provided an additional level of safety we found to be essential.

"As the industry continues to change, and contractors' deadlines and margins become ever tighter, customers increasingly demand the upfront knowledge of a vehicle's potential for productivity, fuel consumption, and idling time. Bell Equipment's Fleetm@tic® system has made it possible for us to

provide customers with this information simply and effectively, which in turn helps us to better manage our business."

Samuel furthers his business management point by saying how enabling he's found Bell Equipment's support services to be: "The ability for a manufacturer to back us up is a major factor for us. I feel that Bell has supplied us with extremely dependable, hard-working machines that serve to promote our business' reliability and we've also developed a great working relationship with the sales and support teams. We've found that the Bell team is always happy to help and is consistently prompt in responding to any needs or issues."

Turning his attention to the client view on Bell Equipment's machines and capabilities, he says: "In our opinion, customers are very happy to hire Bell trucks. We've found the

vehicles are well received within the market, and our confidence in the machines' demand is such, that we've plans to increase our tally of 10 B30Es significantly, with a goal to double the fleet number over the coming 12 months."

Speaking on behalf of Bell Equipment UK, Managing Director, Nick Learoyd responds: "It's tremendous to hear that after just an 18-month relationship with the B30E, Plantforce is already looking to double its fleet numbers. The evolving construction landscape in the UK is prime for hardworking ADTs such as the B30E, and we feel certain that with its improved payloads, faster haul cycles and industry leading fuel economy, Plantforce's clients will be more enabled and productive behind the wheel of a Bell ADT in this increasingly demanding construction climate."





# Andru Mining invests in forty new E-series ADTs

*Having ten new Bell B40E Articulated Dump Trucks (ADTs) doing the same production as twelve older ADTs at a coal mining contract may seem like a dream but this is exactly what a Gauteng-based contract miner has found.*

Andru Mining, distinguished in the South African mining industry by its blue mining equipment, has been around since the late 1970s when it was founded by civil engineer, Terry Troughton. Day-to-day operational control has since been passed onto a new management team consisting of Joe Naicker, the Plant Director, Anthony Wardlaw, the Operations Director, Shonel Reddy, the Financial Director and Branden Bowen who is the Commercial and Human Resources Director.

The company works exclusively in opencast mining contracts, servicing clients in the coal, gold, chrome, silica and fluor spar industries. Since acquiring its first Bell B20B ADTs in 1996, Andru Mining has owned

many Bell machines and has steadily grown its fleet through the 20, 30 and 40-ton ranges.

“We were pleased to place an order for six Bell B30E and 34 Bell B40E ADTs with Bell Equipment Sales Representative, Vernon Johnstone in 2018,” says Joe Naicker. “Vernon has been servicing Andru Mining for many years and we had no hesitation in tasking him with our order.”

Of the 34 B40E ADTs, 10 were fitted with the newly designed Bell coal bin, which allows the truck to easily fulfil its design capacity of carrying between 36 to 39 tonnes of raw coal.

“As a proudly South African company supporting local content we experienced a sincere personal touch when seeing our newly-painted blue Bell ADTs being assembled in the Bell Equipment factory in Richards Bay, where their assembly was topped off by the ‘Built with Pride in Africa’ decal,” says Shonel Reddy. “We greatly appreciate that Bell Equipment values us as clients by painting our trucks blue at their factory and it makes us proud to be associated with the Bell brand.”

Delivery of the new fleet of Bell B30E and B40E ADTs took place during April, May, June and July 2018 and most trucks were delivered straight

to their respective mining sites from the Bell Equipment Richards Bay factory.

“We at Andru Mining have a long relationship with Bell Equipment and taking the decision to now invest in the company’s E-series ADT was a relatively easy one,” Joe Naicker adds. “It’s a cost-effective machine to run and maintain compared to what is in the market and we’ve deployed the bulk of the 34 new Bell B40E ADTs to our coal mining sites between Middelburg and Belfast.”

Andru Mining’s new Bell B30E and B40E ADTs have been bought with the standard 12-month warranty with unlimited hours - a fact which the company feels works in its

favour as utilisation on especially coal mines is high. Coal production demands high mechanical availabilities and the Bell B40E ADTs run on average for 20 hours in a 24-hour cycle.

“We’re enjoying the Bell Fleetm@tic® monitoring system,” Joe continues. “This adds value to the open dialogue we have with Bell Equipment’s Customer Support Representatives like Willem Johnson, who helps us in quickly sorting out technical hiccups that do crop up at times.”

Joe is adamant that even when their new Bell E-series ADTs have exceeded their warranties, Bell Equipment would still be asked to

undertake all 1 000-hour services to ensure each machine has a clean bill of health to ensure maximum uptime.

The proof of the pudding, however, lies in the production figures of the new Bell B40E ADTs and for more on this we turned to Operations Director, Anthony Wardlaw, for his views on the performance of the new Bell B40E ADTs at one particular coal mine. “We used to run 12 Bell B40D ADTs on this same coal pit but with the new Bell B40E ADTs with coal bins we’ve been able to reduce that number to 10 trucks and we still achieve the same production. We don’t need any more justification that our choice of the Bell B40E ADT was the correct one.”



Back left: Branden Bowen (Andru Mining Commercial & HR Director), Vernon Johnstone (Bell Equipment Sales Representative). Front left: Joe Naicker (Andru Mining Plant Director), Shonel Reddy (Andru Mining Financial Director) and Anthony Wardlaw (Andru Mining Operations Director).





# Bell Germany Factory expansion on track for mid-2019 completion

*The extension of Bell Equipment's Eisenach-Kindel facility in Germany, the company's European Articulated Dump Truck assembly plant, is fully underway following a ceremonial ground-breaking ceremony in late June.*

Scheduled for completion in mid-2019, the Phase II extension will add two new halls totalling 12 000m<sup>2</sup> that will triple the available floor space and provide capacity for bin fabrication and future expansion.

The Eisenach-Kindel factory opened in 2003 as the company's first production facility outside South Africa. Situated in the heart of Europe, the factory not only offered the best access to the existing established Bell markets in Western Europe but has also proved to be an ideal base for emerging Eastern European markets. Additionally, the closer proximity to Bell Equipment's European technology partners and suppliers of drive and control components minimised lead times, improved cost structures and optimised flexibility in terms of production planning.

The initial 10 hectares of greenfield ground at the newly converted industrial area was acquired by Bell initially to accommodate a 6 000m<sup>2</sup> ADT assembly plant based on importing core fabricated components from the main Bell Factory in Richards Bay, South Africa and sourcing of European manufactured parts direct from suppliers. This factory assembles Bell ADT models, from the smaller trucks to the giant 50-tonner, the assembly line was designed for a maximum output of 20 units a week in a three-shift operation.

The introduction of the Bell E-series generation of trucks and the company's re-entry into the United States and Canadian marketplaces have resulted in increased demand

and the facility now runs two shifts with a staff complement of 140 employees.

## Long-term perspectives

To further optimise flexible reaction to customer needs and to better optimise transport logistics and general production efficiencies the company continues to invest in its European footprint. The new European Logistics Centre (ELC), which opened in September 2017 was the first development to support the improving Northern Hemisphere markets. The establishment of its American counterpart, the American Logistics Centre (ALC), to support the rapidly growing Bell dealer network and truck population in the U.S. and Canada is also now operational. Both new bases improve regional customer and dealer support through best parts availability while also optimising worldwide procurement in collaboration with the Bell Global Logistics Centre (GLC) in Johannesburg.

A parallel phase of the company's long-term development plan includes the incorporation of more componentry fabrication to the European factory. The selection and scope of modules and componentry to be fabricated at Eisenach-Kindel follows a detailed evaluation of lead-times, flexibility and ultimately ability to best meet

customer expectations.

Bin fabrication will be the first to be relocated as it has the largest impact in terms of sourcing and transport costs. Almost all high-quality steels for the various bin structures are sourced from European suppliers so the newly established bin fabrication in Eisenach-Kindel will significantly reduce working capital, shipping and stocking complexity. Customisation closer to market is also a significant benefit.



*With her presence at the ground-breaking ceremony, State Secretary Valentina Kerst, Ministry of Economy Land Thuringia, underlined the importance of Bell Equipment's commitment for the regional economy. Since 2003 Bell has cooperated closely with the regional development agency LEG Thuringia.*



*The new 12 000m<sup>2</sup> factory extension at the Bell ADT plant in Eisenach-Kindel will be operational in mid-2019.*



*The new extension will be aesthetically integrated into the site's modern industrial architecture.*



*Bell Management, project partners and state officials attended a ceremonial ground-breaking in late June. From left: Andreas Heinrich, Managing Director: Bell Germany; Aldo Mayer, Director: Global Sourcing and Strategic Projects, Leon Goosen, Group Chief Executive Officer; Christian Weiß, Project Manager Goldbeck-Ost (Construction); Gary Bell, Group Chairman; State Secretary Valentina Kerst; Udo Schilling, District Wartburgkreis; Andreas Krey, LEG Thüringia; Mayor Bernhard Bischof, Hørselberg; André Krings, Managing Director and Head of Production at Bell Eisenach-Kindel.*



# Bell Trucks help R&T Ellis to build largest roller-compacted concrete development in the world

Northeast of Houston in the United States, in the town of Plum Grove, a new subdivision is quickly growing with plans to be one of the largest in the area.

The Santa Fe subdivision is being developed by Colony Ridge Land, LLC as part of a number of new communities they are creating in this once sleepy part of Liberty County.

The 6 400-lot restricted residential neighbourhood and mixed-use community broke ground in March 2017 with section one of four, consisting of a total of 4 400 acres. To create such a large development Colony Ridge turned to R&T Ellis, Inc. of Cleveland, Texas for the over 70-miles of roads that would be needed in this section alone.

Patrick Thiel at R&T Ellis is the one who convinced Randy Ellis that this was a perfect project for them. "With experience in site work prep including clearing, grubbing, digging

ditches, building roadbeds and delivering soil stabilisation, RT Ellis was in a unique position to provide a comprehensive turnkey solution to the owner by adding RCC paving," said Patrick. "This was and is a natural fit that will deliver value to the owner, the industry and the community."

R&T Ellis worked closely with the owner and Liberty County to come up with specifications and plans for the new roads. They decided on Roller-Compacted Concrete (RCC) as the pavement method of choice.

RCC is made up of the same ingredients as a conventional concrete mix (cement, water and aggregates), but uses a much drier mix than conventional concrete. The

mix is placed with high density asphalt paving equipment then followed by additional compaction with rollers.

For most of the roads in the subdivision, R&T laid down the pavement out of a paver at 5,5 – 6 inches at 4 400psi, but for the major thoroughfares, they used 7 inches that they then compacted with a rubber coated double drum roller.

## Going Above and Beyond

While the specs didn't call for it, R&T Ellis chose to go above and beyond with the project by adding expansion joints with fibre-fill and sealant every 500 feet and at every cold joint. "The specs that we had didn't originally call for the expansion joints but we knew that without them there was

potential for road blowouts," says Patrick. "We elected to go in and cut out and install the expansion joints to help ensure that wouldn't happen."

"I wanted to make sure we were doing this project the right way and perfecting the RCC technique here so that we could show other developers that this is a great method for building roads," said Randy Ellis. "We believe what we've done here is something that plenty

of other people are going to want to copy, and we've got the experience and expertise to do it for them."

## Bell Trucks provide perfect fit

With the plan set, R&T Ellis needed a way to transport the concrete plant on site to the paver. For this, Kevin Phillips of Four Seasons Equipment had the perfect solution: "When Randy told me they were looking for trucks for this project I knew the Bell Trucks would be perfect for him. I showed him the new B20E model

and within three minutes of seeing it, he was sold."

"The best part about the B20E was the size of the bed. It fit into the hopper for the paver we had without needing to take three or four attempts to line it up just right," says Randy.

Another important factor was the low ground pressure thanks to the low profile, extra wide 800/45 R30.5 tyres that provide significantly





reduced ground pressure and market-leading flotation in very muddy or soft sandy underfoot conditions. This was important since the development has extremely fine-grade soil that most other trucks would get stuck in. "This is the best low ground pressure machine on the market," said Mitch Nevins, CEO of Four Seasons Equipment and Bell Trucks America.

Since these were the first four B20Es sold in the United States, Four Seasons Equipment brought out two

Bell Trucks technicians to help ensure the R&T Ellis was getting everything they could out of the trucks. "We know how important uptime is to any contractor, so we wanted to be out here to make sure they weren't having any trouble with their new machines," said Kevin.

With Section One nearly completed, R&T Ellis has started to clear the next phase of the development. The over 6 000-acre section will require an additional 130-miles of roads, but Randy isn't worried.

"We continue to learn and improve based on our experience from Section One, and we are excited about carrying this knowledge on to the remaining sections and the next phase," Randy said. "It has been a pleasure having a collaborative environment with the owner and Liberty Country to deliver this high-quality pavement for their residents."

*As seen in Texas Contractor Magazine, July 2018*



From left: Kevin Philips (Four Seasons), Shane Welch (R&T Ellis), Randy Ellis (R&T Ellis), Jan Prusinski (Cement Council of Texas) and Patrick Thiel (R&T Ellis).

# Hitachi displays B50E Service Trucks in Australia

*The Brisbane CSG branch of Hitachi, Bell Equipment's dealer in Australia, hosted a display day for Bell B50E Service Trucks recently before delivering trucks to Stanwell Corporation's Meandu operations.*

The end customer, Stanwell Corporation, project stakeholders and a number of potential mining customers had the opportunity to inspect one of the two Service Trucks before they commenced operations.

Attendees also had the opportunity to familiarise themselves with the Bell B50E extended chassis Articulated Truck, as well as inspect a Hitachi ZW380 Wheel Loader on display, drive the Hitachi EH4000AC-2 Haul Truck simulator or simply enjoy a coffee and talk with Hitachi mining and construction team members.

The display featured the Bell B50E extended chassis articulated truck with a rated payload of in excess of 45 tonnes. The truck is fitted with Turner's Engineering Service Module and Access Innovations ladder system and holds more than 25 000 litres of fuel, eight additional compartments for service lubricants, waste fluids and an 800-litre heated grease tank.

The Service Module has low-flow and high-flow diesel pumps capable of pumping diesel at more than 800 litres per minute, equivalent to filling their Hitachi EX8000-6 excavator in under 20 minutes.

The Wenco Mine fleet management system has also been installed with advanced fuel management.

Critically, Stanwell Corporation's decision to acquire the Bell B50E Service Trucks was based on its durability and manoeuvrability to access equipment away from haul roads and ongoing field service support provided by Hitachi's national branch network.



*The Hitachi Brisbane team at the display day.*



# Bell Equipment rings in the changes at Hillhead 2018

*Hillhead 2018 marked the beginning of a new era for Bell Equipment UK, as it welcomed its new Chief Executive Officer, Leon Goosen, to the show.*

Following a 12-month transition period, Leon took the helm from Gary Bell, who remains on the company's board of directors, and Hillhead provided the perfect opportunity to officially introduce the new CEO to customers.

"Our change of leadership has altered nothing with regards to the Bell Equipment ethos," explains Leon Goosen. "It remains the same relationship focused, family-orientated company it has always been, with the attendance of both Gary and myself at Hillhead, talking directly to our customers about our business and products, a prime example of how important relationships are at Bell. This company philosophy, combined with our passion for innovation and advancement, has placed us in an enviable position."

"Our business is designing, manufacturing and supporting high quality, efficient and powerful ADTs, and that objective will never change. We now have the largest range of ADTs on the market, with each model being developed in response to our customers' needs, providing them with the machines they need to run their businesses successfully."

The sunshine attracted a record number of visitors to the exhibition,

with many venturing on to the Bell Equipment stand to view the extensive E-series trucks on display. This latest generation of ADTs now includes a machine for every application, ranging from the compact B20E to the colossal B60E.

The latest addition to the range, the B20E, is already forging ahead in terms of popularity. With its ability to manoeuvre easily within small spaces and its low ground pressure enabling it to operate in excessively muddy or sandy conditions, it has become much sought-after in industries where compact is king, such as housebuilding and renewable energies.

At the other end of the spectrum, the B60E has proven itself as a unique solution ideally suited to moving large volumes of materials in all weather conditions, in a market sector that was previously only contested by rigid trucks.

Nick Learoyd, Managing Director of Bell Equipment UK, agrees that the show has been one of the most successful to date: "This was the first time we have had a true representation of the scope of the E-series on display at Hillhead, and with Leon and Gary in attendance it has been the perfect year to showcase our machines' evolved capabilities."

"The extent of the range is unique to the industry and is not only enabling us to introduce the Bell brand to new sectors but is also giving our customers the opportunity to purchase all of their ADTs,

*A beautiful opening day for our visitors at the Hillhead show.*



The entire range comprises of the B20E, B25E, B30E, B35E, B40E, B45E, B50E and B60E, all of which have been created to bring together the very best in power, technology, efficiency and innovative design.

irrespective of tonnage or application, from one manufacturer. This means that they have one contact for all of their ADT needs, from purchase to maintenance."

Leon concludes: "It has been an extremely successful Hillhead for Bell Equipment this year. Not only has it provided a perfect platform on which to showcase our E-series, but it has also allowed us to communicate with

our customers on a personal level. The industry is very robust and we have every reason to be positive about its future – my aim is to ensure Bell Equipment is at the forefront, keeping our customers at the top of their businesses."



*Visitors to the Bell stand (V1) at Hillhead 2018 are dwarfed by our B60E Articulated Dump Truck.*



*The Bell Equipment team had a fantastic time at Hillhead and enjoyed interacting with customers and other visitors to our stand. Thank you to everyone who turned out to support Bell and helped to make the show a success.*



# 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 in South Africa, merely as a courtesy call. While exchanging pleasantries, Chris was to learn of his client's urgent need for loading and haulage equipment for a new coal mining site north-east of Bronkhorstspuit.

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 very well 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 very 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, that





downtime may be minimised in this way especially 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 felt that 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.

## Praise for Bell B40D as Alf Kitching's model hauls millionth tonne

*Alf Kitching Ltd., the North Lincolnshire-based quarry and civil engineering excavation specialist in the United Kingdom, has announced the impressive achievement of one of its Bell Equipment ADTs, as a B40D, purchased just two years ago at Hillhead 2016, has now successfully hauled over 1 million tonnes of limestone.*

Since shaking hands on the purchase deal at the renowned quarry exhibition in Buxton, Derbyshire, Alf Kitching's B40D has indisputably earned its keep. The new machine started work in September 2016 and has since racked up 5 000 hours. It's spent the last 15-months being put through its paces at Singleton Birch Ltd, Melton Ross Quarries, hauling blasted limestone and averaging an output in the region of 130 000 tonnes of stone every month.

"We've been delighted with the machine's capabilities," says Paul Kitching, Managing Director at Alf Kitching Ltd.

"Having decided to research the advantages of Bell machines, after agreeing to seek out a new ADT supplier, we examined the B40D's spec. We were subsequently impressed and went on to discuss a deal with the Bell sales team prior to providing full confirmation at Hillhead.

"Since signing on the line we haven't looked back, as all the features that attracted us to the model in the first instance have really come into their own within the quarry environment."

Paul refers primarily to the B40D's onboard weighing system, which has been used consistently since the machine's purchase, and has helped to deliver monitorable results

for the plant hire firm and its clients. In addition to the weighing system, the machine was also selected on the back of its high-performance capabilities and extremely efficient engine; developed in partnership with Mercedes-Benz, to comply with latest EU emission standards.

"The B40D has proved itself to be a high achiever. It's kept performing

which ensures that the truck receives a programme of preventative maintenance, performed by a specialist Bell Equipment engineer, every 500 hours.

The B40D will, for the foreseeable future, continue its sterling work at Melton Ross. While back at Alf Kitching Ltd., the team researches which Bell machine it might invest in next: "We've recently trialled both a Bell B50E and B60E to see which model could best suit our needs moving forward," Paul adds.

"We've certainly been impressed with both trucks and will most likely opt for one of these machines in the near future."

Responding, Nick Learoyd, Managing Director at Bell Equipment UK said: "Considering making a repeat purchase of a further Bell machine is a true testament of confidence in our trucks' capabilities, brand and supporting customer service.

"We're delighted that Alf Kitching's B40D has achieved its impressive million-tonne milestone. Thanks to the machine's onboard weighing system, efficiencies and progress can be so easily tracked and monitored and we anticipate learning about the model's next impressive loading achievement."

when conditions have become challenging and has served to deliver the lowest cost per tonne for our clients. Furthermore, it's extremely reliable as we've hardly had to put a spanner to it!"

The machine is operating under Bell Equipment's service agreement,







# *Season's greetings*

Season's greetings to all our  
Bell ADT Bulletin readers

As this is the last edition of the  
Bell Bulletin for 2018 we would like to take the  
opportunity to wish all our readers a safe and  
peaceful festive season and best wishes for the New Year.

Thank you for your support during the past year. We trust that you have  
enjoyed reading our publication as much as we've enjoyed putting  
it together for you and we look forward to bringing you  
more inspirational stories in 2019.

The Bell Bulletin Team

