

the bulletin

GLOBAL ADT EDITION - VOLUME 1 - 2020



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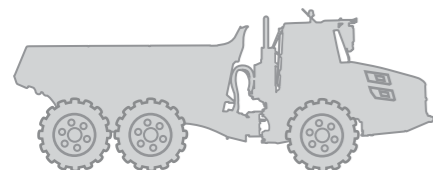
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It's all about economies of scale; the ability to move more for less. Bell was the first to market with a production 50-ton 6x6 ADT and now the legacy continues with the B50E offering.



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Cover

The durability and reliability of earlier model Bell trucks on major projects in the Pacific Islands was part of the reason that Vuksich and Borich in New Zealand invested in new Bell B30E ADTs. Read their full story on page 16.

Published by the

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Introducing another Bell 4x4 Kingpin

As not all job sites need a 6x6 ADT, we've designed the B30E 4x4 to give you the same production at a lower overall cost.



Eliminating the middle axle means no tyre scuffing thus less damage to the tyres and road surface.

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Our 4x4 ADT range also includes the B45E and B60E.



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insight

It goes without saying that 2020 will be remembered as an extraordinary year. The COVID-19 pandemic has challenged our lives and livelihoods, created global uncertainty, and changed the way we interact with one another. Sanitising and social distancing have been adopted as the 'new normal' and Bell Equipment is doing everything in our control to keep our stakeholders safe and healthy. Along with the rest of the world, we are constantly

monitoring and adapting to the changing environment to limit the impact on all our operations as far as possible. Signs of recovery can be seen in several key markets and there has been interest for the supply of equipment to large international projects. We believe that we have the capacity and the people to recover from the delay the virus caused at the beginning of the year.

The fundamental strength of our product range and the quality of our distributor and support networks will count for us in the post COVID-19 recovery. The group is also well positioned with solutions for autonomous operations in a low-touch, post COVID-19 world as you will

read in our lead story about our new Low Profile Articulated Dump Trucks for underground mining.

In this edition we feature another new product, the Bell Tracked Carrier, which was on display for the first time at CONEXPO, Las Vegas in the United States in March. The show feels like a lifetime ago, but we are extremely grateful to those visitors and customers who supported the exhibition and came to see our exciting niche product.

We look forward to the opportunity to attend trade shows and network with our customers face-to-face again. Our sights are firmly set on Intermat 2021 but until then we trust you will enjoy reading about our customers from around the globe and their experiences with our Bell trucks.

Stay safe!

Leon Goosen
Group Chief Executive Officer



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Bell takes its industry leading technology underground with new side-mount trucks



The latest generation Bell B30L and B35L Low Profile Articulated Dump Trucks (ADTs) deliver the lowest cost per tonne solution, more practical styling and an 'autonomous ready' platform that is easily configurable for remote operation either by a handheld remote control or a more sophisticated autonomous control centre.

Bell Equipment Product Designer, Shaun Tucker, explains that making the truck 'future proof' was a key design input as "these machines generally have a long life underground and in five years' time there may be more of a need for autonomous control than there is today.

"Underground haul roads don't change and could easily be automated in the future so we chose components that would open that gap for us. Additionally, the remote capability allows the machine to be operated via remote control in dangerous conditions where it might not be safe for an operator. This machine has all the bells and whistles in terms of being PDS (pedestrian detection system), remote control and autonomous ready."

To achieve a more practical layout, product designers listened to customer feedback and moved from a centre-mounted cab to a left-hand side mount. The vehicle height remains unchanged at 2,6m but the cab now sits much lower resulting in increased headroom and operator comfort. With this configuration Bell can offer a cab height of 2,4m as an option.

The ergonomics of the cab have been further fine-tuned with an Isringhausen suspension seat and a workstation featuring Bell Equipment's robust sealed switch module (SSM) and an all-new 7-inch colour monitor that is more responsive and displays improved graphics. A 360-degree camera gives a bird's eye view of the vehicle and defaults to the right-hand side blind spot for added safety.

Under the bonnet the new generation Mercedes Benz OM471LA (320kW – B30L; 360kW – B35L) engine replaces the Mercedes Benz OM501LA (290kW) engine and provides a highly efficient power-to-weight ratio with superior drive up or out of the shaft and fuel efficiency gains.

Other driveline components are common to the industry and have been derived from the large surface Bell B40E and B45E truck platform to provide shared aftermarket support.

According to Shaun the new underground trucks also offer many of the same standard safety features and productivity advantages of their surface counterparts. Safety features include keyless start, HillAssist, speed control, Bin Tip Prevention, Auto Park Application (APA) and Turbo Spin Protection to protect the engine. In terms of productivity, the Bell B30L and B35L are now fitted standard with onboard weighing and Bell Equipment's proprietary fleet management software, Fleetm@tic®, so machine owners have access to daily production figures.

Product designers spent great effort ironing out acute angles in the bin design to prevent carry back at "seeding points". In addition, rolled edges and a tipping angle of 70-degrees ensures optimum dispersion of the payload.

Shaun continues: "A lot of thought and work has gone into the right-hand side of the machine to offer ground level access for

maintenance and remote filter replacement. This includes the two transmission filters, the transfer case filter, and the air filter, which is heavy duty to handle the harshest underground environment. The steps on the right-hand side leads to large service hatches next to the cab for ease of servicing the major components if necessary."

The Bell B30L was recently demonstrated at two open days at the Bell Factory in Richards Bay providing an opportunity for an internal cross-functional review of the new truck to feedback any possible improvements. According to Shaun the response was encouraging, and the truck will now be tested at a local underground mine where it will join the mine's existing fleet in a production cycle.



Bell Electrical Product Designer, Ashern Ramesar, and Product Designer, Shaun Tucker, demonstrate the easy ground level access for maintenance.



Bell B30E is on target for Bullseye Construction



US site development contractor, Bullseye Construction Inc, is a company that has developed a solid reputation for providing prompt, quality service. Their experience with their fleet of six Bell B30Es is helping to cement that reputation thanks to the trucks' productivity and reliability as well as the strong support from their dealer, May Heavy Equipment.

The company was established in 2003 in North Carolina by James Broughman, Lucky Silcox and Kevin Johnson. Kevin serves as President of Bullseye Construction and recalls: "We started out strictly as a utility contractor and after a few years we got more involved and did grading and site development, and eventually turned into a full turnkey site development contractor. During the first 10 years we concentrated on public work, sidewalk, and street-type work but over the past few years we've really grown, and we moved into being fully private in the past five years."

He continues: "We've found our niche doing full horizontal development until the point that a site is ready for houses or buildings, commercial structures or whatever. Currently we're working on a neighbourhood of 105 single family homes in the Charlotte area where the responsiveness of the Bell B30E and its quickness in field is making a huge difference to our operation."

Bullseye Construction's Project Manager, Alec Morrisette believes that being able to move a lot of dirt quickly is what makes a project profitable for Bullseye Construction,

and the B30E is an ideal tool with its 23,5yd³ (18m³) payload and its efficiency in the field.

Kevin adds that the solid tailgate construction is another contributing factor. "Over the first few years of operating trucks we didn't know a lot but then we started finding out how important tailgate construction was, and we heard a lot of positive feedback about the B30E's tailgate. Whether it's loaded or unloaded, the truck isn't as 'bouncy' is the word that I use. When it's not as bouncy everything expedites. You're going to load it more, drive it faster and not have



President of Bullseye Construction, Kevin Johnson, with the company's Head Estimator, Dan McBride, and Project Manager, Alec Morrisette.



to watch for every little ditch you must cross over. The turn times are a lot better."

He adds: "When you've got an operator who wants to be in a piece of equipment then everything benefits. That's the one thing that has come across with the Bell B30E."

Alec elaborates on the operator comfort: "We have various people of different ages driving these

trucks. The older folk sometimes drive so comfort is necessary and we've had a lot of feedback that the ride is excellent with the air suspension seat. We also have both male and female drivers and they've commented on the ease of driving and how the truck feels better across rough terrain or coming out of a rough cut. We've had positive comments about the air conditioner and that the cab visibility is better than the other competitor trucks we've had. And

we've had them all; we've had all the different brands."

Bullseye Construction is pleased to have found a truck that is affordable, responsive, fuel efficient and reliable as well as a service provider that adds value. Alec says: "Service is really important because trucks break down. Any truck is going to do that so it's about how quickly you can respond. We can't afford to be down for more than a day or a

day and a half at the most, so May Heavy Equipment has been great at responding, turning things around for us, and getting us back up and running."

Kevin has the last word: "We had a few issues with other trucks and I won't lie, it was like pulling teeth, so I told Alec a few things that I

expected when we were considering making a switch and May Heavy Equipment hit the bullseye. This is how good it was; there was a situation that needed to be resolved on something and between Alec and May Heavy Equipment within a day or two it was sorted out. In the past (with another dealer) that might have

stretched on a month or two and that says it all that I don't even remember the issue now. There are always issues but it's how you resolve those issues that I focus on. When you can resolve them like that it goes a long way to building a long relationship with us and I've been very impressed."



Grizzly Mining and Bell relationship still going strong after over 20 years



The Lufwanyama Pilala area southwest of Kitwe in Zambia is probably best known to those in the emerald mining industry because this is where some of the world's finest examples of this green gemstone are mined.

And much like diamond mining, a disproportionate amount of soil has to be moved to expose the emerald crystals from where they are then carefully removed by hand.

Grizzly Mining has been mining emeralds in this area since 1997. Since starting its operations, the company has relied largely on Bell

Articulated Dump Trucks (ADTs) to move the massive amounts of overburden that it takes to get to the emerald crystals. Grizzly Mining first bought four Bell B25C ADTs and, after some 16 000 hours of service, two of these machines were traded in on larger Bell B30D models before adding three Bell B35D ADTs to its fleet. A fleet of Bell Excavators comprising of six

HD1430s and one HD2045 machine were used to load the trucks.

"Our mine is best known for the rich colour our gemstones provide, which certainly sets our product apart from those stones mined in the rest of the world," says Majed El Shaar, Grizzly Mining's Operations Director. "I have learnt that as our mine has developed over the past



20 plus years, our earthmoving fleet manufactured and maintained by Bell Equipment has grown with us. We feel strongly that to maintain our position as the producers of the best quality and colour stones, we should increase our production and we quite naturally turn to our original equipment manufacturer of choice, Bell Equipment, to assist us."

A fleet of six Bell B40D ADTs bought in 2017 had been worked hard, returning productive hours of between 14 000 and 18 000 hours. In June 2018, six Bell B40E ADTs were added to the fleet to aid the planned increase in production.

The emerald deposits are determined by exploration drilling of which the drilled core samples are then analysed. Mining emeralds is a typical drill, blast, load and haul open-pit operation. At the time of writing, Grizzly Mining was hard at work on a cut-back operation, enlarging an existing mining pit in a race against time before the rainy season, which starts in November each year and lasts until March the following year.

"Ours is a challenging environment for any mining equipment and we see our Bell B40D and E-series ADTs carrying 37 tonne loads on

average up ramps of between 13 and 14%," Majed says.

"The Bell ADTs' power-to-weight ratio is very good and this translates into lowering our production cost per tonne, a crucial factor in any mining operation."

The mined overburden consists of a thin layer of topsoil, softs and quartz rock, of which the latter is spread onto haul roads for better traction in the rainy season. Current haul distances from mining areas to both the mining plant and the waste dumps do not exceed 2km.

According to Maksym Voronin, Grizzly Mining's Assistant Workshop Director, their Bell B40 ADT fleet returns average fuel figures of 23,1 litres per hour on the older D-series and 24,35 litres per hour on the newer E-series. "We don't mind the slightly higher consumption of the new Bell B40E ADTs as they definitely have more horsepower and it shows in faster production cycles. They also have 5% more payload," he says. "We're looking forward to the return of seven of our older B40D ADTs which we're sending to Bell Equipment in batches for refurbishing under the OEM's Reman programme. Once they return, we're confident of

getting at least another 10 000 to 12 000 hours of production from them at a fraction of the cost of a new ADT."

Grizzly Mining's total Bell ADT fleet now numbers 20 B40D- and E-series models, two Bell B30D ADTs and a water and diesel bowser, both mounted on B20D chassis respectively. A Bell 872G all-wheel drive Grader keeps the haul roads in good condition.

"You may well imagine that anywhere in Africa, reliable technical backup and parts availability is paramount to any sustainable mining operation and this has been a stand-out feature of our company's reciprocal loyalty with Bell Equipment over the years," Majed adds. "An added advantage has been the company's commitment to providing a sustained high level of service to us by placing a qualified mechanic on our site and he assists our machine operators with their daily checklists prior to starting a shift. Given the tough environment where we operate, we appreciate that any machine may suffer downtime but having Bell Equipment's backing gives us confidence to always look ahead."



Standing in front of an old Bell B20A ADT are (from left): Maksym Voronin (Assistant Workshop Director, Grizzly Mining), Danie Erasmus (Sales Representative, Bell Equipment), Mike Quin (MD, Bell Equipment Zambia) and Majed El Shaar (Operations Director, Grizzly Mining).

Earthmoving contractor relies on Bell ADTs for reduced fuel costs and simple maintenance



Large earthmoving projects offer up plenty of challenges for contractors of all kinds. It takes knowledge, experience, and the right equipment to get the job done right every time - and Allan Construction has plenty of all three.

Since 1992 Allan Construction has been part of the contracting scene in Saskatoon, the largest city in the Canadian province of Saskatchewan. The company has built a reputation as a talented and trustworthy operation when it comes to infrastructure work and other big jobs and relies on Bell Articulated Dump Trucks (ADTs) from Wajax for its earthmoving efforts.

The founders, husband and wife team Monte and Gail Allan and their five business partners, have steadily evolved the company from general contracting to projects crossing a wide variety of industry segments. Its contracts have expanded from the commercial sector into industrial and civil work. One of Allan Construction's partners, Kevin Arneson (Kevin A), said the growth resulted in a need for subcontractors to handle their earthworks projects.

"A lot of the time sub-contractors wouldn't show up when we needed them, so we started buying our own small skid steers and other equipment to do our own work," Kevin A said. "We got into larger excavators for doing some deeper underground work, foundations and other projects, and it all grew from there."

Today, Allan Construction has a large fleet of equipment and a regular staff of 80 to 100, with additional labour bringing that to 200 to 250 during the summer construction season. The company has numerous projects on the go. Currently, the 40-ton and 45-ton Bell trucks are being used on the expansion of a lagoon for the town of Pilot Butte.

As Allan Construction became more focused on earthworks projects and moving its own dirt on large contracts, the company found it needed a new approach to trucking material, Kevin A said.

Efficiency the key

Efficiency is key on these kinds of jobsites, and when moving massive amounts of dirt, that efficiency has come in a large part from their fleet of Bell ADTs. Combined with a long-term relationship with Bell dealer Wajax, Allan Construction has found that these tough trucks can get the job done with a big difference on the fuel bill - and on the bottom line.

"Back in 2007, we were doing some work for a client, which turned out to be a large earthmoving project that didn't work with conventional trucks...we were basically off-road. That took us into the articulated dump trucks," he explained. "We rented just about every type of rock truck out there and put them to work on the same site. They were run under the same conditions, and we found the Bell trucks to be the most fuel efficient. That was, and still is, a big deciding factor."

Allan Construction partner, Jody Materi, said there was a very distinct difference between the previous trucks the company had used and the Bell ADTs. "We rented those Bells and never looked back - they were using half the fuel as the ones we had, and they never broke down. They were just bulletproof," Jody said. "We got nine litres per hour in the winter with those trucks. I was driving a (diesel-powered) pickup at that time, just driving around the site hauling people around, and I was

using more fuel than the ADT per hour."

That revelation drove Allan Construction to rent and purchase more Bell trucks, and that brought with it an expanded relationship with Wajax, the exclusive Canadian dealer for Bell. Kevin Haberman (Kevin H), Service Manager with Wajax in Saskatoon, said the two had worked together previously with purchases of Hitachi excavators, and when Bell came into the Wajax fold, Allan Construction came to them for support. "They had a previous fleet of older Bell ADTs, and when Wajax became the exclusive Bell dealer, Allan Construction relied on us for parts and service."

David McKie, Wajax Product Manager: Construction, explained that in 2017 Allan Construction wanted to modernise their fleet. "They were growing and taking on larger earthworks projects," David said, "they were looking to increase their production, decrease downtime and lower their operating costs." The Wajax team worked with Allan Construction to demonstrate the features of the new Bell ADTs, which led to the purchase of B30Ds, B40Ds, B45Es and B50Ds.

Popular with in-house mechanics

With years of experience on the Bell trucks, Allan Construction's in-house mechanics can handle most of the maintenance that the machines require, Jody related. "Our mechanics love these trucks - we've gotten to know them quite well because we have so many of them. As far as simplicity, wiring, things like that, these trucks are easy to troubleshoot on the spot."

"Wajax is all about ensuring its contractor partners don't lose out on uptime," Kevin H stated.

When there's warranty or other repairs to be handled, the standing relationship with Wajax brings plenty of benefits, Kevin A noted, including a guarantee that they're available 24/7 for emergencies and service work, no matter how remote or challenging the jobsite may be. "Any time we have to call them up, the dealership helps us out, without a doubt," he added.

Fuel economy and ease of maintenance - with assistance from Wajax - are key reasons Allan Construction keeps buying Bell trucks. Their operators like the trucks as well, David pointed out, thanks to their modern cab design.

"The Bell cab is a safe and comfortable environment for the operator, with advanced features and controls to reduce the amount of effort required to operate the truck's functions," he said. Kevin A agreed, noting that new operators appreciate the design of the Bell cabs compared to other rock trucks they have

operated previously. In the redesigned E-series cab the operator is seated in a spacious, sound-suppressed interior with ergonomically placed controls and a fully adjustable air suspension seat, with auto height and weight adjustments. Truck functions are controlled through the easy-to-reach sealed switch module, and a 10-inch colour monitor provides live feedback on operating conditions such as payload utilisation, fuel economy, grade and slope of the haul road.

Bell ADTs from Wajax include a five-year/10 000-hour Fleetm@tic® subscription. Bell telematics technology offers information to users on truck location, productivity, shift information and condition.

"All of our Bell trucks come standard with a load management system that communicates valuable production data from the truck to the user's dashboard," David said. "That payload information is shown by the hour, shift and cycle, and provides a clear picture of the truck's fuel consumption per ton of material

moved. This information can be vital in providing an accurate representation of the user's operating costs, to help with future bids."

Fleetm@tic® also helps improve efficiency on the jobsite, monitoring the time each truck spends on various sections of the haul road, he noted. The system alerts operations staff of inefficiencies - for example, if the truck is idling too long waiting to be loaded, indicating the loading unit may be too small.

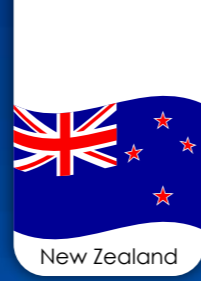
Thanks to a successful history of well-managed projects, the Bell ADTs that provide a strong backbone to its equipment fleet, and the solid support of its Wajax partner, Allan Construction is sure to be a fixture on the Saskatchewan contracting scene for the long haul.

Credit: <https://www.heavyequipmentguide.ca/article/34140/earthmoving-contractor-relies-on-bell-adts-for-reduced-fuel-costs-simple-maintenance>



Allan Construction has found that these tough Bell ADTs can get the job done with a big difference on the fuel bill - and on the bottom line. Wajax is all about ensuring its contractor partners don't lose out on uptime.

Bell ADTs tick boxes for Vuksich and Borich in New Zealand



When longstanding civil engineering, contracting and project management company, Vuksich and Borich (NZ) Ltd, decided to invest in new articulated dump trucks (ADTs) for their Auckland-based operation, there were several reasons why two Bell B30E ADTs from the brand's new E-series, were part of the mix, says Plant and Transport Manager, Murray George. "We have a couple of earlier model Bell dump trucks in the fleet that have been used extensively in the Pacific Islands on major projects and have proven to be incredibly durable and reliable trucks.

"Our longstanding relationship with CablePrice was another key factor in the purchase decision, along with the lease-to-own and trade-in options they offered for the new replacement trucks. The deal we struck definitely ticked a few boxes."

CablePrice (NZ) Ltd is the authorised importer and distributor of Bell Equipment in New Zealand. Since they were first launched in the market in 1985, Bell ADTs have proven to excel in productivity and economy due to their high power-to-weight ratio and fuel efficiency.

Vuksich and Borich's two new Bell B30Es have a rated payload of 28 000kg and are powered by a 7,2 litre, 322hp Mercedes Benz engine that is coupled with an industry leading, fully automatic six-speed Allison transmission with torque converter lock-up, that optimises shift points to match conditions and vehicle weight. Another feature of the B30E is that the park brake automatically applies when neutral is selected and, for safety, it's not possible to engage neutral at speed.

Vuksich and Borich has the two new B30Es hard at work at Auckland International Airport, where the company is carrying out bulk excavation and earthworks on a significant extension project. "We are doing a massive dig for a new taxiway and remote stand, behind gates 17 and 18 at the airport, which were added to the airport campus over the last couple of years. The trucks work flat out all day, and team up well with our 50t Hitachi excavators, which load them with bulk overburden. The loads are then carried around 2km away to be stockpiled."

Large flotation tyres are a feature of the Bell B30E trucks, which when combined with a high oscillating frame joint, articulated steering, high suspension travel on all axles, and high strength yet lightweight materials in the trucks'

construction, make them ideal for handling the softer ground conditions at the airport site, says Murray. "We're working on a lot of peat material, which is very soft underneath and relatively puggy (sticky, claylike). The flotation tyres are perfect for loading the trucks in the softer areas."

Improved payloads and faster haul cycles on the new B30Es should also lead to lower daily operating costs per ton. Murray says while it can be hard to measure, he believes the Bell ADTs compare well with other leading brands when it comes to productivity, performance and fuel efficiency, yet their purchase price was significantly lower. "We made some great savings, and for our money, ended up with two great, very comparable trucks."

Bell has included several features in the E-series range designed to maximise operator comfort, including an ergonomically positioned operator station, air suspension seat, telescoping steering wheel, climate controlled cab, and

state-of-the-art technology, including a 10-inch full colour screen with an automotive mouse. With operator safety being another key focus for Bell, the operator cabins are fully ROPS/FOPS certified.

Murray says the purchase process of the Bell ADTs was smooth. Following the delivery of the trucks CablePrice delivered aftersales operator induction and training, which was highly useful for the Vuksich and Borich team. "Our guys were shown all the bells and whistles, and how to do a pre-start check properly. The time Tony Scharvi (CablePrice Product Support Engineer Equipment) and the CablePrice team spent with our operators was definitely beneficial."

Vuksich and Borich is one of New Zealand and the South Pacific's most well-established civil engineering and contracting organisations, and celebrated 60 years in business in 2019. It has over 150 staff, and works on a

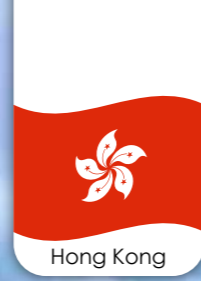
wide range of projects, including earthworks, drainage, roads and airports, marinas and dredging, sports facilities, environmental remediation work, demolition and project management.

The company has been dealing with CablePrice almost as long as it has been in business, purchasing its first Hitachi digger back in 1964. Today, Vuksich and Borich has around 105 pieces of equipment from CablePrice including 80 Hitachi excavators and several dump trucks, wheeled loaders and rock breakers. "The introduction of hydraulic excavators changed the entire civil construction industry, and Vuksich and Borich was on board with this technology from the beginning. As the second and third generation members of the Vuksich family take the company forward, we continue to value the 55 year relationship we have with CablePrice," says Murray.

Article courtesy of NZ Contractor Magazine



Use of Bell ADTs takes off on Hong Kong airport project



Planned for completion in 2024, the Third Runway Project at the Hong Kong International Airport (HKIA) is a mammoth undertaking by anyone's standards that involves reclaiming about 650 hectares of land north of the existing airport island and constructing a 3 800-metre long runway along with supporting taxiway systems.



A Third Runway passenger concourse of 283 000 square metres with 57 new parking positions and an apron will also be built. Connecting Terminal 2 to this new building will be a 2 600-metre long automated people mover (APM) system capable of transporting up to 10 800 passengers per hour. With a top speed of 80km/h it will take 2,5 minutes to travel from Terminal 2 to the new passenger building.

A new baggage handling system (BHS), with a baggage transport speed of 7 to 10m/sec, will be built to link Terminal 2 with the new passenger building. In addition to the construction of other associated airport infrastructure, road network and transportation facilities, the existing Terminal 2 will

be expanded to provide arrivals, departures, and fully-fledged passenger services.

The HKIA is already Asia's third largest airport in terms of passenger volume and the airport's Master Plan 2030 forecasts that it will be able to serve 30 million additional passengers annually on completion of the project.

The project requires about 100 million cubic metres of material and provides a great opportunity for Bell Articulated Dump Trucks (ADTs) to showcase what they are capable of. Currently there are 34 trucks on site, predominantly B45Es owned by various reputable construction companies.

These machines were sold by Bell Equipment's authorised dealer in Hong Kong, Tak Lee Machinery Company Limited (TLMC). Tak Lee Machinery Holdings Limited is the holding company of TLMC and has been listed on the Hong Kong Growth Enterprise Market of The Hong Kong Stock Exchange since July 2017.

TLMC was established in Hong Kong in 2001 and is the authorised dealer/distributor for certain heavy equipment of recognised brands such as Hitachi, Ammann, Airman, Rotobec and LaBounty in Hong Kong and Macao and the authorised distributor of Ramfos in Hong Kong, Macao and certain provinces in the People's Republic of China as well.

Since 2019 TLMC has been the authorised distributor of Bell ADTs in Hong Kong. The company aims to provide high quality heavy equipment to its customers including excavators, compaction machines, dozers, lifting cranes, generators, hydraulic breakers, and orange grapples, etc.

Director of TLMC, Jawin Chow said TLMC became the region's authorised Bell distributor in 2019 having been impressed with the build quality of the Bell ADTs and the reliability of its components. According to Jawin, the ADTs on the Third Runway Project are currently used to complete the bulk earthworks on the land reclamation and to move materials for the runway construction. Haul distances vary

between 200m and 1,5km and although there are some sand roads, underfoot conditions are generally wet, muddy and rough as the job site is formed by fill materials. In these conditions, the customers are satisfied with the productivity of their trucks and fuel economy, with the lowest recorded range of 9,5 to 12 litres per hour and up to a maximum of 23 litres per hour. However, they believe ease of operation would be enhanced by a control display unit in Chinese.

In addition to the Third Runway Project, Jawin said that Bell ADTs are in use on other high-profile projects in Hong Kong including major construction at the main tunnel between Lam Tin interchange and Tseung Kwan O

interchange as well as the Tung Chung Reclamation Project. Upcoming projects are land reclamation projects on the islands Lung Kwu Tan and Lantau in Hong Kong.

Bell Equipment Marketing Manager: Sales and Distribution, Llewellyn Roux said: "TLMC is well placed in Hong Kong to provide equipment to these large-scale projects and is commended on making positive inroads in a relatively short period of time. Their dedication to aftersales services and efforts to promote the Bell brand have seen the company achieve a very pleasing market share of over 85%."

Investment in Bell equipment pays dividends for Zambian company

When a young Joe Raimo was dropped off at the Kariba Dam wall in what was then Southern Rhodesia (now Zimbabwe) in the mid-1960s, armed only with a suitcase and a toolbox, little could he imagine that his walk across the border into Northern Rhodesia (now Zambia) would leave a legacy of an established contract mining and plant hire company.



As a qualified mechanic, who had been trained by the Italian Army, Joe soon got busy repairing motor cars and trucks out of his first workshop in Ndola, constructed using four poles and the roof of a bus. Joe established himself as a serious business while reconditioning Land Rovers for the Zambian Government but when the Japanese flooded the market with their cheaper vehicles, that business fell away and Joe, being an entrepreneur, sought other avenues of income.

"My father bought a well-used excavator that had been scrapped from one of the copper mines in the area and stripped it

down, so finding its apparent major fault," Riccardo Raimo, Joe's older son tells us. "He found that there was a demand for plant hire and so Joe's Earthworks & Mining was born."

Riccardo joined his father in the business in 2000 and by 2003, a demand for reliable plant saw the father and son duo buy their first new Bell HD1430 Excavator for a roads project that one of the major mining houses had put out. More work followed and a second new Bell HD1430 Excavator was delivered straight to a client's mining site, along with two new Bell B30D Articulated Dump Trucks (ADTs).

"We had by then moved beyond mere plant hire and were contracted to do the work ourselves," Riccardo says. "In 2006, we won a contract for a box-cut on a nickel mine in the Mazibuko area and this led us to being tasked to do the bulk earthworks for the entire mine, necessitating the purchase of yet another Bell HD1430 Excavator to load a new Bell B30D ADT."

Riccardo explains that this project was a big learning curve for the young company, and was pulled off successfully by deploying all the equipment they had to finish the project, working 18 hours a day. "We were hauling between 3 500 and 4 000 cubic metres of fill material each day that had to be compacted to tight specifications. As the material was extremely dry, we had a water canon on a water bowser to wet it before it was loaded onto our ADTs for haulage to the site where it could be compacted."

"I can say with honesty, and not without a little pride, that the Bell HD1430 Excavators established our company as a serious player in bulk earthworks in Zambia," Riccardo adds.

But Joe's Earthworks & Mining's fleet of Bell machines was to grow more when unexpectedly, in 2012, Riccardo went to the Bell Equipment premises, still situated in Kalulushi, to buy spare parts. He saw three used Bell B25D ADTs parked in the yard and, as they had relatively low hours of between 3 000 and 5 000, thought they could be a useful addition to their fleet.





CONEXPO sneaks in before COVID-19 explosion

In March, CONEXPO in Las Vegas, United States, provided equipment industry players one last opportunity to meet face-to-face with customers on a large scale before the COVID-19 pandemic struck around the world.

"Having these ADTs available led to us landing the load and haul contract on a limestone mine near Ndola, a contract we still have to this day. We also maintain the haul roads, limestone stockpiles and waste dumps and now deploy a total of nine Bell ADTs on the site. That fleet consists of three Bell B25D, three Bell B30D and three Bell B40D ADTs. The latter were bought on the used market in South Africa and as we get paid for every tonne of material moved, we'll look to replace all the smaller ADTs with Bell B40 models in due course. The B40D ADTs run at around 15 litres per hour but their larger payload gives them the edge."

Luca Raimo is Riccardo's younger brother and he joined the business in 2005. "We rely on any machine's value to give us production for as long as possible and both our Bell Excavators and Bell ADTs certainly fill that role admirably," he says. "This is why we follow such strict

maintenance regimes by servicing equipment every 250 hours and undertaking preventative maintenance to ensure a machine's longevity."

Luca is adamant that the company's local knowledge and reliable equipment give them a strategic advantage when it comes to competing with contractors from elsewhere. This has seen Joe's Earthworks and Mining sustain lengthy contracts in other areas such as manganese mines and tailings dams. "Our 120 full-time employees, who are all loyal and knowledgeable, are definitely our biggest asset," he adds.

The Raimo brothers have been keen to explore the benefits of Bell Equipment's Reman Programme, especially during times when some of their mining customers slow down production. Their thoughts are to withdraw one Bell ADT at a time to undergo a refurbishment,

an exercise which is cost effective in terms of adding to the longevity of the machine at a fraction of the cost of a new machine. This they feel could be especially beneficial to their Bell B30D ADTs, which have now clocked between 18 000 and 20 000 hours. These ADTs have performed consistently and, at an average fuel burn of only 11 litres an hour as reported on their Fleetm@tic® system, have given a great return on investment.

"We have our father, Joe, to thank for his brave walk across the border all those years ago into what is now Zambia and for his foresight, tenacity and wise decisions in seeing the potential beyond merely repairing vehicles. It all started with that first broken-down excavator which saw us buying into the quality of Bell Equipment's product range and establishing a lasting business," both Riccardo and Luca agree.

Despite concerns about COVID-19, industry representatives at CONEXPO remained optimistic for 2020. Registrations totalled over 130 000 while cancellations from international attendees were less than 1%. US buyer attendance increased by 8% over 2017, total buyer attendance was up by almost 5% and contractor attendance grew by 14%.

Exhibitors expressed enthusiasm for the positive engagement received from contractors and producers looking to purchase equipment and manufacturers reported that they were pleased with the overall show and booth attendance.

Although the show closed a day earlier than planned, CONEXPO 2020 was a success for Bell Equipment, which occupied a premium spot in the North Hall for the first time. President of Bell Equipment North America, Neville Paynter said: "The North Hall houses all the major equipment manufacturers so it was important for Bell to be a part of that and we enjoyed increased visitor interest as a result.

"We had our large B50E and B45E on display, but it was the smaller B20E Low Ground Pressure (LGP) truck and our new Tracked Carrier, TC7A, that were the big attractions. They brought customers onto the stand that may have otherwise walked on by."

The Tracked Carrier was showcased centre stage on a revolving platform. Neville commented: "While the TC7A is a basic piece of equipment, its uniqueness lay in the fact it was developed using our proven Bell

ADT technology. The six-roller undercarriage with compound walking beams was a hot topic of discussion. Track life on this type of machine is a contentious issue with customers due to replacement costs but it was generally accepted that the Bell undercarriage technology would extend track life on our machine. Customers also liked that the Bell purpose-built cab is both ROPS and FOPS certified."

The B20E LGP was a close second to the TC in terms of the interest it generated. "Visitors really liked the wide 800/45 tyres that will dramatically reduce ground pressure as well as the wet disc brakes that offer sealed protection against deep mud. The fact that it has the same features as the large trucks but with added versatility was also a strong attraction," said Neville.

"To add an element of fun we introduced the Bell 100 for 100 Challenge that drew crowds of up to 30 people around the back of the B50E to watch challengers hang from a pull-up bar attached to the B50E's bin. The idea was to hang from the bar for 100 seconds and win \$100. At the end of the show we had eight winners from approximately 200 try-outs."

The Bell stand was hosted by senior, technical and product managers from Bell Trucks America, Bell Equipment Company in South Africa, and Bell Equipment North America. "This depth of knowledge allowed for a wide range of questions and discussions with visitors. We had many compliments on the friendly, approachable attitude of the Bell team as well as the open stand layout that made visitors feel welcome and not under any pressure," concluded Neville.



From left: Joe's Earthworks & Mining MD, Riccardo Raimo, with Bell Equipment Zambia MD, Mike Quin, and Joe's Earthworks & Mining Operations Manager, John Bradbury.



B45E is the first choice for Hillhouse Quarry operators



The Hillhouse Quarry Group, the industry leading whinstone quarry operation based in Ayrshire, UK has chosen Bell Equipment UK to supply its latest fleet addition, a new B45E Articulated Dump Truck (ADT).

Brought on board to perform demanding tasks, including stock handling and haul back up, the new E-series truck was selected over two competitor models based on operator preference, residual value, fuel cost, service cost and Bell Equipment's assuring warranty.

"As a hard-stone quarry, producing ready-mixed concrete, asphalt, concrete blocks and drystone, we need trucks capable of taking the

strain," explains Justin Gill, Operations Director of The Hillhouse Group.

"We pride ourselves on having the ability to take an uncompromising approach to quality and service when supplying our customers with quarry products and feel similarly about selecting the right machines to perform the associated excavating tasks.

"Having used Bell D-series trucks for 15 years, we're definitely familiar with the manufacturer's build quality and capabilities. Bell is a brand we've always been impressed with, and we've certainly made the most of the machines we've bought over the years; having routinely serviced and rebuilt trucks to get the most out of each individual machine. As a result, the hardworking ADTs within our fleet have contributed to

our production of up to one million tonnes of quarry product every year."

Although still productive, with well over 20 000 hours on the clock, Justin acknowledges that the age profile of his existing Bell trucks, combined with their rebuild histories, pointed to a replacement requirement.

In order to help him make the most comprehensive decision about which make and model of machine would best meet his team's requirements, Bell Equipment placed a B45E demo vehicle in the Hillhouse quarry so operators could get a true feel of the handling capabilities of a modern Bell truck.

Impressed with the machine's function and capacity, as well as the E-series' advanced onboard technological features, Hillhouse operators made Bell their first choice, leading Justin to secure a deal with Bell Equipment's Regional Sales Manager for Scotland, Russell Conn.

"We're delighted to have supplied The Hillhouse Quarry Group with an updated Bell machine," Russell says. "The E-series offers truly powerful robust machines that enhance any fleet. All trucks in the series are fitted with the latest technology as standard to provide industry leading features geared towards improving safety, productivity and the overall operating experience.

"It has also been great to hear the positive reports from the quarry regarding the 'refresher training' that we provided on delivery. As manufacturers' makes and models vary significantly, not all machine operation is the same, so even qualified, experienced drivers can benefit from a training session in a new machine's cab.

"We offered Justin's team the training expertise of Bell Equipment's Mark Lockett who took a functional approach to bringing the quarry's operators up-to-speed on the new machine; not only demonstrating the basics, but giving a tutorial on how to get

the most out of the onboard software, and performing the vital daily checks. This valuable session provided operators with the knowledge and confidence to achieve maximum efficiency from the new B45E and understand how to keep the truck performing soundly."

Derived from proven technology and decades of experience, the truck has been fitted with a 390 kW/2 460 Nm inline six-cylinder engine from Mercedes Benz. Designed to deliver the low fuel consumption typical of Bell ADTs, this E-series model also features wet brakes, a spacious cab offering great comfort and visibility, and 'ease-of-operation' features that use real-time data collection.

"We're very pleased with the new B45E," Justin concludes, "and we can't fault the service and maintenance scheme we've received. As such, we anticipate the machine's efficient, powerful performance will last for many years to come."



Rumdel Cape updates its Bell fleet for massive water project



Implementation of Phase II of the Lesotho Highlands Water Project (LHWP), one of the world's most successful trans-boundary water resource management schemes between the governments of Lesotho and South Africa, continues. Equipment manufactured and sold by Bell Equipment is being used at the forefront of this project.

In the early 1980s, when the viability was assessed, the LHWP was determined as the most economically viable inter-basin water transfer solution to meet increasing water demand in South Africa's Gauteng Province, given that the country is water-scarce. Through a series of dams and tunnels, the LHWP was envisaged to ultimately transfer a total of 70 cubic metres of water per second northwards towards the Vaal River system in Gauteng and utilise the water delivery system to generate hydropower in Lesotho.

The water transfer component of Phase II of the project comprises of the construction of the 165m high Polihali Dam in the Mokhotlong district of Lesotho. It will be a concrete faced rockfill dam (CFRD) with the capacity to hold

2,2 billion cubic metres of water. The second feature is a 38km water transfer tunnel which will be constructed to transfer water from the Polihali Dam to the existing Katse Reservoir.

The second major engineering component of Phase II is hydropower which will increase the quantity of electricity generated in Lesotho and is a further step in the process of securing an independent electricity source for this landlocked, mountainous country.

Phase II will increase the volume of water to be delivered per annum from the Katse Dam to South Africa from 780 million cubic metres to more than 1 260 million cubic metres.

As with any large and remote project, the first major challenge is to provide reliable access to the various construction sites and this particular project has an added curve ball to it. A very large tunnel-boring machine (TBM) has to be brought onto the site, which is situated at an average altitude of 2 300 metres above sea level.

The tunnel that will connect the new Polihali Dam with the existing Katse Reservoir will be six metres in diameter and that gives one an idea of how big this piece of advanced machinery is.

The Polihali Western Access Road (PWAR) is a new road being constructed as part of the Phase II roads infrastructure. The road will tie into the Northern Access Road (NAR) which provides access to

the Katse Dam basin between Leribe and Katse village, through Pitseng. The two roads join at Ha Seshote and will provide a further link to the proposed Polihali Dam basin for the TBM and transporting of other equipment.

The Polihali Western Access Road project is split into two sections, the East and the West. Rumdel Cape, a well-known construction company specialising in roads and headquartered in East London, is responsible for the construction of 33,5km - the longest section of the access road.

We asked Rumdel Cape's Plant Manager, Derick Smit, what led to equipment from Bell Equipment being involved in the project. "You will know that Rumdel Cape has a long history with Bell Equipment and especially the company's Articulated Dump Trucks (ADTs) that we've run to very high hours," he says. "We have Bell B20D ADTs that date back to 2003 and 2007 with some reflecting 26 000 hours of reliable service and despite those massive hours, have not been rebuilt."

"We had until recently owned a fleet of 13 Bell B25D ADTs and four Bell B20Ds. Despite them being so

reliable and us seriously considering rebuilding some, we thought that with this exciting new project to complete, and for future projects, buying some newer models made for sound thinking. We may consider rebuilding some of our Bell ADTs in the future."

By their own admission, Derick and his colleagues researched the entire ADT market but, due to the longevity and reliability of their Bell ADTs, decided to stick with the Richards Bay marque. Rumdel Cape sold four older Bell B25D ADTs out of hand and bought four new Bell B25E 6x4 ADTs along with a Kobelco SK380LC-8 Excavator.

"From a cost saving point of view, buying Bell B25E ADTs with 6x4 traction made sense to us and even under full loads at that altitude the trucks are doing really well," Derick says. "If you consider that because of the high altitude, diesel engines are expected to drop between 10 to 15% in performance, these Bell B25E 6x4 ADTs are hauling blasted rock from cuttings up and down some pretty steep hills and doing so with ease."

This is the nature of this challenging project where, according to Johan Human, Rumdel Cape's Project

Manager on the site, the company has during the 23-month contract period been tasked with moving 1,3 million cubic metres of material to construct only its section of the access road and of this, 1,1 million cubic metres will have to be blasted in order to move it.

Another challenge is that of countering constant high winds that kick up dust and with about 5km of the road site being above the snow line, snowfalls at any time of the year are a constant threat to safety. Both Johan and Derick don't consider snowfalls to hamper the progress of their Bell ADT fleet in meeting their production targets. "We've been impressed by the countless safety features of the new Bell B25E ADTs," Derick continues. "The first feature that comes to mind, which is particularly applicable to safety on the LHWP, is that the truck won't tip if it stands at an angle that differs more than nine degrees from horizontal. Other features such as anti-rollback, a park-brake that kicks in timeously and the 'i-tip' feature all help to make our operations safe."

"Another feature that we enjoy is the Fleetm@tic® monitoring system that gives us accurate figures on



(From left): Johan Sprong (Rumdel Cape Workshop Manager), Derick Smit (Rumdel Cape Plant Manager) and Luc Hannan (Bell Equipment Sales Representative).



cycle times, loads carried and fuel consumption which at this point varies between 8 and 12 litres an hour, figures that are well within our budget."

Derick, a professional mechanical engineer, explains the thinking behind their decision to acquire a Kobelco SK380LC-8 38-ton Excavator, which is the first such machine in Rumdel Cape's fleet.

"An adequate loading tool for our Bell B25 ADT fleet would probably have been a 30-ton machine but as we're confident of the Kobelco's longevity and thinking ahead to future work, we're pleased with the slightly larger capacity," he says and with a smile adds: "Sporting a vivid turquoise colour, it's also a lot closer to our own corporate colours!"

"Our long-term thinking is that we'd like to have one supplier for both excavators and haulage tools and that is what we're now achieving with Bell Equipment Sales South Africa supplying both Bell ADTs and Kobelco Excavators. We believe that this will make maintenance and spares acquisition easier as we'll be dealing with one supplier with whom we already have an established relationship."



Bell B30Ds around 30 000-hour mark at Belabela Quarries



As the General Manager of the Belabela Quarries outside Gaborone in Botswana, Peter Zunckel has a slightly unusual problem. Every time he tries to convince his company's board members that budgetary provision needs to be made for replacing his fleet of three Bell B30D Articulated Dump Trucks (ADTs), he gets told that there's nothing wrong with the existing trucks.

And this is despite the oldest of the three ADTs just surpassing the magical 30 000-hour mark!

Belabela Quarries had been founded by a private owner in 2003 after which it underwent sudden growth under corporate ownership. B&E International, a subsidiary company of the Raubex Group Limited, bought the business in 2015. Peter Zunckel had been the General Manager under previous owners and shares a lot of the history of the business.

The hard granite rock that is mined in the quarry's 60m deep pit, is transformed into a large variety of building material that is hauled across the length and breadth of Botswana. The company produces various sizes and grades of concrete stone, road stone and gravel with crusher sand being the biggest seller.

"The previous owners had brought in three used Bell B40D ADTs which were eventually traded in when we bought the three new Bell B30D

ADTs from Equipment Sales, which is now Kanu Equipment, Bell Equipment's dealer in Botswana," Peter says. "Our association with Kanu Equipment and Bell Equipment goes back even further as we had owned three Bell HD2045 Excavators and one HD1430 Excavator, which had served us very well."

Belabela Quarries' three Bell B30D ADTs were bought new in 2008 and, as mentioned, the older of the three had clocked just over 30 000 hours in early 2020 with the other two recording 29 700 and 27 300 hours respectively. "I motivated the purchase of these Bell B30D ADTs back when I was the Plant Manager here and our General Manager at the time, an accountant with not much plant or technical experience left the choice to me," Peter explains. "We installed refurbished engines obtained through Kanu Equipment from Bell Equipment's ReMan Programme in all three of the trucks when they had done 22 000 hours. Apart from some minor attention to other working parts, they have not been rebuilt at all, which is a true testimony to their excellence in design and build with proven longevity."

The engines were replaced in the Kanu Equipment workshops in Gaborone on a staggered basis. Each truck took four to five days to complete and ancillary services such as flushing cooling and transmission systems were included. Peter says they were very pleased with the deal they received from Bell Equipment through Kanu Equipment as this included a similar warranty as that on a new engine, which made for peace of mind.

The three Bell B30D ADTs are used to haul mined rock to the crusher over a distance of about 1km and when overburden is moved in the stripping process, waste stockpiles are about 3km away. The blasted material is loaded in-pit using a 50t excavator and the Bell B30D ADTs return average fuel burn of 17 litres an hour.

Molly Lekgwadi is one of two female ADT drivers at Belabela Quarries and has been for the past



seven years. "I received my ADT training in South Africa but have been very happy driving these Bell B30D ADTs on the quarry here," she tells us. "The truck is easy to operate with good visibility from the cab and the retarder and good brakes make it safe, even with full loads."

Judging by the queues of customer and sub-contractor trucks lining the entrance to Belabela Quarries, their products are much sought after. Loading and dispatch is done only during daylight hours and one Bell L2706E and two Bell L2106E Wheeled Loaders are used for this. The machines also fulfill stockpiling, general material handling and housekeeping duties within the plant.

"These machines have proved themselves to be relentless workhorses," Peter says. "They are fitted with standard size buckets and although the crushed granite rock has a specific gravity of around 1.4 the material is incredibly abrasive, and we replace the ground-engaging tools on the buckets weekly."

Now boasting over 12 200 and 7 700 hours respectively, the Bell L2106E Wheeled Loaders have been meticulously maintained. "There was a campaign on the Bell L2106E machines to swap out front axles with remanufactured axles from the Bell Equipment factory

and here we have Kobus Bezuidenhout and his team from Kanu Equipment to thank for the efficient effort they put in to really minimise our downtime," Peter adds. "The same can be said for when they overhauled the engine on our Bell L2706E Wheeled Loader on 15 000 hours when, through careful planning and adherence to a strict timeframe, they got the job done efficiently with the minimum amount of upheaval to our production. This machine is now fast heading for the 20 000-hour mark."

Phutego Moseki first started work as a wheeled loader operator on a Bell L1806C machine in 2004. "I have really grown with the machines and now operating a Bell L2106E Wheeled Loader, I can tell you how much these machines have improved with smoother controls and ease of handling," he says. "Working in these dry and dusty conditions, the reversible fan really helps to keep dust out and keep the machine cool and with more glass in the cab, all-round visibility means a safer operator experience."

"When looking around our site, you'll notice that equipment manufactured and sold by Bell Equipment through its local dealer Kanu Equipment, is pretty much in the majority here," Peter says. "We also have a Bell 2306D Articulated Hauler which pulls an 18 000 litre water bowser, that were both bought used from Kanu Equipment. We use this for dust suppression on our haul roads and loading platforms."

"Then too, we own a Finlay 683 Supertrak Screen which we bought new some years ago,



Belabela Quarries General Manager, Peter Zunckel (left) with Kanu Equipment Service Manager, Kobus Bezuidenhout.

before Bell Equipment and Kanu Equipment were the official agents for Southern Africa. This machine has been printing money for us and we're delighted that our good friends at Kanu Equipment now carry the spares for it too."

"While on the subject of spares and technical backup, I can tell you that Kanu Equipment's parts holding from Bell Equipment is constantly improving and we appreciate the effort both companies put into ensuring that our yellow and red equipment fleet's downtime is kept to a minimum by having the correct parts and service kits in stock."

As in most constructive conversations, the last words should belong to a lady, as we hear from Junior Site Manager, Dimpho Mottadiile who says: "Since I started work at Belabela Quarries in 2010, we've never been able to put the blame on loss of production on our equipment that comes from Bell Equipment as the technical support we receive from Kanu Equipment puts paid to any downtime as quickly as possible. They understand our business and the production pressures we face and always do their utmost to get our load and haulage machines back up and running quickly."

Australia's Egans Group bolster their rental fleet with two new Bell B30E ADTs



Established by Frank Egan in 1962, Egans Group is one of Australia's most versatile and experienced contracting, labour hire, plant hire and field maintenance businesses. They operate nationwide with head offices and workshops in Victoria and Queensland as well as locations in Sydney, Adelaide, and Perth.

Egans differ from traditional plant hire companies with the breadth of additional services they offer. They also supply project specific staff including operators for client's machines, overseers, and project supervisors.

Egans Group partners with Indigenous Links to specifically offer the service of indigenous operators to their wet hire clients. This great initiative supports indigenous communities in finding meaningful, sustainable, and long-term employment. The objective is to create an employment pathway for an indigenous workforce and to train indigenous men and women for the construction industry.

With an extensive fleet spanning across the country, Egans are no strangers to large or long-term projects. Some key developments in which the company is currently involved include the Westgate Tunnel Project, Cross Yarra Partnership, Moreton Bay Rail Link and Mona Vale Road upgrade. Their current fleet is comprised of

several Hitachi and Bell machines including two ZX870LCH-3 excavators, two Hitachi AH400-D-6 Articulated Dump Trucks (ADTs) and seven Bell B30E ADTs.

Reduced maintenance costs and being able to provide clients with better reliability are the two leading reasons the team has recently purchased two new Bell B30E ADTs to replace several of their older units. The B30E trucks have several advantageous features that maximise machine control and safety including automatic park brake application, GPS-based speed control, on-board weighing, and optional reverse camera.

Managing Director, Michael Egan, believes that Bell Equipment's Fleetm@tic® technology is a huge advantage for the company. "The technology is highly beneficial when it comes to tracking machine utilisation and servicing."

Fleetm@tic® technology is a carefully designed fleet management system that provides

owners with rapid information to greatly support running operations and maximise returns. It provides automated reports, alerts, production data, pole to pole satellite and GPRS coverage in any location as well as machine performance data.

Bell B30Es are also fitted with fuel-efficient emission-certified engines to deliver clean power in every situation. "We've noticed that fuel burn is lower with the Mercedes engines in the Bell trucks," states Michael.

Hitachi has a reputation for providing 'reliable solutions', something that aligns with Egans Group's philosophy and vision. HCA Sales Representative Bradley Hansen said: "We are very pleased that Egans Group has chosen Hitachi to enhance their current fleet and we look forward to supporting them into the future".

Copy courtesy of Hitachi Australia



Bell B20Es are a real find for archaeological specialist LK Construction



LK Construction, the UK operated plant hire and ground works contractor renowned for its archaeological excavation expertise, has bolstered its fleet with the purchase of three Bell Equipment B20E Articulated Dump Trucks, all within sixteen months.

With its ability to provide a highly skilled archaeological dig service, the LK Construction team has developed a strong national reputation for archaeological evaluations and excavations of all sizes, resulting in a sizeable portfolio of pre-construction archaeology clients.

Leading a team with thousands of hours of experience excavating archaeology, the company's Managing Director, Lloyd White, was looking to build a 'more dexterous' fleet of vehicles for his expanding operation. Having previously rented ADTs, Lloyd wanted to create a workforce of his own, comprising of more nimble vehicles with oscillating frames and high flotation tyres, designed to prevent ruts and minimise the chance of becoming stuck.

"Our archaeology clients operate onsite in all weathers," he explains, "which means we do too. Often we work on land with challenging

ground conditions, which easily create the potential to damage the archaeology below. We wanted a vehicle that would complement our drivers' skilled operation; a compact solution that would operate with accuracy. That's why we became interested in Bell Equipment's B20E."

A physically smaller incarnation of the Bell B25E and B30E, but with comparable capabilities, the B20E 6x6 ADT has already proved itself as a popular machine within housebuilding markets. With its emissions-compliant Mercedes Benz engine, this economical ADT delivers excellent tonnes per litre ratios and is considered a small site 'access enabler' owing to its compact design.

"Working within the archaeology sector, it's vital that we get the dig right first time, avoiding damage and working efficiently," Lloyd continues. "This makes the B20E's light ground pressure and flotation

tyres perfect for the task. "Having purchased our first model 16-months ago, I was quickly sold on the vehicle's capabilities. Our clients have been very pleased with the level at which the machine is able to perform, combined with our drivers' skilled operation. In fact, I've been so pleased, that I went on to purchase a second B20E a year ago, and a third back in May.

"Together, the machines have presented us with very little downtime, other than general wear and tear, and the result and levels of efficiency we've achieved through using them has been impressive.

"They're ideal for this specific line of delicate work, but also perform extremely well within our other sectors of groundworks, earthworks, enabling works and site clearance. All-in-all, a great machine."



Bell Tracked Carrier turns heads at CONEXPO



Bell Equipment's all-new Tracked Carrier (TC) received an 'overwhelming' customer response at CONEXPO, Las Vegas where the TC7A took centre stage on a rotating turntable as the company's latest premium solution for soft underfoot conditions.

Geared for the short haul and to provide a niche solution to the pipelaying industry, Bell Equipment developed the TC7A and TC11A Tracked Carriers following extensive market research and a stringent design process.

Feedback from an intensive test programme in America has been encouraging. Bell Equipment Regional Manager, Brad Castle, says: "The trial has met our expectations and surpassed them in a number of ways. The features that were designed into the machine are proving themselves in TC applications, therefore we are pleased so far. We are constantly receiving valuable machine and production information through Fleetm@tic® and our future customers will be able to as well, as this is going to be a standard offering."

The units, fitted with premium components and Bell Equipment's proprietary software, are powered by a 6,7 litre Cummins engine with Rexroth hydraulics and have the option of a dump bed or a flatbed.

Unlike most of the competition, both models have a standard ROPS and FOPS certified cab. The Bell TCs feature a unique six-roller system with compound walking beams that provide equal weight distribution when traversing obstacles. "The result is a much smoother ride than the tracked machines that are currently available in the market," explains Brad.

"In keeping with our philosophy of 'strong reliable machines' our Tracked Carrier is made from thicker gauge steel, has rubbers in the bogie pivots for reduced

greasing requirements and improved wear and a ground level service hatch and removable panels for ease of maintenance," he adds. "Our design engineers have listened to the market and designed accordingly, thinking of everything including cab accessibility and operator comfort. This was borne out by the customer response at the show."

"People first noticed our unique undercarriage system. Coupled with our promotional video, they could see and appreciate the advantage in driving comfort when the machine was shown going over obstacles alongside a competitor's machine. They were also impressed by the potential prolonged track life benefits of our suspension system.

"The purpose-built cab, with its excellent visibility, was another talking point as competitor machines are fitted with generic excavator cabs and Bell is only one of two competitors to offer a ROPS and FOPS cab as standard. We were complemented on the ground level service hatch on the left-hand side of the machine. Customers noticed and appreciated this convenient and time-saving measure."

The first order of Tracked Carriers for America has been received and is expected to arrive by early 2021. With its credibility in the Articulated Dump Truck market with the niche B20E Low Ground Pressure truck, Bell Equipment will also be investigating the feasibility and demand for the Tracked Carriers in other regions.



Making a great product even better



At Bell Equipment our goal is constant improvement. And we've achieved this with our new E-series Large Trucks - the Bell B35E to the B60E - by providing you with these key features:

- The most comfortable cab available
- Improved machine safety
- Bigger payloads
- More engine power
- Legendary fuel consumption
- Increased machine self-protection against operator error

Together these features promote higher productivity, availability and increased safety while delivering a lower operating cost and the lowest cost per tonne. See the benefits for yourself by tracking your machine with our telematics solution, Fleetm@tic®.