

the bulletin

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Looking back on a busy year

2018 will be remembered as a year of change and progress for Bell Equipment as we continued to drive continuous improvement in the critical area of customer support.

We recently relocated our Umhlali Customer Service Centre to a more centrally located premises in eThekweni and, in this edition, you will read about our new Customer

Service Centre in Steelport. This CSC will better serve our growing customer base and machine population in this strategic area of the country.

After having decided to sell off our assets in the Democratic Republic of Congo and migrate to a dealer network, you will also read in this edition about the appointment of Kanu Equipment as our distributor in that country.

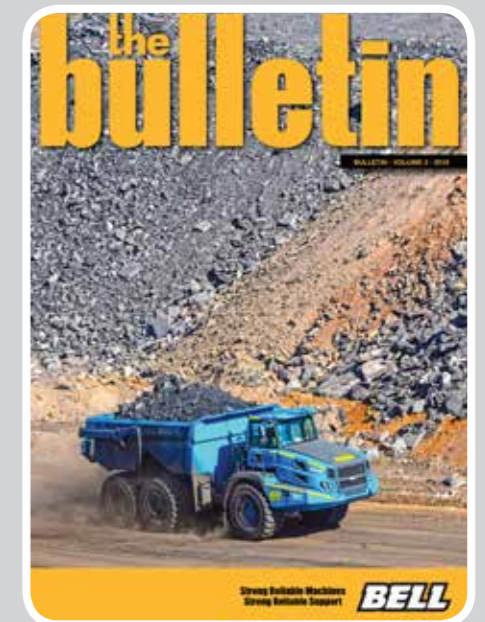
In closing, on behalf of Team Bell, I wish you a wonderful festive season with your loved ones and trust that Bell can be a part of making 2019 a successful year for you.

Handwritten signature of Leon Goosen.

Leon Goosen
Group Chief Executive

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Cover picture: Andru Mining, distinguished in the South African mining industry by its blue mining equipment, has been around since the late 1970s.....read more on page 26.

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Storm Mountain Diamonds standardises on Finlay Jaw Crushers in Lesotho

The tiny landlocked kingdom of Lesotho is fast making a name for itself as more than just a supplier of picture postcard scenes of blanketed Basothos sitting astride their mountain-toughened ponies.

Centuries old diamond-bearing kimberlitic pipes in the upper reaches of the Maluti mountains are bringing much needed revenue and employment to this picturesque country and Finlay technology is at the forefront of the recovery of what may soon be called, a Basotho's best friend.

The Kao Diamond Mine mines the largest kimberlitic pipe in Lesotho and, at 19,8 hectares, it's the fourth largest such pipe in Southern Africa. The mine is a majority-owned business unit of Namakwa Diamonds whose subsidiary, Storm Mountain Diamonds, mines the precious stones. Founded in the earlier part of this century, the Kao Diamond Mine recently underwent an expansion phase, which will add another 18 years to its life.

Jan Bronkhorst is Namakwa Diamonds' Project Manager for the Storm Mountain Diamonds operation at the Kao Mine and he shared some interesting facts about their operation and use of crushing equipment.

"Our choice fell on two Finlay J-1480 Jaw Crushers after seeing a similar unit, owned by a contractor, on the mining site," he says. "We did an investigation into suitable mobile crushing equipment and as we were keen to standardise the operation in terms of servicing and spares, we chose Finlay Jaw Crushers. To us, an added advantage was that Bell Equipment from South Africa is the official agent and with their wide sales and service footprint, we were confident that the service would match the level of service we had enjoyed in past experiences with the company."

"It may seem strange to use mobile crushers on a diamond mining operation that is centred around a pit but our thinking was that, as we're relatively isolated high in the Malutis, should urgent repairs be necessary we could replace the Finlay Crusher with a standby unit while it was being repaired," he adds. "This is a harsh environment at altitude and, no matter how hardy equipment may be, breakdowns will occur due to the nature of the material being processed."

At the time of writing, Storm Mountain Diamonds was using one Finlay J-1480 Jaw Crusher at its front end where material directly from the run of mine was being processed at a rate of around 250 tonnes per hour. The second machine was deployed at the ore stockpile and here material was being processed at between 300 and 350 tonnes per hour prior to being fed into the plant.

When we visited the mine, both machines were running at about half of their maximum capacities due to the lower demand. Mechanical availabilities in the mid-90 percent keep production consistent and ore flowing to the plant.

"Fuel consumption is an important daily contributing cost factor and with fuel burn currently at 62 litres per hour, we can say that the Finlay Jaw Crushers do much to keep our production costs manageable," Jan says.

Storm Mountain Diamonds manages and maintains the Finlay J-1480 Jaw Crushers alongside technicians from Bell Equipment who do the more major servicing. Jan believes that Bell Equipment has been diligent in its delivery of spares and consumables that at times have to come from the Bell Equipment Global Logistics Centre in Jet Park, Johannesburg. Negotiating the mountain passes and gravel access roads, especially when it snows, is no easy task but Bell Equipment does its utmost to ensure that the parts get to the mine site timeously.

"We're in the process of implementing a service level agreement with Bell Equipment to fully maintain our Finlay crushing equipment and we believe this will ensure a longer-term and sustainable operation with positive results for all," Jan explains. "Once that agreement is in place, we may look to further expand our fleet of Finlay crushing equipment to ensure that we extract every possible precious stone on this mine and in doing so provide sustained employment and add value to this beautiful country Lesotho."

The right kind of impact

The Finlay range of Impact Crushers are designed to have maximum impact on quarrying and recycling operations with their compact size, quick set up times, ease of transport and simple maintenance.

Delivering class leading fuel efficiency and production, these machines are proudly distributed and supported in southern Africa by Bell Equipment.

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Features and benefits:

- Hydraulic assist for apron settings
- Hydraulic overload protection for foreign objects entering the chamber
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- Adjustable rotor speed
- 4 rotor ports for different configurations
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Bell opens its doors in Steelpoort

Down in the eastern limb of Southern Africa's platinum belt lies Steelpoort, a small town as mining towns go but when Bell Equipment opened a new Customer Service Centre there in September 2018, it did so in the most convincing of ways that many original equipment manufacturers can only dream of.

On the day of the opening function, two machines that were on display – a Bell 315SL Tractor Loader Backhoe and a 21-ton Kobelco SK210 Excavator - were sold to two individual buyers while a third customer bought spare parts to the value of R110 000.

The positive mood this flying start created was carried forward by Duncan Mashika, Managing Director of Bell Equipment Africa Sales and Distribution, when he said: "Our company has long subscribed to the mantra of strong reliable machines backed by strong reliable support and that's why we are here in Steelpoort, to offer reliable backup to the machines that we've sold."

He went on to tell the group of some 60 invited guests who attended the function that when he joined Bell Equipment in May 2018, one of the first things he bought for his office was a large map of the country. "This was so that I could see where our footprint was and where we could improve our presence. We cannot offer service and backup when we're not in the right place and because of that we'll welcome any input from our customers to tell us what we're doing right and where we could improve. We're committed to having the correct parts for you, where and when you need them."

John Fleetwood, Bell Equipment General Manager Central Region, echoed Duncan's words when he emphasised that the company had established the new Customer Service Centre to ensure that machine downtime was reduced for customers.

"This triangle created by Steelpoort, Burgersfort and Lydenburg is densely populated with machines manufactured, sold and backed by Bell Equipment as they work in a variety of industries such as mining, smelters, material handling, construction and concrete batching plants," he said. "Even though many of the

companies working in the area hail from Middelburg or even Johannesburg, it is imperative that we are as close as possible to the equipment to service and repair it when necessary."

In increasing its service footprint, Bell Equipment's decision to establish the Steelpoort CSC drew much positive sentiment from invited guests as well.

Steelpoort falls in the Fetakgomo/Greater Tubatse Local Municipality and the Municipality's Fleet Manager, Malepe Lazarus, was excited at the prospect of having a Bell Equipment CSC on their proverbial doorstep. "We run six Bell Graders and seven Bell Tractor Loader Backhoes. Keeping them in good running order is our primary concern in our quest to offer our citizens quality service delivery. We feel that having the new Bell Equipment CSC in Steelpoort will really aid us in this and it is our fervent hope that the branch will grow bigger."

A representative from the Limpopo Department of Public Works, Phashe Raphiri, added: "We as the Limpopo Department of Public Works have a large fleet of earthmoving equipment, mainly graders and Bell Equipment's machines make up over 75% of those numbers. This Steelpoort branch will definitely make it easier and more cost effective for our machines to be serviced and repaired in this challenging landscape."

The Bell Equipment Steelpoort CSC has a personnel count of four who will be supported by Bell Equipment in Tzaneen. Bell Product Support Representative, Francis Mafuma, will lead the small team assisted by one field mechanic with an assistant and Frida Masekoameng, who will run the parts division.



Mini Excavators make a huge impression on Neheto Plant's customers

The recent crippling drought in the Western Cape's agricultural sector has seen many farmers take a second look at the value of cleaning irrigation canals, drainage ditches and water courses to make every drop of water count.

This has brought about a rethink on the size of digging and loading tools and has forced an experienced operator in plant and machinery to really think out of the proverbial box.

Tommie van Niekerk had, early in 2018, left a position as plant manager of a large plant hire company in Cape Town after 18 years of loyal service. He had for a while felt the urge to be self-employed and, along with two partners, founded Neheto Plant, a name derived from the first two letters of the partners' names.

"The first thing we did was buy two Bell 315SL Tractor Loader Backhoes (TLBs) to give our operations momentum as I know from past experience that this is a versatile and sought-after machine in the local plant hire industry, whether it be in civil construction or the agricultural domain," Tommie says. "This also confirmed our intention to walk a long road with Bell Equipment as our original equipment manufacturer (OEM) of choice as my relationship with Sales Representative Clifton Roberts goes back a decade or more."

Due to demand from clients a third Bell 315SL TLB was added to the small but growing fleet a month later. Operating out of their base at Klapmuts, between Cape Town and Paarl, Neheto Plant's equipment is sent as far away as Caledon, Bredasdorp, the De Hoop Nature Reserve, Elands Bay and Lutzville.

Tommie is not shy to hire in equipment that he doesn't own and, by his own admission, shows preference towards equipment made and sold by Bell Equipment.

"Our machines are popular with developers and builders of low-cost housing as they are mostly working against time," Tommie adds. "Having new Bell machines with almost guaranteed maximum uptime is a win-win situation for everyone and a welcome assurance of repeat business."

A few months after buying the Bell 315SL TLBs, Neheto Plant had an enquiry from a building contractor regarding a small excavator that could be used to dig footprints for buildings and be manoeuvrable as well. When Tommie consulted Clifton Roberts about this, he heard about the Kobelco SK55SRX Excavator, which at 5,5 tons would be ideally suited for restricted spaces that occur on some construction sites.

"I trust Clifton's judgment and knowledge of the equipment he sells and did not feel the need to see a demonstration of the 5,5-ton Kobelco SK55SRX Excavator. On the strength of what Clifton told me, we bought two of these machines and what a revelation they've been for both us and our clients in civil construction and agriculture," Tommie enthuses. "In digging a footprint of a building, the Kobelco Excavator is small enough to work in confined areas and digs out soil that doesn't need to be carted away as the same soil is used to fill up floor spaces."

The large apple and pear growing area around Grabouw in the Southern Cape sees a lot of activity in the winter months after the harvest as growers actively prepare land and maintain infrastructure, especially related to water and irrigation. Neheto Plant's two Kobelco SK55SRX Excavators have been in great demand in this region and are used in a wide variety of tasks.



Bell Equipment Sales Representative, Clifton Roberts, with Neheto Plant's Managing Partner, Tommie van Niekerk.



"The first advantage of the Kobelco SK55SRX Excavator that the growers noticed was that it has no tail-swing and this meant that the machine could easily move about in the rows of the apple and pear orchards without damaging the trees," Tommie says. "At 0,16-cubic metres, the bucket is delicate enough to allow growers to dig out fruit trees for replanting elsewhere without damaging the roots and, being a tracked machine, it has a low ground impact."

Neheto Plant's equipment is generally hired out on dry rates and while exact fuel consumption figures were not available from clients, one apple grower mentioned that he filled up the Kobelco SK55SRX's 75-litre fuel tank only every third day.

Christiaan Januarie, an operator employed by Neheto, is full of praise for the ease of operating the Kobelco SK55SRX Excavator. "I'm used to working on Bell 45-ton

Excavators but took to this smaller machine immediately and I've enjoyed the push-blade that the machine has," he says. "The cab has good visibility and the air-conditioning and radio make for a very comfortable working space."

Having much experience as a plant manager, Tommie has learnt that any machine's performance is dependent on solid technical maintenance and care and, for this reason, he has entrusted all his machines' servicing to Bell Equipment. "We're now in a growth phase and obviously watching our cash flow carefully but we had decided from the outset that we couldn't cut corners on machine maintenance, hence our reliance on Bell Equipment," he explains. "This also gives us the added assurance of when any equipment needs to be sold, we can hold up a full-service history done by a reputable OEM, using only genuine parts and trusted lubricants and so ensuring a good price."

Tommie recalls a recent amusing episode when a client, who had requested one of the Kobelco SK55SRX Excavators for maintenance work on a farm, called him and asked when the machine would be delivered. "I laughed and told him the machine had already been working on his farm for two days but as it ran so quietly, no one knew it was there," he says.



Bell TLBs prove their versatility at Buffalo City

Two of the Eastern Cape Province's larger municipalities merged in 1996 to create the Buffalo City Metropolitan Municipality, a move that brought prosperity but also a new set of responsibilities.

The two spread-out metropolitan areas comprising of East London and King William's Town encompassed a host of smaller towns like the provincial capital Bhisho and Mdantsane, along with over 150 informal settlements, with a population of 835 000.

Buffalo City Metropolitan Municipality Programme Manager: Infrastructure Services, Workshop, Plant and Fleet Services, Mbulelo Velemani says: "Like any other metropolitan municipality in South Africa, we are mandated to supply our citizens with clean drinking water, housing, power, sewage, refuse removal and the maintenance of public spaces, buildings and sports facilities."



Buffalo City has, over time, built up a fleet of earthmoving equipment that comprises of graders, water tankers, tractor loader backhoes, rollers, excavators and wheeled loaders to go with an assortment of tipper and other trucks to provide its citizens with adequate services.

"This equipment is called on when paved and unpaved roads need repair and maintenance or especially when water reticulation infrastructure needs attention or repair. Rural roads with low-water bridges and culverts demand maintenance, especially after heavy rains," says Mbulelo, who adds that the equipment also helps with the clearing of illegal dump sites and at cemeteries.

"We manage temporary and solid waste dumps and cemeteries and, as a result, an urgent need was identified early in 2018 to source more tractor loader backhoes to better manage illegal dumping sites and the many cemeteries in the municipal area," he explains.

According to Mbulelo, a RT57 Transversal Contract was issued by the National Treasury instead of a normal tender for supply of this equipment. Such a bid to supply is adjudicated according to criteria of the Preferential Procurement Policy Framework Act with 80% of the bid adjudicated on price and the other 20% on the supplier's Broad Based Black Economic Empowerment rating.

Bell Equipment was awarded upon adjudication to supply five Bell 315SL Tractor Loader Backhoes (TLBs) and hydraulic hammers for the backhoes were retrofitted during July 2018.

"We were very pleased to receive these five Bell TLBs and they were put to work immediately to clean up illegal refuse dumping sites," he says. "We identify where such dumps exist and then send out a team with a Bell TLB to load the illegally dumped waste onto a truck for removal to our solid waste site near Berlin, on the way to King William's Town."

"The hydraulic hammers on the Bell TLBs have proved to be very useful when digging graves in the hard calcrete that we sometimes experience in these areas," he adds. "Providing graves may seem an eerie subject to discuss but at the end of the day it is part of our mandate to retain the dignity of the deceased in our midst."

"We do however have an urgent need for more machines such as the Bell 315SL TLB and we will certainly request more during coming financial terms," Mbulelo says. "Although we believe that Bell Equipment provides us with user-friendly equipment that is easy to operate and maintain, we would like to tap into the company's training programmes for both operators and maintenance personnel to ensure proper care of the equipment. Longevity of the equipment is important to us."

He is adamant that their choice of the Bell 315SL TLB was the correct one as the machine's power, all-wheel drive and versatility sets it apart from other equipment. With current fuel prices being higher than ever, the Bell 315SL TLB's frugal fuel burn is an added bonus.



Bell Equipment's Team Leader at the East London Customer Service Centre, Denvor Tesmer (right), speaks to Mbulelo Velemani, the Programme Manager: Infrastructure Services, Workshop, Plant and Fleet Services at the Buffalo City Metropolitan Municipality.

Bell fleet delivers rock solid service for Volmoed Quarry

The Afrikaans term 'Volmoed' can be translated as 'full of courage' and judging where the Volmoed Quarry is, situated high against a hill, courage is indeed needed to drive fully laden articulated dump trucks down a steep ramp to the quarry's primary crusher.

The Volmoed Quarry has been owned by the Van der Berg family since 2009. Situated in the hilly arid Karoo between Oudtshoorn and Mossel Bay, the quarry produces stone aggregate for the civil and road construction industries.

But let's allow Danie van der Berg, the co-owner, to tell us more: "My father, Hans van der Berg, had started Van der Berg Vervoer in 1974 doing general transport from Oudtshoorn and later venturing into sand mining and the supply of general construction material to customers," he says. "I joined my dad in the business in 1985 and my

brother Hugo followed in 1989. Over time we realised that we needed to diversify the business and when Volmoed Quarry came onto the market in 2009 we bought it for that purpose."

According to Danie, the quarry was a very small operation when they took over. Mining equipment consisted of hand-drills with a small excavator loading material into a Bell B20B Articulated Dump Truck that is still in service, albeit with its hour meter missing. The Van der Bergs opened up the quarry exposing more of the Dolomitic gray wacky rock using larger automated drills and replacing the existing primary crusher with larger jaw crushers and screens.

Blasting takes place on average every three months and the aim is to free up at least 60 000 tonnes of material. This material in the pit is loaded using a 36-ton excavator.



“As we enlarged the quarry and produced more material, the demand for more and larger haulage vehicles became necessary. We had experience with machines built and sold by Bell Equipment from our plant hire division and our clay brick manufacturing plant near Oudtshoorn, which we’ve subsequently closed. The Bell Equipment sales representative at the time backed his products to the hilt and the Bell 120 and 220 Forklifts

and Versalifts we had bought then still give us wonderful service today in our cement brick plant, which is next to the quarry,” he says. “Bell B25D Articulated Dump Trucks (ADTs) have really done well for us over the years and the oldest one to have not yet been rebuilt has done 16 000 hours. We have had one rebuilt and that work was done by Bell Equipment’s Jet Park workshop.”



Volmoed Quarry acquired a new Bell B25E ADT early in 2017 and Danie and his production team have been very pleased with its performance. Their aim is to put at least 1 000 tonnes of blasted mine material through the primary crusher each day. The challenge comes in when fully laden Bell ADTs negotiate the steep downhill from the mining pit. The blasted material’s specific gravity can reach 2,2 at times and generally loads not exceeding 17 tonnes are carried. Danie mentions that depending on where the loading takes place the ramp’s gradient varies between 4% and 6% on average but it has been as steep as 10%.

“We rely heavily on the Bell ADT’s retarder and combined with its all-wheel drive traction and intelligent braking, we’ve never experienced a run-away truck. The haul from the pit to the primary crusher is 1km and our Bell B25D and E-series ADTs burn between 9 and 11 litres of diesel an hour, a figure that we’re satisfied with.”

A quarry serves no purpose if the material doesn’t go anywhere. Volmoed Quarry’s concrete aggregate, road stone, material for layer works and slurry dust is hauled far and wide, mostly by its subsidiary, Van der Berg Vervoer, which is managed by Danie’s brother, Hugo. The material is sought-after in a radius of approximately 250km around Oudtshoorn. The company also offers ready-mixed concrete, which has been delivered as far away as Beaufort West, a distance of some 180km.

“We load these trucks and those of customers fetching products using Bell L2106D and E-series Wheeled Loaders respectively,” Danie adds. “The machines also blend material from different stockpiles when specific orders call for it. Loading the normally abrasive material is tough on pins and bushes and to counter the extreme heat, cold and dust that we experience in this part of the world, we’ve installed automatic lubrication systems on our Bell Wheeled Loaders.”

Volmoed Quarry runs three older Bell L1204Cs and L1204D Wheeled Loaders as back-up machines when the larger loaders are down for servicing.

“We’ve come a long way with haulage, loading and material handling equipment from Bell Equipment and enjoy the care and attention we receive from the company’s Customer Service Centre in George. Fiona Johnson is knowledgeable when it comes to telling us about new products and Koos Matthee and Thys Bester see to it that our servicing is done on time with the correct service kits and spare parts. As a rule, we use only Bell lubricants and filters. This quarry has a projected life of another 120 years and we’re confident that Bell Equipment will be around for that time too,” Danie says.



Co-owner of Volmoed Quarry, Danie van der Berg (left) with Kobie Stalmeester, Volmoed Quarry’s Production Manager who has been with him for 20 years, and Bell Equipment Sales Representative, Fiona Johnson.

Paleostone counts the benefits of the Dual Power Spaleck Screen

In small to medium scale mining, and especially in alluvial diamond mining, tight margins mean owners must sharpen their pencils and eliminate potentially wasteful procedures.

One such miner in the Northern Cape has done exactly that by employing advanced technology in a dual powered mobile screen that brings many advantages.

Lyndon de Meillon studied geology and earned a master's degree in the discipline before turning to exploration, consulting and ultimately, alluvial diamond mining at his own risk. By his own admission, he learnt many things along the way and one of them was that those diamonds that pay the rent with true value are the ones that are larger than two carats.

But he also learnt that to get to those size stones effectively, one has to eliminate the bulk of what the Northern Cape's diamond-bearing gravels present and that is sand.

"Sand is a killer and takes its toll on equipment, fuel and time," Lyndon says. "In the area where we're currently

mining on the banks of the Riet River near Ritchie, south of Kimberley, there is a lot of clay, shale and sand, of which the latter often makes up 60% of the run-of-mine material."

The sand must be effectively dealt with as early as possible in the processing sequence to avoid double handling, which adds to production costs. Lyndon and his company, Paleostone Mining, have enjoyed good results with in-pit screening technology provided by Finlay Screens, as he explains.

"Because Finlay Screens are now distributed and maintained by Bell Equipment, we've had sound advice from the company's Sales Representative, Eric van der Merwe, on which specific models would be best for our application. Eric is very knowledgeable having first-hand experience of the alluvial diamond mining industry."

With this reliable advice, Lyndon first bought a Finlay 893 Screen in 2016 and when that machine needed replacing, he bought a slightly smaller Finlay 883+ Screen in March 2017.

"The Finlay Screens have worked so well for us and form the core of our mining operation as we can separate the oversized material out at the start of the process," Lyndon explains. "The Finlay 883+ Screen has been used mainly as a scalping station and we soon realised that we needed to address the very real sand problem that occurs daily."

Again, with advice from Eric van der Merwe, Paleostone Mining acquired a Dual Power Finlay 693 Spaleck Screen in January 2018 and installed it to run in tandem with the Finlay 883+ Screen.

"This Dual Power Finlay 693 Spaleck Screen has been remarkable, and we've seen the benefits it brings to our operation from the outset," Lyndon says. "First of all, the flip-flow design of the multi-decked screen handles wet and dry material much better and gets rid of the sand, which we then don't need to haul all the way back to the pit from our plant, meaning double handling."

Lyndon explains further that removing 60% sand in a given batch of processed ore, equates to one-and-a-half less truck loads of material that needs to get hauled to the pans, an obvious cost-saving. Downstream benefits include smaller slimes dams that impact the environment less and the sand that is taken out earlier in the process can be distributed over the oversized material in the continuous rehabilitation that follows mining.

The Finlay 693 Dual Power Spaleck Screen uses polyurethane mats, which have proved to last longer than wire mesh mats. Made in Germany, the mats are fitted in small sections so that when one section wears out, only that section gets replaced.

"I should also mention the dual power feature, which is a major benefit of the Finlay 693 Dual Power Spaleck Screen," he says. "You will appreciate that diesel fuel costs make up the biggest production cost factor for us and having the ability to then switch to electrical power where available is a major plus as electricity charges are but a fraction of diesel fuel charges."

"The real benefit of this Finlay 693 Dual Power Spaleck Screen can be found in the quality of the higher value product we send to our pans, with the sand removed. We may be getting fewer stones but those we do find, have a higher value per carat and that means we've achieved our goal."



Chris Jacobs (Paleostone Mine Manager) with Eric van der Merwe (Bell Equipment Sales Representative) and Lyndon de Meillon (Owner, Paleostone Mining).

New cold milling machine gives Baseline Civils a competitive advantage



We are surrounded by new technology that seems to overwhelm us daily. New cellphones, new computing, new almost everything. And if you don't keep up, you will in time become a technological dinosaur.

The same can be said of the challenging field of road construction and rehabilitation. Challenging because it is highly popular amongst those construction companies who specialise in road construction and rehabilitation and even more so because profit margins are tight and margins for error are non-existent.

So, when a civil construction company that has a very strong bias towards building and rehabilitating roads tells you that it has equipped itself with so much new technology to give it an edge over any competition, you'd do well to sit up and pay attention.

Soon after civil engineer Johan van Deventer set up Baseline Civil Contractors in Cape Town in 1991 the company moved to its present head office in the suburb of Blackheath. In the new company's early years, it provided mainly infrastructural services but has since grown to specialise in road construction and rehabilitation.

"We try to concentrate our efforts in the Western Cape due to logistics and control, but we have worked further afield in both the Northern and Eastern Cape," says Marc Beer, Baseline Civil Contractors' Plant Director. "As we speak, there is a fair amount of new work coming out in both the public and private sector and we feel we've

geared up in terms of advanced new equipment to meet these challenges and above all provide our clients with a better product than our competitors."

According to Marc, the biggest component of their yellow machine fleet is manufactured by Bomag, which is sold, distributed and serviced by Bell Equipment. While the company has many Bomag Rollers, it's the more sophisticated equipment that sets the company apart and gives it a technological edge.

"With much of the new work in both road construction and rehabilitation on offer, tender specifications demand that certain specialised equipment be used to ultimately create a better and longer-lasting road surface," Marc adds.

"We also stay up-to-date with the latest developments in tooling as we recently did when we upgraded the drum on a Bomag MPH125 Recycler, where the tool holding system was improved, making the cutting tools last longer and this has the effect of making the machine more productive."

Early on in 2018 Baseline Civil Contractors decided to equip itself with still newer technology machines. They settled on a Bomag BM1000/35 Cold Milling machine with a cutting depth of 330mm and a milling width of 1 000mm. A milling machine removes the existing material when an existing tarred road is rehabilitated and the desired depth can be set, depending on how many of the base courses need to be removed.



Bell Sales Representative, Fiona Johnson, with Marc Beer, Baseline Civil Contractors' Plant Director.

“The first road we used this machine on was near Stellenbosch and we were happy that, despite milling down to 300mm to remove both the top wearing and the base courses, the Bomag BM1000/35 Cold Milling machine’s power is such that it worked in relatively low power settings,” Marc says.

In the same order to Bell Equipment as the Cold Milling machine, Baseline included a Bomag BF800 Paver with a production capacity of 800 tonnes of material per hour, spread over an extended screed width of 5 000mm.

A third machine was added, this time a Bomag BW161 ADO50 Tangential Vibratory Roller, which Bomag describes as ‘another way to compact’. Marc explains that with this tandem smooth roller, the front drum with its vibratory action provides the initial correct compaction, which is then further enhanced by the rear drum, which has a kneading action to give much finer compaction to the required tolerances.

“We believe that current trends in the South African market show a leaning towards road rehabilitation rather than new road construction for the most part and we believe the new technology that we’re embracing and committing to in terms of our Bomag equipment purchases, will give us a definite competitive edge,” he explains.

Baseline Civil Contractors believes in buying equipment with standard warranties only. According to Marc, the company is happy to entrust all servicing under warranty to Bell Equipment. The company insists that all machine operators complete daily checklists and, as a rule, our workshop and qualified technicians keep a keen eye open that this is done. Service scheduling is based on that which is recommended by the original equipment manufacturer (OEM), but Baseline has designed its own service sheet with additional needs that they have identified in the workplace.

Factors that are kept in mind are the local working and environmental conditions and fuel quality that need to be adapted to the high-tiered engines of European origin. As an example, the maintenance teams change fuel and outer-air filters at 250 hours whereas the OEM recommendation is 500 hours.

On the Bomag Rollers, there is a specific way to bleed hydraulic systems after the replacement of oil and this is noted on the Baseline service sheet to avoid potential problems. This, the company believes are the small things that auger well for sustained uptime and machine longevity.

“Our relationship with our supplier, Bell Equipment, is important to us,” Marc says. “This starts with the Sales

Representative, Fiona Johnson, and Product Support Representative, Ian Marais, who are both knowledgeable about these specialised products and extends to Bell Equipment’s Technical Trainer, Edwin Zeeman who spent time with us on the new equipment.”

“We appreciate that Bell Equipment invites us to demonstration days where we get exposed to new technology and ideas. Working further afield means that we can rely on Bell Equipment’s wide footprint for technical back-up and this gives us confidence in tendering on work in other parts of the country.”

Bell Equipment’s Product Marketing Manager: Bomag and Regional Sales Manager for the Cape, Johan Hanekom, says: “It is great to hear that Baseline Civils is reaping good results with their Bomag machines, particularly the BM1000/35, which is the first of its kind in the country. We will be keeping a close eye on this unit as we believe that the Bomag Cold Milling machines can bring real benefits to the Southern African market by delivering in the key areas of durability, efficiency, performance and productivity as well as operator comfort and ease of maintenance.”

Quick facts:

- Across the range Bomag cold milling machines are the most powerful machines in their class, enabling torque to be transferred efficiently to the milling drum through

variable milling and travel speeds. An advantage of the Bomag range is that they average working depths of 330mm in one cut.

- The range has a compact design which, together with their manoeuvrability, makes them an ideal choice for the removal of road and floor pavements under confined conditions and equally capable on arterial roads.

- The planers are equipped with a long, powerful conveyor belt that is height adjustable and can be pivoted left and right by 45 degrees to provide high flexibility in combination with the truck. The conveyor belt is hydraulically folding for easy transportation while inner and outer conveyor belts can be quickly disassembled to make maintenance easier.

- Bomag has ensured their planers are up to the arduous task of churning up asphalt by incorporating robustness into the design with features such as external cooling and filtration of the gear oil. Similarly utilising high quality materials maximises the life of the machines and the components.

- Extended crawler tracks improve traction and stability in combination with low wear. Bomag cold planers also have a market leading transport speed of 7,5km/h to reduce unproductive time.



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 fluorspar 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 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 customer support is a major selling point for Progress Construction

A building contractor, who operates out of Matsapha in Swaziland, has become accustomed to the high level of aftersales service he enjoys for his Tractor Loader Backhoes (TLBs) bought from Bell Equipment.

Nathan Sussman was born in South Africa but grew up in Swaziland where his father ran a trucking business and sold building material. After school, he worked for several large construction companies, learning his trade while nurturing a strong desire to put his experience to good use for his own pocket.

"I started Progress Construction in the year 2000 and, working with one pickup truck, I undertook small projects such as building alterations," he says. "Over time, I grew the business and ventured into building housing and commercial properties before doing my own developments catering for the retail, wholesale and warehousing business sectors."



Charlie Boucher (left) Team Leader at Bell Equipment Swaziland in discussion with Nathan Sussman outside his company's office in Matsapha, Swaziland.

As the size of Progress Construction's projects grew, it became obvious to Nathan that plant hire eats into the company's bottom line and a better option would be to own some versatile earthmoving and material handling equipment such as a TLB.

"I first approached Charlie Boucher of Bell Equipment here in Swaziland and what impressed me more than the Bell TLB itself was the assurance I received that the original equipment manufacturer was represented right on our doorstep here in Matsapha," he adds. "Experience had taught me that any machine working in earthmoving and material handling will need attention at some time and having a fully-fledged Customer Service Centre, manned by competent mechanics, as well as a full spare parts complement, did much to bolster my confidence in the investment I would make."

"Since buying his first Bell TLB, Nathan has made a point of being the customer in Swaziland to buy the first model of any new range of the machines that Bell has produced," quips Charlie Boucher, Bell Equipment's Team Leader at Bell Swaziland. "He is a great supporter of our brand and the type of customer many dream of."

"The Bell TLB is a such a versatile machine and while we take good care of our Bell TLBs we work them hard in a variety of applications," Nathan says. "Allow me this example: instead of 10 labourers pushing wheelbarrows with concrete, we pour concrete into the bucket of a Bell TLB and decant it from there, saving time and money."

His Bell Equipment TLBs are used for a wide variety of tasks, which include digging trenches for foundations and services, backfilling, loading and unloading material and housekeeping.

According to Nathan, he bought his most recent two Bell 315SL 4x4 TLBs with air-conditioning as this has stopped the operators driving with the doors open, a practice which takes its toll on the doors and allows dust into the cab. He is meticulous when ensuring his operators adhere to the daily checklists that Bell Equipment supplies.

"We've put forks onto one of the new Bell TLBs, which is great for loading and unloading pallets with cement bags or any other building material," he adds. "These machines, depending on the task at hand, consume fuel

at between 7,6 and 8 litres an hour and that to my mind is as a result of their good design and the care we lavish on them with preventative maintenance."

Progress Construction relies totally on Bell Equipment Swaziland for the maintenance of the machines and has entered into a service contract with the company for labour only.

"I don't even employ a mechanic and I don't like spanners and grease-guns," Nathan says smiling. "What I do know is that I can call Charlie Boucher at any time, even after-hours, and I will get an immediate response and the action we require. It's because of this level of service that I won't buy opposition machines."

Nathan mentions his policy of replacing a machine after 5 000 to 6 000 hours of service. He easily sells them out of hand as he's built a reputation of having well-maintained equipment with a full service history from Bell Equipment, which makes his used equipment sought after in Swaziland and further afield.

Progress Construction also owns three Bomag BW75H Double Drum Walk-behind Rollers and a Bomag BW90AD-5 Double Drum Ride-on Roller along with several Bomag BT65 Tampers. All his equipment are bought with standard warranties and Bell Equipment still does the maintenance and repair when these expire.

"To us maintenance is key and, because of this thinking, we never get to a stage with the equipment from Bell that we own, that we need major parts," he says. "I've learnt that business relationships work both ways so I keep our account paid up and know because of that, I can rely on Charlie Boucher and his team to assist us at any time."

"But at the end of the day, I simply cannot live without my Bell Equipment TLBs and that's why I keep buying each new model the company produces."



Kobelco Excavator increases production for Johnson Bricks

Should owning a new excavator that uses only two litres more fuel an hour than its predecessor but delivers sixty percent more production make sense to a clay brick producer?

You bet it should and this is exactly what a well-known clay brick producer in South Africa's Western Cape has found.

Johnson Bricks of Oudtshoorn has been making common, semi-face and clinker clay bricks for more than a century. Larger 'Jem-blocks' create value for low-cost housing projects. Any type of Johnson's bricks is sought after as far afield as Knysna on the Southern Cape coast and Barrydale, De Aar and Victoria West inland.

The Truter family bought Johnson Bricks in 2007 and, although they retained the established name, Martin Truter and his sons, Lawton and Ian, now run the business supplying the market with 22 million bricks a year.

"Making clay bricks is as old as the hills and we mine our own clay from a pit adjacent to our brick-making plant," Lawton Truter tells us. "We dig out the clay using an excavator and then load the clay into two Bell Articulated Dump Trucks (ADTs) that we inherited from the previous owners. The ADTs haul the clay to the plant, some 800 metres away."

The two Bell ADTs, one a 2005 model Bell B18D Mark 1 and the other a 2006 Bell B30D, have now each clocked up over 19 000 hours and are still in constant daily use.

The clay is first fed into a crusher using two Bell L1506E Wheeled Loaders before it passes through an extruder and now contains some 18% moisture. Upon exiting the extruder, the clay is cut to size, depending on what bricks are required.

"Once cut, the 'green' unbaked bricks are stacked onto pallets and then the machines that we regard as the real backbone of our entire operation, our Bell 220A Versalifts and Bell 120A Rough Terrain Forklifts, move

these pallets to an area set aside for drying the bricks outside," Lawton explains. "Without these Bell three-wheelers our entire plant would come to a halt."

When 3% moisture content has been attained the same Bell Versalifts and Forklifts are used to build the clamps where the bricks are fired and break them down again once the bricks have been fired long enough.

Lawton is however keen to take us back to the start of the brick-making cycle and more specifically, to the company's loading tool in the pit.

"We previously used a 27-ton excavator fitted with a 1-cubic metre bucket to dig and load the clay in the pit," he says. "On an average day this machine could send 54 truck-loads away in the Bell ADTs while consuming fuel at 21 litres an hour."

"We have subsequently bought a new Kobelco SK350LC-8 Excavator which weighs 35 tons and is fitted with a 1,8-cubic metre bucket. While it does use 2 litres of fuel more per hour, it puts 87 truck loads into the daily feed to the plant, which is an increase of over 60%!"

Lawton explains that they needed a bigger and faster excavator to fully utilise the capacity of the two Bell ADTs and, with more time on his hands due to the Kobelco SK350LC-8's speed, operator Johan Loufs has time to clean up the mining area and tidy the loading platform.

"I've had more than 15 years of experience operating excavators, especially those sold by Bell Equipment and I took to this new Kobelco machine like I belonged in it," Johan says. "The cab has great all-round visibility and the controls feel smooth and true in my hands."

Due to harsh environmental conditions in the Little Karoo where summer temperatures can reach 48°C, Johnson Bricks will service their Kobelco Excavator every 300 hours, which is sooner than the recommended 500-hour interval. Lawton and his team believe that this will give them the planned productive life of 7 years for a hardworking excavator.

"We've been very happy with the overall performance of this new Kobelco Excavator and plan to change the ground engaging tools on the bucket to improve digging into harder clay. The machine has been bought with a standard warranty but we may decide to extend the warranty at some future stage. Right now, we can rest assured that the machine is in the good hands of the Bell support staff, Koos Matthee, Thys Bester and their mechanics from the Bell Customer Service Centre in George.



Director Johnson Bricks, Lawton Truter (left), with Bell Equipment Sales Representative, Fiona Johnson.

Finlay Spaleck Screen works a gem at Gentra 22

The modern alluvial diamond miner is organised. Gone are the days of simply digging where diamond-bearing gravels were thought to exist. Now, there is planned mining that takes place in accordance with resource models, environmental impact and management structures as well as rehabilitation plans.

Like any opencast miner, alluvial diamond miners also aim to avoid double handling of material, especially waste material as this consumes time, money and harms sustainable production practices.

Mining the sandy soils near Douglas in the Northern Cape, one such established diamond miner has turned to modern technology to all but eliminate sand that does not present itself as the gravels that bear the elusive gems.

Pieter Erasmus and his mining company, Gentra 22, mine the Jasper Mine south of Douglas. Pieter had worked for the well-known Schalk Steyn for many years before the latter encouraged him to go out on his own with what he had learnt from his mentor.

At the Jasper Mine overburden of between one and four metres is stripped using a 75-ton excavator and the gravels below get ripped using a bulldozer before a 46-ton excavator loads the material into a Finlay 893 Heavy Duty Screen.

“We had bought the Finlay 893 Screen as it was similar to those used by Schalk Steyn and we were familiar with its proven benefits. We raised the sides of the screen to increase the capacity of the feed hopper from 10 to 15 cubic metres,” Pieter explains. “Oversized and medium material is screened out immediately, to be used as the base of our on-going rehabilitation and which then avoids double handling. We load our gravels into dump trucks which deliver to the stockpile that feeds our four 16-foot pans.”

“The decision to buy the Finlay 893 Heavy Duty Screen was a relatively easy one as I’d experienced first-hand what the machine could do,” Pieter explains. “It is the only machine of its type that lasts in this challenging environment and offers sustained service as the centrepiece of our operation.”

Although de-sanding screens are installed in the processing plant, Pieter was keen to get as much sand out of the diamond-bearing concentrate at an earlier stage and in doing so avoid double handling of the sandy waste material, which contains no diamonds.

“To do this effectively, we decided to invest in a Finlay 693+ Spaleck Screen and were surprised to find out that ours was the first of its type to be sold in South Africa,” he tells us enthusiastically. “As our material is at times damp, with a moisture content as high as 20%, we thought the Finlay 693+ Spaleck Screen could handle such damp material effectively and we have not been disappointed.”

Finlay Screens are distributed and maintained by Bell Equipment in Southern Africa which, with the introduction of the Finlay Spaleck option, has strengthened an already well-established range of screens.

The German designed and built Spaleck technology features a double deck high performance aggressive screen box with state-of-the-art flip-flow technology on both decks and this technology makes the machine the



ultimate tracked mobile solution for the effective processing of a host of materials that were previously seen as problematic to mobile screens.

“The material that exits the Finlay 893 Screen is fed directly into the Finlay 693+ Spaleck Screen where the sand is separated out,” Pieter explains. “To give you an example of the latter screen’s effectiveness, a recent performance study yielded that out of 82 loads of material fed into the screen sequence, 28 loads of sand stayed behind in the pit and this was handled only once. When our material is drier, as in winter, the sand content is much higher and with wet material, we slow the Finlay 693+ Spaleck Screen down a little to allow it to screen out the wetter material.”

“The end result though is one we’ve been aiming at for a while, which is to haul only the correct sized gravel of minus 40mm to our plant with oversized and sandy material remaining in the pit where it forms the basis of our rehabilitation process. Thanks to our Finlay Screens, this makes for lower production costs and has a positive effect on our bottom line.”

Genra 22’s Finlay Screens are working so well that the company took delivery of a replacement Finlay 893 Heavy Duty Screen in October 2018.



Brothers, Fanie and Pieter Erasmus, with Bell Equipment Sales Representative, Eric van der Merwe.

Trollope calculates the benefits of operating Bell B60s

When in mid-2015, Trollope Mining Services became the first contract mining company in the world to acquire and deploy three Bell B60D Articulated Dump Trucks (ADTs) in one fell swoop, with a fourth machine added later, it did raise some eyebrows.

What many of those incredulous folks, however, did not know or realise was that the virtual evolution of the Bell B60D had happened right in front of Trollope Mining

Services' production teams. Bell Equipment's design engineers on the world's first such large ADT, had tested and retested the machine on mining sites where the former had mining contracts.

Trollope Mining Services had the four Bell B60D ADTs running on a coal mining operation close to Piet Retief in the south-east of Mpumalanga where there were some steep ramps, and at times wet and slippery underfoot conditions. This then started the erstwhile naysayers

muttering that this Bell B60D ADT, having evolved from a traditional ADT, minus one axle, had to have superior traction in wet underfoot conditions and that had to be the secret of its success - its traction. But there had to be more...

Fast-forward to 2018 and Trollope Mining Services lands another new coal mining contract, this time south of Emalaheni. And again, this innovative mining contracting company leads the way with four new Bell B60E ADTs. When we ask Francois Miller, Trollope's Mining Services Plant Manager, what their reasoning was, he says: "We had to look at the calculation of either six B40E ADTs or four B60E ADTs and in the end, we chose to have fewer tyres on the ground and chose the four larger Bell B60E ADTs."

"We still have the original Bell B60D ADTs and the first three have now given us over 10 000 hours of sustained service each and the fourth machine, which came later, has done just over 4 000 hours," he adds. "We enjoy the B60D ADT's positive all-wheel drive traction and great fuel consumption of between 28 and 30 litres an hour,

which is very good for a machine of this size and believed the newer design of the Bell B60E ADT would reflect much of the same, if not better."

The newer generation Bell B60E ADT is indeed packed with new features such as an electronically controlled direct-drive fan that provides superior cooling, standard on-board weighing, which is accurate to 5% and automatic traction control. The operator works from a cab that has been rated to have the best ergonomics in its class and from there, experiences the assurance of added safety brought on by the automatic Hill Hold function and neutral park brake.

Before starting the Bell B60E ADT, the operator views the daily service checks on screen. A 'Tip-Safe' feature prevents the aesthetically improved bin operating at unsafe angles or when overloaded. When shutting down the engine, the turbocharger benefits from an automated spin-down feature.

"At our new coal mining contract, the four Bell B60E ADTs are part of an 80-strong fleet comprising of ADTs,



excavators, water carts, graders and dozers and we work two 10-hour shifts,” Francois says. “They are used to haul both overburden and coal over distances that vary between 700 metres and 3km. They are returning much the same fuel burn rates as the Bell B60D machines at between 28 and 30 litres an hour, which fits our dry rate fuel cap per tonnes mined, perfectly,”

Although the Bell B60E ADTs are fitted with onboard load indicators, individual loads aren’t recorded as bank cubic metres (BCM) have more meaning to the client.

The Bell B60E ADTs had been bought with standard warranties and all servicing under warranty gets done by Bell mechanics working out of Middelburg. Since their arrival on this site at the end of July 2018 they had, by mid-October in the same year, clocked up some 1 500 hours of service which points to their high mechanical availability.

Owners and operators of earthmoving equipment agree on one important aspect of sustaining operations and that is life of tyres. Francois agrees and expands on this important fact. “Yes, we did buy the Bell B60E ADTs for their superior 4x4 traction but compared to rigid trucks with the same carrying capacity, the Bell B60E ADT’s tyre

wear is about 65% better,” he says. “We’ve analysed this on especially the load-bearing rear tyres and on a rigid truck with the same carrying capacity as a Bell B60E ADT, the tyre wear comes in at R6,93 per tyre per hour while the Bell B60E’s figure drops down to R4,65 per tyre per hour.”

Francois mentions that each tyre gets a serial number and tread depth and tyre performance are both measured monthly. Indications are thus that after 10 000 hours, the rear tyres on a Bell B60E ADT should have only worn 45%.

“This means that while we plan on running a Bell B60E ADT in its ‘first life’ up to 18 000 hours, we should get between 12 000 and 13 000 hours out of the first set of tyres. We ascribe this to the fact that with the articulation there is no scuffing of the tyres when turning and, due to the truck’s oscillation joint and all-wheel drive traction, the front wheels are always in contact with the ground.”

“It all comes together for us as innovative design, solid build and above all, superior traction and exceptional tyre life, make for a great truck in the Bell B60E ADT,” Francois says.



Francois Miller (left) Plant Manager: Trollope Mining Services with Bell Equipment Sales Representative Geoff Condon.

Bigger and better doesn't always have to be more expensive



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Bell appoints Kanu Equipment as DRC dealer

Bell Equipment has appointed Kanu Equipment as its authorised dealer in the Democratic Republic of Congo (DRC) following the company's decision to sell its assets in that country and migrate to a dealer model.

Group Chief Executive Officer, Leon Goosen, explains that in key strategic African countries the long-term sustainability and shared resources offered by an independent dealer provides the most effective model to ensure that Bell customers receive the level of service and support that they expect.

"Bell has a long and positive association with the Kanu organisation. The Kanu Group distributes and supports Bell equipment in a number of countries throughout Africa and has proven to be an ideal fit for our range of products across the construction, agriculture and mining industries. Kanu's founding values of integrity, flexibility, continuous improvement and exceptional customer service are closely aligned with our Bell values and our philosophy of putting the customer first, which has been key to our successful partnership. We are pleased to have the opportunity to now extend our relationship into the DRC and to better serve this important market."

Kanu Equipment was founded in 2012 and, in addition to the full range of Bell manufactured equipment, they will also distribute and support Bell Equipment's partner products from Bomag, Finlay and Kamaz in the DRC.

Commenting on the announcement, Kanu Equipment Limited CEO, Stephen Smithyman said: "We are extremely pleased to have been awarded dealership rights to distribute Bell equipment in the DRC. It is testimony to our strong relationship with Bell and to our management team that Bell has confidence that we can represent them in this important market.

"We are investing every resource to ensure a seamless transition for customers. We appreciate the importance of relationships built on trust and commit to consistently living our motto of 'Experience the Support' and working towards our mission of being the most supportive dealership on the African continent so that we can earn the continued support of customers."

Kanu Equipment has put together a strong management team to drive the business in the DRC, which includes several former Bell employees. The DRC team will be led by Russell Cleminshaw as Managing Director and Nathalie Beckers as the Director of Administration, both long-standing senior directors within the Kanu Group. Bruce Paterson, a Regional Director, and Tony Irvine, the Group Technical Director, will oversee the DRC from a customer and technical support perspective.



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R350

Cooler Bag 12 Can
Yellow & Black



Product Code:
PR0932712

R155

Laptop Backpack
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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

Mens Katavi Jacket
Softshell - Black & Grey
S- 4XL



Product Code:
PR0932784-PR0932790

R950

S5 Turbo Vellie
Tan
Sizes: 5-10



Product Code:
PR0932760-PR0932765

R670

Kobelco Scale Model
SK330



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

Promo Shop - Richards Bay



Tel: +27 (0)35 907 9312 • www.bellequipment.com
Email: promo.rby@za.bellequipment.com
13 – 19 Carbonode Cell Road, Alton, Richards Bay, 3900, South Africa



Season's greetings

Season's greetings to all our
Bell 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

