

the bulletin

GLOBAL ADT EDITION - VOLUME 1 - 2019



Strong Reliable Machines
Strong Reliable Support

BELL

ADT Infield Feedback

B40E



Site Overview

A Zambian customer purchased six B40Es in June 2018, which are used to haul waste and ore out of a mining pit with a return haul of approximately 4 kilometres.

Productivity

In six months, a total of **15 986 hours** have been clocked up with **1 509 510 tonnes** hauled by using only **404 422 litres** of fuel.

Machine Availability

Mechanical availability has been over 95%.

Average Fuel Consumption

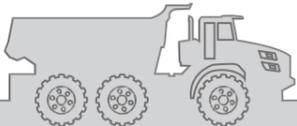
25,3 l/hr

Average Production

94,4 t/hr

Average Tonnes/Litre

3,73 t/l



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Strong Reliable Machines
Strong Reliable Support **BELL**

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Cover
Completing Bell Equipment's unique 4x4 ADT range, the brand-new Bell B45E proved the company's consistent product development strategy... read more on page 6.

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Stop scuffing around

Protect your tyres and the environment!



Bell1343

Our B30E 4x4 eliminates the middle axle, which means no tyre scuffing thus less damage to the tyres and road surface.

With a 1.3 m reduction in the outer turning circle diameter compared to our standard B30E, our 4x4 is also highly manoeuvrable in tight spaces.

Even better...it gives you the same production at a lower overall cost.



Kind on the environment and on your pocket.



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Strong Reliable Machines
Strong Reliable Support



insight

Much of our news in this edition is attributed to Bauma Munich in Germany, which took place in April and always provides a sound platform to introduce new ADT innovations to our global target audience. This year was no different as we showcased our B45E 4x4 and announced the upcoming Mark 3.0 upgrades to our E-series range. It was also rewarding to see the wonderful turnout by our customers and dealers and experience the upbeat environment.

You will also read that the expansion of our factory in Eisenach-Kindel, Germany is nearing completion and is a direct consequence of the widespread acceptance of our E-series ADTs in North America and Europe. This investment demonstrates our commitment to be a truly global manufacturer and aims to enhance our flexibility, enabling us to respond more efficiently to customer requirements.

We, at Bell, have always maintained that our machines are built to withstand the world's harshest operating environments and passionately stand by our motto of 'Strong Reliable Machines, Strong Reliable Support'.

We are therefore excited by news of a fleet of 45 x D-series trucks working on a construction site in Kuwait. Since commencing work in 2007 the fleet has clocked up almost 3 million hours - a great testament to the longevity that can be achieved by Bell ADTs and a story that speaks to the value of regular and proper maintenance.

In closing, Bell Equipment was awarded Exporter of the Year Award (Large category; turnover >R200 million) at the inaugural Exporter of the Year Awards for capital equipment manufacturers held in Johannesburg at the end of May.

The award organisers commended the winners for their sterling efforts "in putting South African manufacturing on the map" and, on behalf of Bell, I would like to thank our customers for having confidence in our products and for your ongoing support of our brand.

Leon Goosen
Group Chief Executive Officer



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Bell celebrates another successful Bauma

With a total of 620 000 visitors from over 200 countries, Bauma 2019 set new attendance records and lived up to its international flavour. Bell executives have given positive feedback of the show and are buoyed by the quality of visitors who represented the heavy earthmoving and mining sectors. Optimistic market perspectives in important global regions further fuelled Bell Equipment's successful Bauma experience in Munich, Germany.

"It was a pleasure for us to welcome visitors, customers and dealers from all over the world," says Bell CEO Leon Goosen. "We had a large turnout from our traditionally strong global ADT market regions such as North America, Europe, Australia, South Africa and Asia Pacific. It was also encouraging to see representation from regions like South America, the Middle East and North Africa where we are creating a strong dealer model and building our brand as a global ADT specialist."

According to Leon, customer interest was very specific this time around: "We received a number of concrete enquiries requesting tailor-made solutions, which will certainly lead to a number of sales and collaboration projects in due course. We anticipate global growth of the ADT market and the positive sentiment at Bauma has reaffirmed our decision to expand our European ADT factory and invest in the continuous development of our worldwide aftersales and customer support organisation."

Bell Equipment's Bauma line-up emphasised the company's approach to ADT technology and the wide scope of ADT solutions available, comprising traditional 6x6 models and the newer 4x4 variants.

Bell Equipment's 6x6 range – the largest on the world market with seven models spanning payloads

of 18 to 50 tons – was represented by the B20E Low Ground Pressure (LGP) and the B50E. "Launching the low ground pressure 20-ton truck outside the UK and US served new customers from market segments that don't typically have a use for our larger models," says Stephen Jones, Director: Global Product Portfolio and Marketing. "It's now up to our regional branches and dealers to develop this potential in the construction industry, infrastructure and environmental/energy-related projects."

haulage solutions for extreme off-road conditions. Our 50-ton truck definitely defines Bell as the real ADT specialist because, in addition to being a well-proven product, it also has the most comprehensive offering of standard features in the industry."

Bauma stands for innovation and Bell once again delivered with the launch of the new B45E 4x4. "As a company we consistently develop equipment solutions in direct response to customer requirements and demands, and our B45E 4x4 is no different. Together with our 30 and 60-ton 4x4 trucks, we now offer customers ideally sized articulated, two-axle all-wheel drive trucks that feature highly efficient driveline technology with safe, all-weather capabilities. Where specific site conditions comply, this 4x4 solution creates interesting, cost-saving potentials when compared to conventional hauling concepts."

Commenting on the show, Stephen concludes: "Bauma is always a highly anticipated event on the Bell calendar and requires a huge investment in planning and resources, as well as a significant commitment from our global sales force, which is well represented throughout the show. We thank all our visitors, customers and dealers who showed support for Bell at Bauma. We appreciate the opportunity to network on a large scale and reach out to our customers in particular."



Exhibiting the B50E, Bell Equipment's largest 6x6 ADT, was likewise beneficial. "Customers were able to make direct stand-to-stand comparisons and recognise that Bell is still setting industry benchmarks in terms of the efficiency and safety of their



The Bell Bauma stand gave an impressive snapshot of our comprehensive ADT range offered to all global segments of earthmoving, quarrying and mining.



Our multi-national experts from Bell Equipment's sales and technical departments provided competent customer support during the seven busy Bauma days.

Bell – the complete ADT solutions provider

Bell Equipment, the only Articulated Dump Truck (ADT) manufacturer with a factory in Germany, distinguished itself as a solutions provider able to meet any ADT requirement by displaying the B20E 6x6 Low Ground Pressure (LGP), the B45E 4x4 and the B50E 6x6 at Bauma Munich in April to illustrate the scope of its range.

The B20E 6x6 LGP is an ultra-low ground pressure truck aimed at smaller construction markets and ideally suited to regions that experience soft and wet ground conditions. The B45E 4x4 is the third and latest addition to the Bell 4x4 range and is well suited to large quarrying and niche mining applications where underfoot conditions are firm yet undulating and slippery during wet weather. It is also aimed at job sites characterised by limited space requiring tight turns. The B50E 6x6 is the company's largest 6x6 ADT and is geared for bulk earthworks and mining in challenging off-road conditions. With an excellent power-to-weight ratio and high flotation tyres, the B50E is able to operate in any conditions.

Bell Equipment's Managing Director: Europe, Middle East and Africa, Douglas Morris, said: "For customers who are unable to do a job with rigid dump trucks or conventional tippers, we wanted to send a clear message that Bell offers the widest range of ADT possibilities. In addition to our extensive standard 6x6 range and

growing 4x4 offering, we have a specialised department dedicated to the design and manufacture of niche ADT derivatives to meet customers' specific requirements for unique applications."

"At Bell we sweat the small stuff – the low volume/specialised machines – and the big stuff because it's important to us that we provide our customers with competitive solutions across a range of potential applications so that we are able to successfully meet all their haulage needs no matter how niche they may be."

Mark 3.0 – Stage 5

Bell Equipment also announced the exciting news of a significant upgrade to its E-series generation of ADTs.

According to Bell Equipment Product Marketing Manager, Tristan du Pisanie, the most substantial changes are to the E-series small trucks, which now feature electronic bonnet opening across the range, the same as the E-series large trucks. "The cab has been standardised with that of the larger trucks and the new standard LED reverse lights throw light that is closer to daylight conditions for improved visibility and safety. These LED lights are also significantly more durable, lasting substantially longer than halogen lights, and are offered as an option for the work lights under the cab peak and towards the articulation joint."

The Stage 4 B30E produces 246kW and 1 300Nm but this will increase to 260kW and 1 450Nm in the Mark 3.0 model. The increased

power and the new Allison 3400 transmission, which delivers more evenly spaced and closer ratios in lower gears, will provide improved climbing ability and acceleration as well as better fuel consumption.

"Automatic retardation now happens through the electronic activation of the wet disc brakes, as is the case with the E-series large trucks. The wet brake oil will be circulated, filtered and cooled," continues Tristan. "This allows enhanced downhill speed control with faster reaction times and improved low speed functionality than the previous B30E units."



Bell Equipment Product Marketing Manager, Tristan du Pisanie.

The B30E will also feature automatic Hill Hold as standard, which prevents the truck from rolling backwards by automatically applying brakes if the operator takes their foot off the accelerator pedal while driving up an incline, laden or unladen.

Under the bonnet, the small and large trucks all have FuelSense® 2.0 transmission calibrations with

equation-based shifting. Says Tristan: "As the name implies, the calibrations optimise fuel consumption and truck performance by varying the shift points to match the haul profile with higher shift points on steeper gradients and lower shift points on flatter terrain. This means that the truck often shifts at a lower rpm for better efficiency while providing an improved experience for operators."

In terms of Stage 5 emissions regulations, both the small and large E-series Mark 3.0 trucks will be fitted with the relevant Stage 5 emissions regulated engine with the exhaust after-treatment featuring a diesel particulate filter (DPF).

Europe introduced Stage 5 legislation in January 2019, which necessitates that all engines have a diesel particulate filter (DPF). By taking advantage of the engine buy ahead option, Bell Equipment

will start production of Mark 3.0 ADTs fitted with Stage 5 certified engines in the third quarter of 2019.

Customer support investment

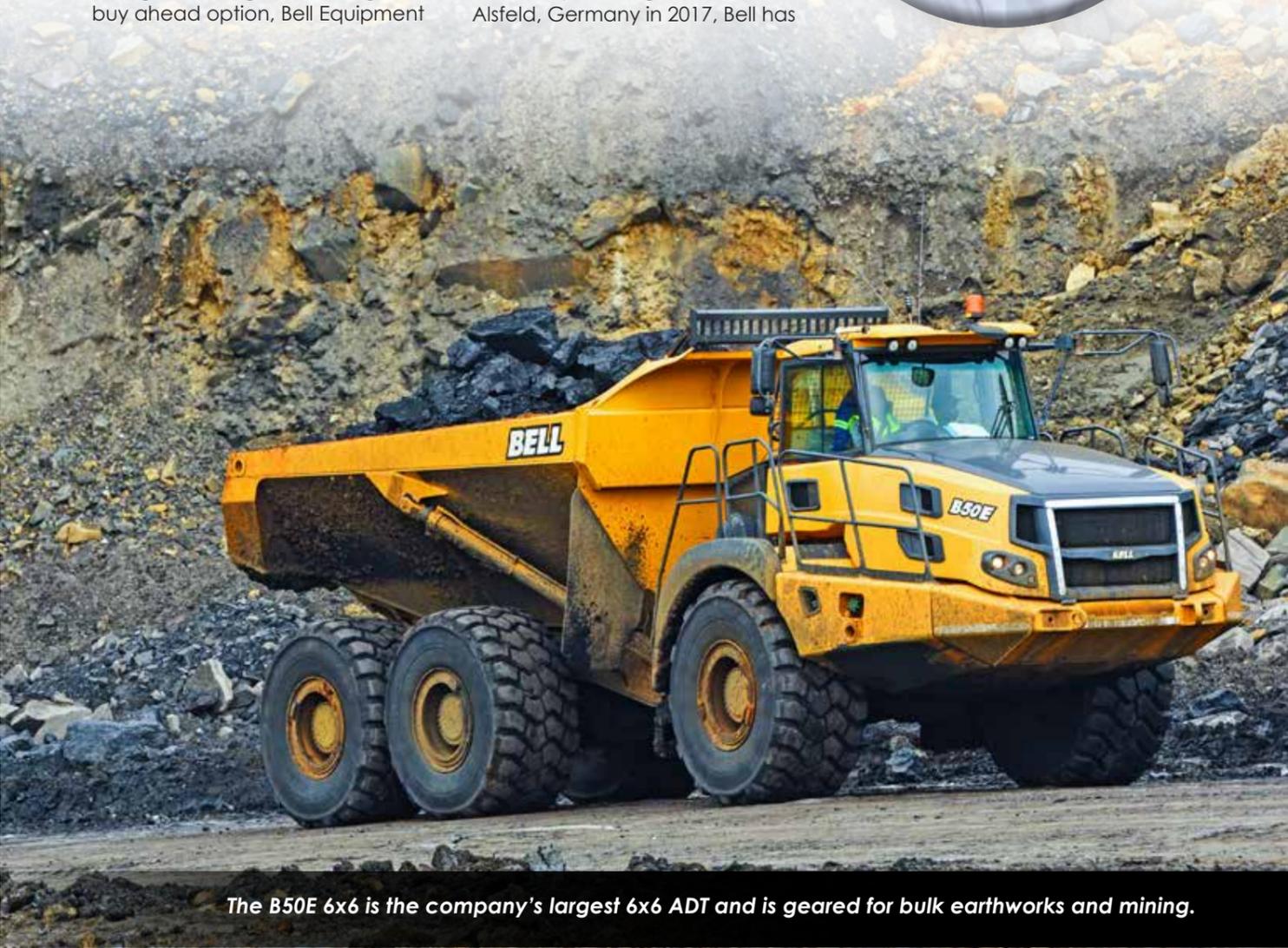
In addition to the ADT upgrade, Bell Equipment's customer support capability has been considerably enhanced by investments into support infrastructure in the Northern Hemisphere. At the end of 2018 the company opened its American Logistics Centre in North Carolina to better serve customers in the region. President of Bell Equipment North America, Neville Paynter, said: "The substantial uptake of Bell ADTs in the US market has necessitated this investment to support our aftermarket requirements and we are strengthened by what this means to our customers and the improved uptime of their trucks."

Following the completion of the new European Logistics Centre in Alsfeld, Germany in 2017, Bell has

also commenced the expansion of its factory in Eisenach-Kindel in mid-2018. Scheduled for completion in June 2019, the facility will incorporate state-of-the-art manufacturing equipment geared towards reducing operational and product costs as well as improving flexibility and supporting growth in the Northern Hemisphere markets.



President of Bell Equipment North America, Neville Paynter.



The B50E 6x6 is the company's largest 6x6 ADT and is geared for bulk earthworks and mining.

Global launch of the Bell B20E LGP

Following successful introductions to the highly competitive Articulated Dump Truck (ADT) markets in the United Kingdom and North America, Bell Equipment has extended its global 6x6 ADT offering with the 20-ton Bell B20E Low Ground Pressure (LGP). This compact and durable solution perfectly combines the renowned Bell qualities of class-leading suspension travel, outstanding fuel economy, leading standards of driver comfort and safety with the benefits of low ground pressure characteristics in soft underfoot conditions and environmentally sensitive areas.

Until recently, the global 20-ton ADT market offered customers limited choice. None of Bell Equipment's larger competitors in the quarrying and mining industries offer solutions with payloads below 20 tonnes, leaving that segment to a few specialists of smaller machinery. Bell Equipment offers the largest ADT range on the globe from large to small ADTs and is therefore the exception. For a number of decades, the company has successfully offered several generations of Bell B18 and B20

models in Southern Africa to construction companies or as customised haulers to many other sectors, including agriculture and forestry.

Based on this experience and making full use of the E-series innovation and developments, the Bell B20E LGP features efficient and powerful drivetrain components providing customers the complete Bell package of proven machine control and automation. This ensures state-of-the-art levels of

comfort, safety and productivity. The emission-compliant Mercedes-Benz 4-cylinder Diesel engine provides 170kW, enabling the 20-ton truck (rated payload: 18t; gross: 34.5t) to perform with a similar power-to-weight ratio as the Bell 30-ton workhorse, the B30E. Power is transferred through a six-gear Allison automatic transmission with optional integrated retarder, ensuring smooth gear changes and actively contributing to an outstanding fuel efficiency.

To ensure extreme off-road capabilities, the new model's unique selling point is the 6x6-drivetrain which is equipped with the latest Bell automatic traction control technologies. Interaxle differential lock (IDL) and limited slip differentials on all axles provide full traction on deep wet ground or soft and sandy areas – fully sealed wet brakes on the front and middle axle handle extreme conditions with ease and reduce maintenance to a minimum.

Superior flotation, another crucial off-road requirement, is guaranteed by low profile, extra wide 800/45 R30.5 tyres that provide the lowest ground pressures under a full load. With these values, the B20E LGP outperforms specialist solutions while still able to offer traditional ADT qualities such as high productivity with fast cycles on well-maintained haul roads, when equipped with standard 20.5R25 tyres.

Wide fields of application

It's exactly that versatility which marks the success of the Bell B20E LGP since its first introduction in specific national markets in 2017. "UK rental companies were on search for a multi-purpose machine, complying with the needs of construction companies in ground development projects for smaller to medium housing or industrial areas," explains Bell Equipment Product Marketing Manager, Tristan du Pisanie. "We presented the B20E LGP as an ideal solution with proven technology and the solid background of our leading customer support." As a result, Bell UK was able to place over 80 units in less than three years.

With its low ground pressure, the Bell B20E LGP is suitable for site stripping in difficult sandy or muddy underfoot conditions. It also guarantees quick access to remote construction sites, such as wind farms, or projects in environmentally sensitive areas,

where larger machines require extensive preparation or cause excessive underfoot damage. The 20-ton truck also operates in most adverse weather conditions ensuring all-year utilisation with a great return on investment.

An important key to the machine's versatility is its compact dimensions: an extremely tight turning radius of 7 585mm guarantees maximum manoeuvrability in close working environments while the transport width of just under 3 metres (fitted 20.5 standard tyres) allows fast relocation via a lowbed without the need for a costly permit. This positions the B20E LGP as the perfect addition to Bell Equipment's already comprehensive ADT range with benefits for everyone involved: customers can maximise their returns through operational flexibility, technical personnel can use their skills on more machines in a given fleet and operators enjoy a comfortable and safe working environment.

Since late 2018, all emissions-regulated Bell B20E LGPs for the Northern Hemisphere markets are produced in Bell Equipment's assembly facility in Eisenach-Kindel, Germany.



Bell development rings in German manufacture

The expansion of Bell Equipment's Eisenach-Kindel factory in Germany is on track for completion in the third quarter and the company eagerly anticipates the subsequent commissioning of a new manufacturing facility to complement its existing assembly plant in Germany and manufacturing plant in South Africa.

According to Bell Equipment Chief Executive, Leon Goosen, the extension is "a significant capital investment" and completing the project in just over a year will be a tremendous achievement, demonstrating the company's commitment to grow as a global

manufacturer. He added that the investment is in direct response to the widespread acceptance and growth in demand of the Bell range of Articulated Dump Trucks.

The expansion follows the completion of a new European

Logistics Centre and Bell Germany headquarters in Alsfeld, Germany in 2017 that has successfully achieved the objectives of improving logistics and customer support. Building on this, the factory expansion project will allow more fabrication to be done closer

to the market which will enhance flexibility and enable Bell to respond more efficiently to customer requirements.

"The expansion got underway last June and will add 12 000m², tripling the existing factory floorspace," said Leon. "Strategically we opted for a modular design that will enable us to further expand the manufacturing facility over time to keep pace with global growth."

"Until now we have only carried out assembly activities at our German factory, but with this expansion we will be leveraging our more than 65 years of manufacturing know-how and implementing full fabrication capacity. This includes investing in

raw material storage and state-of-the-art metal cutting, forming as well as welding automation technology to ensure consistent quality.

The middle of May saw the installation of production equipment followed by the commissioning of this equipment. Initially the facility will be used to manufacture ADT bins to support the existing assembly facility as well as the final stage manufacturing of bonnets for ADTs. Additional space that has been planned for future expansion will be utilised in the interim to improve logistics by providing additional warehousing and material staging for production.

The Thuringer region, in which the Eisenach-Kindel factory is located, is rich in skilled resources that will be required to staff the expansion and Bell also benefitted from an investment grant from Thüringer Aufbaubank in respect of this expansion.

Since the initial opening of the German facility in 2003, Bell has cooperated closely with the regional development agency, LEG Thuringia, and at the groundbreaking ceremony for the expansion in June 2018, the State Secretary of the Ministry of Economy underlined the importance of Bell Equipment's continued commitment for the regional economy.



OEM flexibility and speedy response seal new contract for Burma

Business relationships are a lot like interpersonal relationships where mutual trust ensures growth leading to win-win situations for all. This is what a leading player in the South African plant hire market has found with the original equipment manufacturer (OEM) that supplies the greater majority of its yellow fleet.

Plant hire companies are by their very nature dependent on the quality of design and build in the products their trusted OEMs supply, often at short notice. Such was the case recently when Cape Town-based Burma Plant Hire extended their mining services in the Mpumalanga coal belt.

"We have operated in mining for almost 10 years now, so we are no strangers to the industry, working in

various applications such as opencast mining, rehabilitation and load and haul contracts across various locations including Mpumalanga and the Northern Cape," says Theuns Burger, Managing Director of Burma Plant Hire. "Since becoming part of the Raubex Group of Companies and focusing on the mining industry, we have realigned our reliance on construction and are now heavily biased towards mining."

Theuns explains that recent success is due to the company's sheer flexibility and speed to respond to customer needs. "We had to have equipment available in a hurry and for this we thank our trusted OEM-partners at Bell Equipment who could supply the necessary equipment and support at short notice. This successful turn of events led directly to our new clients acknowledging us as serious players in this competitive market."

Burma Plant Hire's most recent contract is an exciting one as the company is tasked with load and haul duties on a totally green-fields opencast coal mine east of Middelburg in Mpumalanga. Once the assessment for the right loading and haulage tools had been completed, Burma Plant Hire approached Bell Equipment Sales Representative, Clifton Roberts, in Cape Town for an impressive range of yellow machines.

Between December 2018 and March 2019, Burma Plant Hire took delivery of 11 Bell B60E Articulated Dump Trucks, seven Kobelco SK850LC-8 Excavators and 15 Bell B45E Articulated Dump Trucks (ADTs) – a total complement of 33 pieces of equipment, most of which were established within the first two months.

"We're firmly of the opinion that the 85-ton Kobelco SK850LC-8 Excavator with its 5,1 cubic metre

bucket is the ideal loading tool for both the Bell B60E and Bell B45E ADTs and quick loading makes for faster cycle times and subsequent improved production," Theuns explains.

"The request for using 60-ton ADTs had been made by our clients which meant that choosing Bell Equipment's by now proven B60E machines was a no-brainer," Theuns adds. "We also felt that adding the Bell 45E ADTs into the mix would give us more versatility when tasks varied. Both the Bell B60E and B45E ADTs have shown that they work well when fully laden in slippery underfoot conditions and they were severely tested during a wet February 2019."

The topsoil and overburden are hauled to stockpiles within the mine's boundaries from where it will be easily accessible for later rehabilitation. Given proper mine

planning and the proximity of these stockpiles, haul distances should never exceed 3km in one direction.

Whilst this contract is operated on a dry rate, Burma Plant Hire's decision to buy Bell and Kobelco equipment is driven largely by fuel efficiency, which in this instance the customer benefits from directly.

Theuns acknowledges that any piece of earthmoving equipment is only as good as its maintenance allows it to be and for this reason the company has appointed Bell Equipment to base dedicated Bell-trained specialists permanently on the mine. "We've committed to meeting our production targets, but we know that diligent maintenance and working safely ensures this," he says. "Having Bell Equipment backing us technically especially beyond the warranty period, gives us much confidence to maintain that commitment and



the company has already proved its value during site start-up when technical experts were on site to ensure maximum uptime on equipment from the outset."

The successful conclusion of this transaction is summed up by John Collins, Bell Equipment's General

Manager: Cape Region and Namibia when he says: "This whole deal was truly an exceptional team effort and unified alignment to the vision of our great client and partners in the Burma team, by all our Cape region staff and Bell head office management with great aftermarket support from our

Central region operation. I believe this may be one of the largest such deals ever in the history of Bell Equipment Sales South Africa and we have every confidence that this is the start of greater things for our valued client, Burma Plant Hire."



MD of Bell Equipment Sales South Africa, Duncan Mashika, handed over a memento to the MD of Burma Plant Hire, Theuns Burger, at a function in Middelburg to mark the delivery of 11 B60E and 15 B45E ADTs as well as 7 Kobelco SK850LC Excavators to the company.

Bell Bowser settles the dust for Green's Haulage and Plant

Green's Haulage and Plant, a construction equipment specialist based in Leicestershire in the United Kingdom, has purchased its first Bell Equipment bowser; a water distributing tanker, purpose designed and built onto a pre-owned B30D ADT.

The machine, which is currently proving its worth dousing dust in the Newbold Quarry in Staffordshire, is succeeding in making the surrounding environment cleaner, safer and more comfortable for operating staff and neighbouring residents.

The pre-owned B30D, which had 10 000 hours on the clock, was converted into a 27 000-litre bowser by Bell Equipment's South African division. The tank can be filled with water manually or, in Green's case, by using its integral pump to extract water from quarry ponds.

"We're delighted with the converted vehicle," says Nigel Green, the company's Director. "As this is a tank on an ADT, it's built to handle the weight of the water it holds and appears truly at home dampening down the quarry's long-haul roads. Whilst a tractor bowser can serve its purpose well in farming fields, a quarry presents

a different, more demanding environment, where a machine created for plant operations can perform more efficiently and safely. By demonstrating performance like this, we'd certainly be looking at purchasing a further machine in the future."

Accounts Manager at Bell Equipment UK, Ian Cobden, has

been delighted to learn of the bowser's success on site. "This is a terrific conversion for use in dusty, construction environments. Built specifically for the industry it works within, it's a machine that proves itself to be suitable and highly dependable."



Bell B20E builds a strong reputation at Danish tile and brick works

J & K Kappel Entreprenørforretning ApS in Ydby near Hurup Thy in northwestern Denmark has been working for the tile and brick works Ydby and Helligsø for over 50 years and hauls 50 000 to 60 000m³ of clay for their production every year.

Here, the new Bell B20E ADT plays an important role as it is approved for a total load capacity of 26 tons when driving on public roads and is therefore ideal for the transport between clay pits and brick works.

"It has been important for our choice that we could get licence plates," says Per Kappel, who owns the company together with Henrik, Klavs and Janus Kappel. "At the same time, the truck meets our requirements for load capacity and driving comfort."

Quiet and easy to drive

In the photographs the Bell B20E is driven by Kristian Bisgaard. He is pleased that it is quiet, easy to drive and has a comfortable

cabin. He also praises the onboard weighing system: "It's nice that I can weigh the load myself and see if there is too little or too much. Things must fit. At the same time, the 10" display gives me a lot of information about driving, and the rear camera is also a good help."

Daily production is recorded by the integrated Fleetmatic® system. The ADT's driving distance, number of tips, tonnes, tonnes moved per litre of fuel, etc. can also be called up on the info screen when the driver has to submit his work slip at the end of the day. This data also forms the base of the customer's invoice when settled per cubic metre or per metric tonnes.

6X6 ADT approved for road transport

Bell ADTs are known for their efficiency where the loads are handled with a faster cycle and lower fuel consumption than other dumpers on the market. The Bell B20E is no different and has a whole host of features that ensure higher productivity, more payload, lower daily operating costs, superior driving capabilities and uncompromising safety. In Denmark the B20E also complies to road transport regulations (total weight: 26t; max. speed: 40km/h) and can be equipped with both standard and flotation tyres.

Article courtesy of EFFEKT magazine.

J & K Kappel Entreprenørforretning ApS: *Construction work, transportation and everything from sand to granite*

J & K Kappel Entreprenørforretning ApS, founded in 1942, specialises in construction work and runs a modern fleet of efficient equipment to solve these tasks.

This applies to excavations for new construction, roads and installations, stables and slurry tanks, ground drainage as well as pipes and cables. The machinery fleet includes trucks and containers for transporting construction waste, soil, gravel and other bulk materials and the respective equipment for professional recycling of those materials.

The company, with currently more than 20 employees, also solves a large number of tasks within haulage operations. Among other things, transport of agricultural crops as well as building and construction materials such as gravel and sand for concrete factories in Hurup, Bedsted and Thisted - plus shards for the asphalt factories in Vilsund and Videbæk. In addition to trucks, the fleet also includes tank trailers and cranes.

From the company's quarry, a large array of materials from sand, gravel to granite can be supplied, including armour stones for coastal protection.

Photographs courtesy of Nils Holm.



BMH loads up on B30Es for Mozambique coal contract

In pressurised opencast mining production having the correct and compatible loading and hauling tools are paramount to success. Being able to maximise the capability of such tools is an added bonus that benefits clients and machine owners alike and brings repeat business.

This is what excites James Knowles who is the owner of Bulk Machine Hire, based in Gauteng, South Africa. During the latter part of 2018 his company landed a topsoil-stripping contract on a large opencast coal mine in the country's Mpumalanga Province where the simple sounding task at hand belies the challenges that his mining teams face.

Bulk Machine Hire has been around for the past 16 years and undertakes contract mining and material handling assignments across a broad spectrum of mining industries from coal and silica to

working in the gas fields of Mozambique. James had first honed his knowledge of earthmoving equipment during eight years as a sales representative for Bell Equipment before venturing out on his own.

"This current contract is not our first venture into the coal mining industry, but it is a challenging one in an area that has high rainfall leading to shallow water tables where good traction for haulage machines is so important," he says. "We realised that to successfully meet, and possibly exceed, the targets of cubic metres of material

moved that our clients demanded we would need powerful new and reliable equipment."

"For that reason, we invested in a fleet of eight new all-wheel drive Bell B30E Articulated Dump Trucks (ADTs) and two new Kobelco SK500HDLC Excavators. We believe the Kobelco 50-ton machine, with its 3,1 cubic metre bucket, is the ideal loading tool for the Bell B30E ADTs."

Just prior to delivery of the Bell B30E ADTs, the ADT bins were fitted with 200mm greedy boards, increasing the carrying capacity of the

machines. The topsoil that they primarily haul has a low specific gravity and the subsequent increase in load volume does not tax the machine. Despite the increased capacity, the Kobelco SK500HDLC Excavators fill the bin in a mere five to seven scoops, which makes for faster cycle times. The haul to the topsoil dump is about 1,5km.

Most modern opencast coal mining in South Africa is done responsibly and using the 'roll-over method' where mined-out seams are backfilled immediately, hence the need to stockpile topsoil. Effective stripping and loading are therefore important and here the Kobelco SK500HDLC machines really come into their own right, according to James.

"In terms of our contract we work on dry fuel rates, but this does not mean that we don't monitor our fuel consumption closely," he says. "Our new Bell B30E ADTs have clocked an average 1 000 hours each in the five months that we've had them. At expected high

mechanical availabilities and fuel consumption of only 15 litres an hour, they definitely add value to the operation. Using high flotation tyres in underfoot conditions that get extremely slippery at times is a must."

"The two Kobelco Excavators are just passing the 1 200 hour mark and their fuel burn averages out at around 45 litres an hour which, considering the work they do, is more than acceptable to us and our clients."

James and his team at Bulk Machine Hire have learnt that as good as any piece of mechanical equipment can be, effective and diligent maintenance is the key to longevity of the equipment resulting in a decent return on investment. To this end, the company has entered into a maintenance contract with Bell

Equipment to maintain and repair the fleet beyond the warranty period.

"Call me biased if you like but of our total fleet of some 75 machines, 65 come from Bell Equipment and that has to tell you something," he smiles. "We still appreciate the open lines of communication we have with our OEM of choice and I can call our Bell Sales Representative, Kobus van Niekerk, at any hour."



B40Es are the best choice for BB Transport

The current boom in the South African coal mining industry has seen established coal mining companies extend the lives of their existing mines in somewhat innovative ways, often turning old underground works into opencast operations.

To do this safely they need experienced contractors who appreciate this sometimes hazardous environment and one such contractor is steadily earning a reputation for completing projects on time and on budget.

BB Transport is headquartered in Emalahleni but it wasn't always so. The company had started life as a furniture removals business in the Glencoe region of South Africa's KwaZulu-Natal Province in 1970 and was founded by the Munro

family. This energetic family soon ventured into civil construction, bulk earthworks and quarrying and from there specialised in rehabilitating coal mine discard dumps during mine closures all over northern KwaZulu-Natal, until that work dried up.

"In 2005 the Munro family landed its first contract in the Mpumalanga coalfields when they were tasked with the rehabilitation of old dumps," says Gerbrandt Alberts, BB Transport's Managing Director. "These old coal discard dumps get shaped according to a strict design and, once they are covered in lime and topsoil, grass is planted with the aim of incorporating the dump into the existing topography."

The Munro family's representation now extends to the third generation with Operations Director, Alex Munro Jnr, a qualified civil engineer working with fellow directors, Gerhard Munro Snr

(Mechanical), Colly Meintjes (Financial) and Ntombi Mazubane (Non-Executive). Ntombi Mazubane is a qualified mining engineer.

"By the time I got to know the founders and later generations of this company, BB Transport, in 2006 they had forged themselves into a solid unit with a growing reputation, showing integrity and dependable delivery in the Mpumalanga coalfields. And I was proud to join them," Gerbrandt adds. "It was also around this time that we first bought haulage tools from Bell Equipment when we took delivery of two new Bell B25D Articulated Dump Trucks (ADTs)

with tailgates that we used for cleaning slurry dams and containing spills before they could damage the environment."

According to Gerbrandt, they chose Bell B25D ADTs for their robust design and build, facts which have fully justified their competitive purchase price with each ADT now boasting around 20 000 hours of service while still in daily use.

"Our field of expertise has placed us in somewhat of a niche market but to maintain that special place we rely heavily on our vast fleet of yellow machines, which includes excavators from 20 to 120 tons,



ADTs, wheeled loaders, dozers, graders, rollers and water carts," Gerbrandt explains. "With our current contract for one of the largest coal mining companies, we've been tasked with rehabilitating areas where potential sinkholes could occur due to former underground board and pillar mining methods."

Gerbrandt explains that this type of operation demands that many cubic metres of topsoil be stripped, hauled and live-placed according to specific procedures before

treating sinkholes and stabilising areas where sinkholes could form. This is also necessary because of the underground conditions which apply everywhere that new infrastructure is planned to be constructed to extend the life of the mine.

"When we landed this current contract in 2018, we knew it was time to invest in and deploy new haulage trucks and after receiving very good value proposition from Bell Equipment's Sales Representative, Carel Venter, we

felt more than confident in buying four new Bell B40E ADTs. We also knew that due to the speed with which our clients wanted the work completed, we'd be relying heavily on high utilisation from these new Bell B40E ADTs and we have not been disappointed. Despite some minor technical glitches that were quickly fixed by Bell Equipment, we've enjoyed sustained production from these known workhorses in the Bell stable."

"Unlike most other contracts, here we operate on wet rates and I can say that we've been very impressed by the fuel burn of between 15 and 16 litres of diesel per hour by the Bell B40E ADTs," he enthuses. "Besides the sinkhole rehabilitation, we also construct haul roads, strip and place topsoil, truck and shovel the pre-strip as well as assisting with creating a new box cut. Our Bell B40E ADTs run with big heaped loads of topsoil which is often wet, which makes this frugal fuel burn all the more pleasing."

BB Transport's fleet of Bell ADTs are serviced by trained personnel from the Bell Equipment Customer Service Centre in Middelburg while under warranty. According to Gerbrandt, Bell Equipment's wide footprint adds to his company's confidence in the brand and spares availability and quick response times makes for a standout feature in dealing with the OEM.

"Coal is such an important commodity right now with both its domestic use as well as earning

our country valuable foreign currency when exported. When we consider that we're playing a part in extending the production capabilities of our clients, we're proud to do that, although we rely heavily on earthmoving equipment that delivers as our new Bell B40E ADTs do."



On site are (from left): Alex Munro (Operations Director), Ntombi Mazubane (Non-Executive Director), Gerbrandt Alberts (Managing Director), Gerhard Munro Snr (Mechanical Director) and Gerhard Munro Jnr (Project Foreman).

Middle Eastern Bell fleet draws close to racking up 3 million hours

Bell Equipment has announced that a fleet of 37 B40Ds and eight B50Ds, commissioned for a major construction project in Kuwait in 2007 and 2008, has collectively accumulated close to 3 000 000 operational hours, thanks to its operators' attentive programme of service and maintenance.

The vehicles, which were shipped to the Middle East in two tranches during the mid-2000s, have individually clocked between 56 204 and 60 208 hours and continue to remain in extremely good condition.

The trucks have been maintained by the client's own trained engineers and, owing to the high sulphur content in the fuel being used, have been serviced every 250 hours. Bell Equipment has supplied all the necessary replacement parts and oils required and made regular visits to the Kuwait site during the 11-year project to-date, offering advice and recommending preventative maintenance actions.

"Reaching such a colossal working hour total is an incredible engineering achievement for this fleet of machines," says Bell Equipment UK's Managing

Director, Nick Learoyd. "These vehicles have been put to the test under challenging environmental conditions, where heat and dust can easily affect the functionality and reliability of engines and cooling systems. While demonstrating the capabilities of our 'built-to-last' ADTs, the fleet also speaks to the value and importance of stringent maintenance programmes."

Whilst weather conditions differ in the UK, where rain and mud put machines through their paces in comparison, Nick goes on to say that similar levels of commitment to service and maintenance can significantly increase the functioning life of Bell vehicles here too.

"For the UK market, we recommend that operators service machines every 500 hours. It's a process we support every step of

the way. We can arrange for our qualified engineers to perform all necessary maintenance and servicing, or alternatively supply customers with service kits for their own engineers to use at each recommended stage. The kits contain all the oils and filters required to complete a service at each suggested interval, from 500 hours onwards.

"With the right technical advice and commitment to maintenance there's every opportunity for any UK Bell machine to achieve its own impressive working hour milestone.

"In the meantime, we hope the machines operating in Kuwait continue to go the distance and make it to their next million hours in the not too distant future."



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