



CPHA MAGAZINE

NOVEMBER 2016

THE PROFESSIONAL BODY FOR THE **HIRE** INDUSTRY

A 5 TON WHEEL LOADER PACKAGED TO PROVIDE REAL VALUE



INCLUDING THE OFFICIAL RATE GUIDE

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A 5 TON WHEEL LOADER PACKAGED TO PROVIDE REAL VALUE

The Cat® 950 GC wheel loader is simple to operate, reliable and productive. This machine comes at a competitive price with all the advantages of its Caterpillar lineage, but without the “trimmings”.

What does this mean? Caterpillar recognised a gap in the wheel loader market for an option to suit customers needing a versatile, durable utility machine with good parts availability and low fuel consumption. The 950 GC was designed from scratch using proven Cat components and technology based on years of research into customer needs. Even the frame is new.

Barloworld Equipment sold the first Cat 950 GC in southern Africa in August 2014 and its benefits are even more appealing for customers in the current economic climate characterised by variable work opportunities and soaring costs.

APPLICATIONS

The 950 GC is built for applications such as plant hire, agriculture, construction and road building, materials handling and light duty mining. Barloworld Equipment customers in southern Africa who have invested in this model include quarries and mines, storage yards, asphalt plants, government departments, construction contractors and plant hire companies among others.

“We have several Cat 950 GC units in the Barloworld Equipment Rental fleet,” says Design Naicker, Barloworld Equipment product manager: GCI for Sub Saharan Africa. “This is a perfect rental unit due to its competitive purchase price, low fuel consumption, simple operation and reliability.”

Naicker points out that Caterpillar prides itself on world class reliability across all its products and nothing is omitted from any Cat machine that might compromise this reputation.

Performance is another priority for buyers as well as rental customers. Complex features that might not add value for price sensitive customers or rental users are excluded, but the design and components in the Cat 950 GC are combined to provide levels of productivity that compete very favourably with other 5 ton payload loaders in the market.

As the Cat dealer for southern Africa, Barloworld Equipment also offers industry beating value in terms of parts availability and technical support for the 950 GC.

950 GC VS 950H

The Cat 950 GC does not replace but rather complements the popular Cat 950H midsize wheel loader, which has an exceptional reputation for reliability, durability and performance in heavy duty applications.



The competitive price of the Cat 950 GC wheel loader takes nothing away from its reliability, fuel efficiency and the fact that this gutsy machine provides best in class B-pin height and dump clearance.

"The 950H is designed for environments that require 24 hour machine availability in tough conditions," Naicker explains. "These customers focus more on total life cycle costs that impact their cost per ton. The 950 GC is better suited to customers seeking a lower acquisition cost for a machine that may work shorter shifts and will be valued according to cost per hour.

"The 950 GC is designed to be easy to operate, maintain and repair, without any compromise on performance. The machine is purpose designed to meet the needs of customers in the targeted segments using Cat legacy components that have been tried and tested for thousands of hours. The result is excellent value for money."

POWERTRAIN

The Cat C7.1 engine provides a net power rating of 151 kW (202 hp) and meets Stage IIIA (Tier 3) emissions standards. Its new fuel injection system is specifically designed for fuel available in emerging markets. The Engine Idle Management System (EIMS) minimises fuel consumption by reducing engine rpm after a specified period of idle time.

An electronically controlled, hydraulically driven, variable speed cooling fan adjusts to meet the varying cooling requirements of the machine. This results in a reduced average fan speed, lowering fuel consumption, noise levels and radiator plugging.

The 950 GC's power-shift countershaft transmission is designed and built by Caterpillar with high contract ratio gears, which means there are always up to three teeth in contact. These heat treated gears, complemented by heavy duty bearings, make the transmission durable and fuel efficient, also reducing noise and vibration.

Hydraulically actuated wet disc brakes are incorporated in heavy duty axles with inboard planetary final drives and specially heat treated bevel gears.

BUCKETS

The shape of the Cat Performance Series buckets paired with the 950 GC has been optimised with longer floor, curved side walls and wider opening. Even less experienced operators can achieve 110 to 115% fill factors in minimum time, speeding up cycles and saving fuel. A unique spill guard protects the cab and linkage components from material overflow.



Service points are conveniently grouped for easy access on either side of the machine.



The air conditioned operator station features a mechanical suspension seat, straightforward hydraulic implement controls and excellent visibility.

The 5 ton wheel loader size class provides best in class B-pin height (4 188mm) and dump clearance, allowing easy loading of on-highway trucks.

The loader linkage is powered by a load sensing hydraulic system that only produces flow and pressure for the implement system when required, improving machine productivity, conserving engine horsepower, saving fuel and reducing heat.

OPERATION AND MAINTENANCE

The Cat 950 GC cab has a mechanical suspension seat, low effort pilot operated implement controls and plenty of room. The windshield is designed to maximise viewing of the work area and air conditioning is standard.

Routine servicing is simple and safe with ground level access to numerous grouped maintenance and service points for the hydraulic and electrical service centres. Grease fittings for difficult to reach components are also conveniently grouped.

The Cat 950 GC comes standard with Cat Equipment Management Solutions (EMSolutions) connectivity. This gives machine owners the capability to track location, geofence machines and remotely monitor operating parameters such as hours, fuel consumption, idle time and event or fault codes. Shared with Barloworld Equipment, EMSolutions provides a powerful diagnostic and maintenance tool that guarantees maximum uptime.

"We are confident that in the right application, customers will find the 950 GC delivers very competitive performance across the spectrum of 5 ton loaders, coupled with low fuel consumption and the long life for which Cat machines are renowned," says Naicker.



The Potain new Hup 40-30 represents a new era in self-erecting cranes



MANITOWOC LAUNCHES PIONEERING POTAIN HUP 40-30 SELF-ERECTING CRANE

SA French, the southern African Potain tower crane distributor, reports that Manitowoc has officially launched the Hup 40-30, the second model from the new Potain Hup range. The pioneering self-erecting tower crane, which was first shown as a prototype at bauma 2016, boasts a range of innovative design and technology features. The crane was unveiled during an event at Manitowoc's factory in Niella Tanaro, Italy, with more than 320 guests in attendance.

Jean-Pierre Zaffiro, global product director for Potain self-erecting cranes at Manitowoc, said the new Hup 40-30 represents a new era in self-erecting cranes, with new technologies enabling more versatility than ever before.

"We are at the forefront of self-erecting crane development and our new Hup 40-30 demonstrates this," he explained. "We have introduced several new features with the Hup range that will increase speed, efficiency and versatility for our customers. These advancements will certainly increase return on investment for many lifters."

A NEW ERA IN VERSATILITY

The Potain Hup 40-30 has a 40 m jib and boasts 16 configurations, which is unique to this category of self-erecting cranes, enabling it to be easily adapted for a range of job site applications. The crane has a maximum capacity of 4 t, while it can lift 1 t at its jib end of 40 m.

As with the Hup 32-27, the new Hup 40-30 features a telescopic mast for a range of working heights. This design boosts the height under hook attainable by the crane to 25.6 m in its "low position," and 30 m when extended to its greatest height. The logistics are also improved, as no extra mast is required to install the crane.

Further versatility is delivered with the crane's luffing jib that offers three positions: horizontal, 10° and 20°. These options give the crane a height under hook range of 20 m to 40 m. Shortening or extending the jib is a swift and straightforward operation, with the Hup 40-30 offering convenient configurations for both short and long jib lengths.

Agility on the job site is a key consideration for the new range. The Hup 40-30 has a high-performance slewing radius that allows it to be positioned closer to buildings. With a transport package that is only 14 m long when folded, the Hup 40-30 is easy



SA French, the southern African Potain tower crane distributor, reports that Manitowoc has officially launched the Hup 40-30



throughout its lifecycle.

Additionally, the Hup 40-30 features a new Power Control function that enables it to work on a variety of job sites. With this technology, the crane is able to operate via a wide range of power inputs, including from low-level power supplies. This versatility means that the user may not have to provide additional power supplies, which could lower both the costs and

to move from job site to job site.

"Customers will benefit from even greater flexibility and adaptability with these new designs and technologies, enabling them to cover a much wider range of jobs with a single machine," Zaffiro explained.

ON-SITE ADVANCEMENTS

Operator efficiency on the Hup 40-30 is maximized through Manitowoc's remote control unit. The remote features a large, colored screen with easy to use navigation and optimized ergonomics for operator comfort. Its new Smart Set Up software delivers on-screen step-by-step information during crane erection and enables automatic folding and unfolding of the crane from the crane's remote.

This new remote system also offers three selectable profiles for operators that vary the working speed of the crane to suit the application: "dynamic," for quick and easy lifting; "standard," for typical lifting applications; and "high precision," for precise load positioning.

The Hup 40-30's hoist unit features Potain's High Performance Lifting (HPL) technology that can deliver unparalleled lifting speeds on the job site. The crane is able to deliver this maximum speed as soon as it's configured on the job site, thanks to its standard four fall rope configuration.

The crane's High Performance Slewing (HPS) technology enables load moment optimization, even as the crane swings. Integrated maintenance warning indicators also support crane maintenance

preparation for many projects.

The new Potain Hup range replaces existing Igo models of self-erecting cranes, and deliveries of the Hup 40-30 will start in early 2017.

"The new Hup 40-30 represents a significant investment in research and development by Manitowoc, including a period of extensive testing that led to the creation of this advanced model," Zaffiro said. "This crane is an entire generation ahead of the competition and reaffirms Manitowoc's position as the global leader of self-erecting cranes."

ABOUT SA FRENCH

SA French is the leading distributor of tower cranes and lifting solutions in sub-equatorial Africa. Founded in 1982 with the exclusive local distributorship for Potain tower cranes, the company is now part of Torre Industries. The company is known for its customer and quality centric approach, which is underpinned by its solid base of applications knowledge and experience in providing safe reliable lifting solutions across a broad spectrum of industry sectors.

Its range of lifting and materials handling equipment is available for outright purchase or rental, and in either option is backed by the highest levels of support including ready access to skilled technicians and an in-house engineering capability. The company also maintains a comprehensive parts inventory facilitating high parts availability.

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CASE INTRODUCES THE CX490D & CX500D

CASE Construction Equipment has introduced two new crawler excavators to its D Series lineup: the CX490D and CX500D. These new models are designed for heavy excavation work and replace the company's previous 47-metric ton excavator the CX470C. Each model is built to provide significant operational gains, including cycle times up to 10 percent faster, improved responsiveness and multifunctional controls, and greater fuel efficiency. An electronically controlled hydraulic pump and larger control and solenoid valves boost breakout forces, increase lifting strength and improve responsiveness.

D Series models offer more standard features than previous CASE excavators, simplifying the buying process and making them extremely versatile and operator friendly. All CASE D Series excavators provide peace of mind and lower total cost of ownership through CASE ProCare™.

BASIC OPERATING SPECS:

CX490D: (362 horsepower; 109,300 pounds; bucket digging force: 55,500 – 60,700 foot pounds)

CX500D: (362 horsepower; 111,800 pounds; bucket digging force: 64,500 – 70,400 foot pounds)

The CX500D—the largest Tier 4 Final excavator in the D Series—is a dedicated model for mass excavation that provides outstanding breakout forces and performance. With a special heavy-duty attachment coupler, larger bucket cylinders and optimized kinematics, the CX500D works with larger buckets than the CX490D, providing industry leading speed, productivity and efficiency.

Both models are available with an optional hydraulic counterweight removal device for improved on-site safety and efficiency during transportation.

MAINTENANCE-FREE TIER 4 SOLUTION

The CASE CX490D and CX500D excavators meet Tier 4 Final emissions standards through an innovative combination of selective catalytic reduction (SCR) and diesel oxidation catalyst (DOC) technologies, which helps maximize uptime and performance – all with minimal maintenance. There is no diesel particulate filter (DPF), no DPF regeneration or associated lifetime service costs. These technologies, combined with the CASE Intelligent Hydraulic System, make the D Series the most powerful and efficient CASE excavators ever introduced.

INTELLIGENT SPEED, POWER AND EFFICIENCY

Faster cycle times are achieved through a new electronically controlled pump, a larger control valve and multiple sensors. These features combine with the CASE Intelligent Hydraulic System and its four integrated control systems to make the best use of the machine's hydraulic power and momentum, resulting in added strength and fuel efficiency.

The four systems that make up the CASE Intelligent Hydraulic System are: Boom Economy Control (BEC), which reduces RPMs by using gravity during boom down and swing; Auto Economy Control



reduces hydraulic power at the swing start; and Spool Stroke Control (SSC), which adjusts hydraulic pressure during digs.

Using improvements to the Spool Stroke Control system, the CX490D and CX500D excavators re-use hydraulic fluid whenever possible to automatically increase cycle times and efficiency. The operator experiences a more productive machine without losing the precision of the machine's controls.

The CX490D and CX500D excavators also provide the operator with three working modes – Speed Priority, Heavy and Automatic – that help the machine conserve energy and exert only as much power as needed to complete the job at hand.

MORE ROBUST DESIGN

The arm and boom of each new excavator have been built stronger for greater durability and to support the added power of the machine. The undercarriage is built with thicker steel and a new single-slope design that reduces dirt accumulation and simplifies the cleaning process.

GREATER FEATURE STANDARDIZATION

CASE D Series excavators now offer more standard features than any previous CASE excavator. This includes Free Swing for improved craning, laying or lifting of offset loads; oil sample ports for quick sampling of engine and hydraulic oils; and an easy pattern selector for the operator's preference of ISO or SAE controls. Each D Series excavator features a fully adjustable operator station anchored by a standard heated air-ride seat and joystick controls that allow for smooth performance.


These excavators also feature best-in-class cab space, excellent visibility, and a pressurized and iso-mounted cab that keeps noise and vibration down. A standard Bluetooth radio gives operators hands-free functionality that further improves the operator experience. A standard rearview camera feeds a 7-inch widescreen monitor that also provides operators with real-time access to important performance parameters, including fuel consumption, operating hours and machine information.

LIGHT IT UP

Each machine is available with a new (optional) LED working light package that provides illumination similar to sunlight – and more than three-times brighter than halogen – allowing contractors to work around the clock. The LED package includes six LED lights (two front, two rear and one on each side) and a side-view camera.

CASE PROCARE

All CASE D Series excavators are covered under CASE ProCare – a suite of product assurances that includes a three-year Advanced CASE SiteWatch™ telematics subscription, a three-year/3,000-hour full-machine factory warranty, and a three-year/3,000-hour planned maintenance contract. ProCare allows business owners to invest in new equipment while helping to make owning and operating costs predictable for the first three years of lease or ownership.



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NUTS ABOUT KUBOTA - ONE OF HIS TRACTORS HAS A TROUBLE-FREE 5500 HOURS ON THE CLOCK

Hartswater Pecan Nut farmer, Jens Tegethoff, is passionate about what he does. He loves the outdoors, farming, life in general and is nuts about his fleet of Kubotas. "Their reliability and power to weight ratio makes them perfect for Pecan Nut farming," he says.

"Actually when I started farming with my sister, Anke, she had a Kubota (ME9000), a make I'd never used before. It wasn't long before its performance so impressed me that I bought another, and then another and ... well today I have six Kubotas one of which, the L5040 model, has clocked 5500 trouble-free hours," says Tegethoff.

Anke has also recently bought a Kubota M9540 open station tractor, which is used for all the heavier work on the farm, such as disking and spraying. "I bought this unit because of the good service and reliability Jens got from his Kubotas," she says.

Jens adds that he learnt some time ago not to purchase a tractor based on the selling price alone. "Many farmers fall into the trap of buying the cheapest and end up paying through their necks over the years. I have had other tractor brands and I can vouch that with the Kubotas, because of their fuel efficiency and reliability, the cost of owning them over time is the lowest I have known. This has saved me a lot of money even though the initial selling price might have been a little higher," he says.

The main workhorse on Tegethoff's farm is the Kubota M9540 of which he has three. "The oldest of these has about 3500 hours on the clock and, again, we have had no problems whatsoever with it," he says. "Also, it being a lightweight machine, we are able to use it without significant soil disturbance, which is especially important for our specific irrigation method."

The M9540 is one of Kubota's best sellers. Re-engineered, restyled and powered by Kubota's world renowned Tier III compliant, 4 cylinder E-CDIS (centre direct injection system) diesel engine, the lightweight, short-wheelbase M40 tractor appeals to a wide range of users like farmers, amenity professionals, contractors

and others.

One of the more popular features on the M9540 is the PTO operation. The small operating lever is just under the steering column and is completely independent of the gear system. The separate multi disc wet clutch pack is unusually free of any snatching action due to the flow control of the operating pressure and the overrun braking system. This is an important feature when spraying or mowing.

Tegethoff's latest acquisition is the newly-launched Kubota L45 TLB (tractor, loader, backhoe). Sporting the new Kubota HST Plus hydrostatic transmission and packed with power, the L45 is ideal for all sorts of varied tasks on a Pecan Nut farm. "I'm delighted with this machine," says Tegethoff. "It can be used for trenching, carrying, excavation and a host of other things. It is versatile and powerful and is especially useful when working around the trees as its manoeuvrability ensures no tree damage."

Anke also acquired - with the farm which she bought from her father a few years ago - a small 18.4kW Kubota B2530 with a special hook for fitting the tree shaker. "This little tractor is truly magical and does what it has to, with quiet efficiency," she says.

Featuring an all-new design for enhanced ergonomics, extra comfort and increased safety, getting behind the wheel of a new Kubota B2530 is easier than ever. With all levers relocated to the side, the flat deck now offers easier, unrestricted access, more leg room and greater simplicity of operation. The Kubota B2530 has reduced levels of noise and vibration and, as the muffler is totally enclosed, visibility is enhanced for easier front implement operation.

Finally, Tegethoff paid tribute to the service he has received from Dirk Venter at Danlou Agri, the Kubota dealers in Hartswater. "He and the Kubota team are always prepared to go the extra mile and that's like the cherry on the top," he concludes.

For more information, please contact Smith Power Equipment on 011 284 2000.

WHEEL LOADERS FROM WACKER NEUSON: EQUIPPED FOR EVERY APPLICATION

Wacker Neuson continues to expand its wheel loader product range. With three new models, Wacker Neuson is expanding its wheel loader product range for Bauma. All machines are particularly characterized by off-road capability, durability and simple operation.

Whether contractors, in gardening and landscaping, in rental parks or when working in the municipal sector: Wheel loaders are used where a versatile and reliable machine is needed. For many years now, Wacker Neuson has been a reliable partner in this field for its customers. The extensive product range of articulated wheel loaders is tailored to the needs of customers and can be further customized through various options. Any wheel loader can be used in a versatile manner through numerous attachments, such as sweepers, earth buckets, concrete mixing buckets or snow blowers. Using a hydraulic quick-change device, these can be easily replaced from the operator's seat. At Bauma 2016, Wacker Neuson showcased three new models: the WL28 and both allrounders WL44 and WL54.

The WL28, a compact wheel loader specifically designed for application in the construction industry, scores particularly well due to its very good view of the working area. The height of the front carriage was kept very low for this purpose. Due to the short wheel base, the machine has a high level of stability. With a tipping load of 1.8 tons, the wheel loader can therefore easily transport a pallet of sett paving (paving stones). The optimised parallel guidance and two large sized lift cylinders provide for a powerful load arm. With an overhead loading height of 2.27 meters, even construction site trucks can be loaded. The WL28 is particularly versatile due to the wide range of attachments.

The WL44 and WL54 with bucket capacities of 0.8 and 1.0 cubic



meters are the new powerful allrounders among the Wacker Neuson wheel loaders. Due to their particularly sturdy design and the self-explanatory operation, they are aimed at customers who require cost-efficient technology for traditional loading work with frequently changing operators. The WL44 has an operating weight of 4,600 kilograms and a standard engine output of 35.7 kW (optional 44.7 and 55.4 kW) while the WL54 weighs 5,800 kilograms and has an engine output of 55.4 kW. With their overhead loading heights of 3 and 3.33 meters, both wheel loaders are predestined for material transport and the ongoing truck loading on the construction site. With different operator's canopies and cabin designs, the machines can be outfitted in a very tailored-to-suit manner in terms of function and comfort and allow for applications within buildings, despite their size.

In addition, special attachments, such as snow blowers and asphalt milling machines, can be easily operated with the Highflow option. The articulated pendulum joint allows the operator to drive in a versatile, safe and comfortable fashion, even in uneven terrain conditions. Different tires also provide for optional traction on any surface. The three new models now expand the Wacker Neuson wheel loader segment to a total of 12 machines, which are available with a bucket capacity of 0.2 to 1.05 cubic meters and therefore constitute a very diverse offer for customers with different applications.

WACKER NEUSON:

Wacker Neuson makes this promise to customers world-wide with a comprehensive product range of construction and compact equipment, spare parts and services rendered. Among other things, the product range includes internal and external vibrators for concrete compaction, rammers, vibratory plates and rollers for soil compaction, demolition and cutting equipment, light towers and generators, heaters and ventilation equipment, as well as excavators, wheel loaders, telehandlers, skid steer loaders and dumpers in the field of compact construction equipment. Wacker Neuson has always owed its leading market position to unconditional customer orientation as well as the reliability and power of innovation of its products. With its own sales and service organizations in more than 35 countries, 9 international production locations and numerous partner locations for sales and service, Wacker Neuson has a broad presence. In addition, Wacker Neuson offers services rendered that meet the diverse requirements of its customers. Companies from the main construction industry, gardening and landscaping, municipalities and industry among other sectors therefore rely on the innovative solutions of Wacker Neuson. The brand is supported by the Wacker Neuson Group, a corporation with more than 4,600 employees and a turnover of EUR 1.38 billion in 2015.



DAF TRUCKS EASE THE LOAD

Babcock's Transport Solutions division is giving cutting-edge European engineering a distinctly African twist as they stock up on world-class DAF Trucks imported directly from the DAF factory in Netherlands, with adaptations to suit the local environment.

Babcock has been the sole importer and distributor of DAF Trucks in southern Africa since 2011 and offers customers in the logistics and transport sectors a choice of leading DAF Trucks, including the XF105.460 for long distance haulage, and the CF85.410 for regional and construction transport.

The standard for long distance road transport, the DAF XF105 has fast become Babcock's best-selling truck. Built for the long haul, the DAF XF105 offers low operating costs, top comfort to the driver and high revenues per kilometre to the operator, making it the preferred choice for many of Babcock's logistics customers.

DAF Trucks applies state-of-the-art technology to maintain the highest standards in development and manufacturing, with a reputation for offering a truck for every application. Mark Gavin, Sales Director for Babcock's Transport Solutions' business, expands on why the XF105 is becoming increasingly popular in this country, as well as how Babcock has specified the truck to perform optimally on southern African roads.

"Special features incorporated in DAF Trucks sold into southern Africa extend from modifications to air filters to cooling systems, axle loads and tyre sizes. Our climate and the fact that South Africa has some of the harshest dust conditions in the world necessitate modifications to the main air filter assembly such as the double cyclonic air filters that were developed to specifically deal with the dust experienced in some regions. You also need to bear in mind that generally in Europe, the truck engines run at full load capacity a lot less than they do in our conditions," says Gavin.

He explains that a most of the modifications required are due to highway design and construction in different regions, as the main routes in Europe are generally flatter than is the norm in South Africa. Steep inclines and descents here call for tougher engines that are demanded to work harder and longer, and while the DAF's Euro 3 specification engines offer fuel efficiency, cleaner emissions, durability and reliability, in southern Africa they also

include steel pistons and a heavy duty cooling system.

"Unlike most other brands that are assembled in South Africa, Babcock imports the trucks directly from DAF in Eindhoven, the Netherlands, where they are built with passion and expertise and then customised for the local market," says Gavin. "This ensures only the highest of exacting European quality, designed for demanding African conditions."

Leading local logistics providers, such as OneLogix, have realised this benefit as they begin to turn more frequently to Babcock for truck supply, support and maintenance. Listed on the JSE, the OneLogix group provides logistics and related services to the southern and East African regions. OneLogix United Bulk, specialising in providing liquid transport requirements to a broad range of industries, recently added 20 DAF Trucks to their fleet of tankers operating throughout southern Africa, a fact that Gavin attributes to the broad range of general applications that the XF series can cover as well as the strong service-based relationship that Babcock has forged with this extensive bulk liquid transporting and logistic services company over the years.

Key features drawing logistics operators to the DAF XF105 are its extremely economical fuel consumption and use of many low maintenance components, a spacious cab that helps keep drivers fitter and alert for longer, an engine that comprises 25% fewer parts than previous models thereby dramatically increasing reliability, and smart features such as the speed limiter and engine idle shutdown that prevents wastage of fuel and reduces emissions.

Other attractive services that are offered by Babcock for DAF Trucks include an extensive regional network of sales and support centres, availability of parts, 24-hour emergency assistance 365 days of the year and overall total transport solutions designed to maximise earnings per kilometre. Tailor-made repair and maintenance contracts are also available as well as full after-market support. Strategically located parts distribution centres ensure that parts are always available and strong emphasis is placed on training skills and courses.

Babcock continues to take DAF Trucks from strength to strength in southern Africa as they increase their market share and notch up a long list of highly satisfied customers who trust Babcock to deliver.



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ADVANCE PROJECTS INVESTS IN KOMATSU POWER TO MAXIMISE NEW DEVELOPMENT OPPORTUNITIES

An enduring partnership that has thrived for a quarter of a century best describes the relationship between Komatsu a respected earthworks and civils contractor Advance Projects.

The story began in 1992 when founding director Aldert Nieuwoudt – together with his brother MC and friend Kobus du Toit – set up their fledgling earthworks business. Starting out with only a handful of people but plenty of ambition, hard work and a careful choice of capital equipment, has seen the business mature and expand as a leader in its field. It's also worth mentioning that it now provides employment for around 500 people. Based in Mooiplaats east of Pretoria, Advance Projects has used Komatsu products from the very outset, starting out with second-hand equipment and gradually growing the size of its fleet with the addition of new machines. "We're very happy with our products and our fleet of dozers and excavators is literally 99% Komatsu," says Aldert, who points out that the older machines are still earning their keep more than two decades down the line.

POWER AND RELIABILITY

The company's faith in the power and reliability of Komatsu was demonstrated during the first few months of 2016, when it took delivery of four new PC200-8MO excavators, three PC300-8 excavators and a single D65EX-16 dozer.

The new additions have been taken on board not only to replace existing equipment, but specifically for use in the development of new projects, and the total size of the Komatsu fleet now stands at an impressive 30 units. "Business conditions are definitely tight, margins have shrunk and we need to be very enthusiastic when we tender. Despite this, there are some very good reasons to be positive as we have consistently achieved year-on-year growth of 20% over the past three years. We have done this by staying competitive in

the marketplace and keeping a very careful eye on operating costs," he says.

The latter is being further addressed with Komtrax – Komatsu's well-established and technologically advanced remote equipment and fleet monitoring system, which is currently being activated across all of the company's more recent acquisitions. Aldert believes that taking the advice of his dedicated Komatsu representative, Karen van der Walt, to utilize this comprehensive plant monitoring system can only be beneficial, as it provides immediate reference to essential indicators like hours worked, fuel consumption, operator performance and the exact location of a machine. "It is a very handy tool, not only for developers like ourselves, but also for plant hire operators. We operate all over the country and this gives us an immediate reference to what's going on and where. We need to keep up to date with this type of technology to run our business in today's conditions."

STICK TO THE BASICS AND REMAIN POSITIVE

A factor that has enabled Advance Projects not only to survive but to prosper in challenging conditions is to stay with the basics.

"We're sticking to what we know best. Over the years we've built up strong relationships with good developers who specialize in projects within the private sector," says Aldert whose background in the construction, civils and bulk earthmoving industries, ensures that he knows every aspect of the business from the ground up. He also makes the point that the company has to work to very closely controlled deadlines.

Looking ahead, he has a positive outlook for the future: "If the people in power do what they say they are going to do the economy will pick up, money will be spent through the right channels and there will be a lot of work. We started from very small beginnings and worked late nights and, in a way, nothing has changed."



Aldert Nieuwoudt standing in front of the Komatsu PC200-8MO



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HAS BBBEE BEEN CAPTURED, BY CAPTURED CHARTER COUNCILS?

ONCE AGAIN OUR HIGHLY CONTROVERSIAL AND ENTERTAINING CONTRIBUTOR, DR IVOR BLUMENTHAL TAKES UP THE CUDGELS ON ANOTHER HIGHLY RELEVANT SUBJECT.

The benefit of being a Social Engineer in South Africa is that one operates in such heady spaces, that very few people know you're there, and even fewer know what you're doing there. By the time they have woken to the reality that your efforts have reaped cataclysmic consequences, there is a legislative process in place which is almost impossible to unravel. This is surely the case with Broad Based Black Economic Empowerment (BBBEE) in South Africa. It is doubtful whether Organised Business which began participating in activities at the National Economic Development and Labour Council (NEDLAC) in the mid-90s, may have anticipated how it's expressed mandate would have been twisted and turned to such an extent, that the manner in which empowerment legislation is now being interpreted, is unrecognisable.

Chartered Councils are voluntary social partnerships between interested organised Business and Labour participants with lots of other interested groups thrown in, which indicates to the Department of Trade and Industry that they wish to work with the generic Broad-Based Black Economic Empowerment codes, for the purpose of customising those codes to suit the realities of a particular industry or sector. I recently interviewed Mr Thabo Masombuka who is Chief Executive Officer of the Construction Sector Chartered Council. Our discussion makes the purpose and operation of any Charter Council clear. However, what became very evident to me during the course of our discussion was how manipulable the final agreement reached between all of the parties can become, if the wrong people involve themselves in the process and the people who should be at the table are noticeable by their absence. So who should be at a Charter Sector Council table representing the interests of Employers? Simply put, due to the consequences of this negotiation which will impact directly on all companies, small medium or large, included in the affected Industry or Sector, the Organised Business community must send its most insightful, competent, assertive and articulate negotiation team, rather than its weakest. What is critically important is a proper understanding and exhibition of the mandating process. The companies affected themselves need to agree on what is contained in any agreement reached by a Charter Sector Council. This can only happen through an effective process of communication, workshopping, and an in-depth engagement on what is being discussed. CEOs will however tell you that they don't have time to participate in these events. They have a business to run. They do so, at their peril.

BBBEE legislation was intended to manage the processes of Transformation in all economic sectors and clusters of industries in South Africa. Even though with the insertion of a Chartered Sector Council, social partners are intended to customise the application of this legislation in a specific domain, with an imbalance of partners around the table the legislation can be manipulated away from the central core purpose of the generic codes, in favour of a more insidious set of nefarious motives which have very little to do with true transformation and more to do



with industry or sectoral capture. This legislation was never intended to simply replace White businesses with Black businesses. It was not designed to ethnically cleanse every affected industry. The result of non or badly considered partial participation is a one-sided agreement heavily weighted against traditional business owners and processes and almost exclusively in favour of Black Business. This is because of the fact that while traditional business owners might be too busy or simply disinterested in participating collectively in the business of a Chartered Sector Council, the Black Business Council and other organised Black Business entities are only too eager and committed to participate in the process which they know can be manipulated to their benefit.

All credit to them for taking the time to understand the process fully and grabbing the opportunity to capture the Industry or Sector under consideration by simply presenting themselves at that table. If you think that these codes only affect medium to large size businesses in South Africa you're ignorant. Simply put you do not understand that even if you're a BBBEE-exempt business, in the medium to long-term your customers or clients, will stop doing business with you if they have the opportunity of doing business with another identical supplier of goods or services who just happens to be Black owned. The benefit which can be passed onto them by making such a move, simply cannot be ignored or overlooked.

If on the other hand you are a company affected by the codes directly, in other words if you require a BBBEE rating, you may be surprised to find yourself facing insurmountable obstacles in complying with the rating requirements. Ignorance in this instance is no excuse. If you have chosen to bury your heads in the sand in the hope that by ignoring BBBEE it will go away and leave you alone, you are in for a very rude awakening, and frankly need to be rudely awakened.

Equally even if you are a member of an Employer Association which is in a position to represent your interests collectively, but you have appointed

a person or group of people to represent your interests who are just not suited to the job of effective representation, engagement, and assertive lobbying, the situation will be worse. Their mere presence in the process will be taken as tacit acceptance and acquiescence with any final agreement. This is the case in the number of Chartered Council agreements. The other social partners are legitimately able to point fingers at the business community affected and say that you were at the table, that you had representation there, and that therefore you have no right to complain about the outcome of the negotiated agreement. As a final thought let me leave you with a single compromise which is dealt with in my interview with the CEO of the Construction Sector Charter Council. He openly acknowledges that during engagement between the social partners, there was an agreement to reduce the requirement for Skills Development which in the Generic Codes is set at 6% but in the Sectoral Code has been reduced to 2% in year one, rising to 3% over 3 years. At the same time, the Black Ownership requirement which sits at less than 25% in the Generic Codes, has been voluntarily increased in the Construction Codes to 35%.

WHY?

If there is an argument to prove that the process has been captured, then this would make sense if one could show that the loudest voices in the engagement process have been those of Black

Business, knowing smugly that black businesses more than represent the 35% ownership requirement contained in the codes. At the same time the reduction in the Skills Development requirement from 6% to 3% makes total sense in relation to an organised and concerted negotiation effort from the social partners representing the interests of Black Businesses. Why should they have to train and develop their staff and themselves for that matter, when they already satisfy a higher percentage of Black Business ownership than that which is required in the Generic Codes.

This is obviously a trap which is the traditional business community walked straight into during the engagement and negotiation phase on the Construction Sector Codes. If the argument is that the Codes are intended to encourage self-driven and self-governed transformation in an industry or sector, then equally the argument can be made that Black Business which is not required to transform (or at least that is the interpretation of Black Business), should play no role in the decision-making processes on a Sectoral Council, specifically in relation to setting the targets, but instead should play a role in ascertaining and evaluating the nature of transformation and the success of any agreement, as and when the need requires. To do this successfully though would require a level of maturity amongst all social partners on a Chartered Sectoral Council, which simply does not seem to exist in any of them.



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TEREX|FINLAY SPECTACULAR NEW MODEL LAUNCHES AT CUSTOMER OPEN DAY

Terex|Finlay, recently hosted an Americas customer open day in San Antonio, Texas. In addition to US, South American and Canadian based visitors there was also an international flavor with customers and dealers in attendance from Ireland and Russia.

The event and product demonstration were hosted by Martin Marrietta, Medina quarry, just outside San Antonio and saw Terex|Finlay unveil three new machines at the event. These were the first production models to reach American shores.

- NEW I-140 impact crusher
- NEW C-1540 direct drive cone crusher
- NEW 674 inclined screener

The onsite demonstrations featured eight Terex|Finlay machines in three working demonstration zones and one machine on static display.

The full machine line and demonstrations were structured as follows:

Demonstration 1

Featured the NEW I-140 impact crusher feeding into the mammoth 893 heavy duty forward facing screen.

Demonstration 2

The headline act, incorporating the J-1170 jaw crusher, NEW C-1540 cone crusher and NEW 674 inclined screen.

Demonstration 3

Featured the mid-sized 873 heavy duty forward facing screen. Keith McCann, Americas Sales Director, commented on the event:

"It was a huge pleasure to welcome so many customers to yet another successful Terex|Finlay Americas open day. Our new product developments this calendar year have been unprecedented. We place a lot of emphasis on listening to what our customers' tell us they want and need from their equipment day in day out and judging by the feedback that we have received on the new product launches we are definitely on the right track with our new product development initiatives. To our hosts, Martin Marietta, Medina, "Thank you so much! Working with you was a pleasure from start to finish, and we feel so honored to have had access to such a great site. Thank you for making our open day, the success of the event was in large part due to you guys and your committed colleagues!"

Additional details about each of the machines on display at the Open Day.

NEW Terex Finlay I-140 impact crusher

The Terex Finlay I-140 shapes the future through innovation. This new generation impact crusher with redefined style and advanced technological design gives improved material flow and production capabilities in quarrying, mining, demolition and recycling applications. Incorporating the Terex® CR032 impact chamber with direct drive and advanced electronic control system the machine provides operators with high material reduction ratios

and produces a consistent product shape. The high productivity, ease of maintenance and operation makes the machine an ideal solution for large scale producers and contract crushing operators.

Key features:

- The ease of material flow through the machine has greatly improved.
- With each component increasing in width as the material moves through the machine.
- Fully hydraulic assisted apron setting features makes adjustment of the aprons convenient and efficient.
- Heavy duty vibrating feeder (VGF) with integral pre-screen removes dirt fines and sizes bypass material for reprocessing.
- Optional under crusher vibratory plate feeder with wear resistant liners aids material discharge flow.

NEW Terex Finlay C-1540 cone crusher

The fuel efficient direct drive Terex Finlay C-1540 cone crusher is the optimum machine for medium sized producers and contract crushing operators. This efficient and productive machine features the proven Terex 1000 cone crusher that is choke fed with integrated level sensor, automatic tramp relief and hydraulic closed side setting (CSS) adjustment. The large hopper/feeder has an automated metal detection and a purge system to protect the cone and reduce downtime by removing metal contaminants via the purge chute. Additional benefits include, rapid set up time, ease of maintenance, high reduction ratio, high output capacity and advanced electronic control system.

Key features:

- Fuel efficient direct drive transmission via a clutch.
- Hydraulic Tramp Relief System with automatic reset protects the chamber and minimises downtime.
- Metal detection system on feed belt with 'auto-stop' protects the cone from tramp metal and the purge system removes contaminants from the machine.
- Advanced load sensing auxiliary hydraulics maximizes plant efficiency

NEW Terex Finlay 674 inclined screen

The Terex Finlay 674 is a compact easily transportable machine that offers operators rapid set up and tear down times. The screenbox features three decks giving a large screening area of 170ft² to provide efficient screening even at small fractions and high capacity. The screenbox features quick wedge tensioning, access holes and bottom deck hydraulic tensioning system to reduce time required for mesh changes. All four discharge conveyors are adjustable and hydraulically fold for transport. The fourth product 'oversize plus' conveyor has variable tilt and side slew to accurately discharge material for recirculation and stockpiling.

Key features:

- Triple deck screen with galvanized all round fixed catwalk access for ease of operation and maintenance.
- The fourth (oversize plus) conveyor provides variable tilt and slew capability to accurately discharge materials for recirculation to crushers or for stockpiling.
- Maximum utilisation of the three decks provides ultra-efficient

screening capabilities even at small aggregate sizes.

Updated hopper and belt feeder gives improved material flow onto main conveyor

Terex Finlay 893 heavy duty screen

The Terex® Finlay 893 is a highly versatile and aggressive machine engineered and built for working in large scale quarrying, mining, construction and demolition debris, topsoil, recycling, sand, gravel, coal, ore and aggregate applications. The plant has the capacity to process at a rate of up to 800 tonnes per hour and can be fed either by a tracked mobile crusher, shovel or an excavator. Depending on the application the working angle of the aggressive screenbox can be hydraulically adjusted to between 14 – 18°.

A key feature of the machine is the capability to change the working angle of the hopper/feeder. The working position can be lowered so that it can work with ease with a mobile crusher. The hopper/feeder working position can be raised to provide a reduced feeder angle when operated in direct mode from an excavator or shovel. The screenbox top deck can be fitted with a variety of screening media including; Mesh, Punch plate, bofar bars & Tines. The bottom deck can be fitted with mesh, punch plate & cascade fingers. This fully self-contained plant can be hydraulically folded and ready for transport in less than 30 minutes making it the ideal machine for large scale contract screening projects where a highly productive and dependable screen is paramount.

Key features:

- Versatile aggressive screen box can be easily adapted to suit many applications.
- 6.1m x 1.83m (20' x 6') top deck and 5.5m x 1.83m (18' x 6') bottom deck screen.
- Screen box angle can be hydraulically adjusted to an angle between 14 – 18°.
- Screen box discharge end can be hydraulically raised 600mm (24") to facilitate efficient and easy media access and changing.

All stockpiling conveyors are hydraulic angle adjustable with hydraulic extending head sections for maximum discharge & stockpile height. Apron feeder angle adjustable, lower position to accommodate crusher feed, high position provides reduced feeder incline angle when operated in direct feed mode from excavator/loader

Terex Finlay 873 heavy duty screen

The Terex Finlay 873 is ideally suited to working in aggregates, sand and gravel, top soil, construction demolition and recycling

applications. This highly versatile machine can be fed either by a tracked mobile crusher, shovel or an excavator and has the capacity to process at a rate of up to 450 Tonnes per hour. Now available with dual power technology option. On-board electrical motors allow flexibility to run from an outside power supply or standard onboard engine.

Key features:

- Screen box angle can be hydraulically adjusted to an angle between 13- 19°.
- Screen box discharge end raises hydraulically 500mm to facilitate mesh changing.
- Screen box can accept punch plate, cascade fingers, bofar bars and speedharps.
- Galvanised access catwalk on both side of screen.
- Oversize conveyor angle can be adjusted from 18° to 24°.
- 1.2m wide Belt feeder complete with 7m3 manual folding hopper.

Terex Finlay C-1545P Cone Crusher

The Terex® Finlay C-1545P incorporates the Terex 1150 cone crusher driven through by direct clutch drive with variable speed, automatic tramp relief and hydraulic closed side setting (CSS) adjustment. The machine features an on-board forward facing prescreen module with a 2.1m x 1.52m (7' x 5') single deck screen for removal or bypass of fines from the feed material. The fines material can be discharged from the machine using the optional on-board by-pass conveyor or reintroduced onto the main product conveyor. Both methods improve the overall plant throughput capacity, product flexibility and liner wear reduction. In applications where pre-screening of the feed material is not required the module can be hydraulically repositioned beneath the hopper/feeder. This provides a more compact working envelope as the feeder/hopper can hydraulically adjusted to feed directly into the cone chamber.

Key features:

- NEW Terex TC1150 cone crusher provides high reduction and productivity ratios and gives excellent product cubicity.
- The forward facing pre-screen module maximizes production and reduces wear on the chamber by removing fine materials before it enters the cone.
- The large hopper/feeder on the plant has an automated metal detection system to protect the cone and reduce downtime.
- The pre-screen module can be used to produce a roadbase product from the on-board side conveyor.

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MAJORITY OF SA COMPANIES BELOW BEE PAR, SAY EXPERTS

Only a small percentage of South African businesses have reached their potential level of Broad-Based Black Economic Empowerment (BEE) compliancy, making the rest increasingly vulnerable to blacklisting by parastatals and the corporate sector.

So says Cor van Deventer, a director at Greyvensteins Attorneys, a member of the national Phatshoane Henny Group of Associated Firms and a specialist BEE legal advisor.

"While most South African businesses have achieved a certain level of compliancy on the BEE score card, significant changes to the BEE 'game-plan' during 2015 have affected many scorecards," he says, adding that company compliancy levels were not stagnant and needed to be reassessed whenever new codes or legislation or amendments are promulgated. "Certificates are only valid for one year, for one thing, and for another, what's valid and was taken into account during one verification, may not be valid the following year."

As a result of outdated or incorrect scorecards, he continues, many companies are now under-scoring, which will dramatically affect their ability to not only secure new business, but also to retain clients, which will obviously have a negative impact on their bottom lines.

Warning of mounting pressure by the Department of Trade and Industry (DTI) on companies to comply with the Broad-Based Black Economic Empowerment Act, he says the country's major banks are following in the wake of the parastatals by prescribing a minimum level of compliancy from their suppliers. "Without the prescribed minimum level of compliancy, an enterprise will simply not qualify for contracts or tenders as well as mining, liquor and gambling licences."

ACCOUNTABILITY

Van Deventer also warned that the DTI's current non-prosecutorial approach would not last indefinitely, and that directors and shareholders would likely be held legally and financially accountable for non-compliance with the BBBEE codes going forward.

According to Van Deventer, the BEE scorecard ranges from level 1 "which is optimum", to level 8, "which shows the existence of both a scorecard and intention". However, he adds, the level 4 compliancy rating benchmark is no longer sufficient, with "more and more parastatals and private companies pressing their suppliers for level 3 to level 1 ratings".

STRATEGY

"Accurate scorecards, together with a proper strategy, now have to be treated as a priority," maintains Arnel Ayers, who heads up the Greyvensteins BBBEE division. Ayers, who has 12 years of experience in BEE consulting, and was appointed as one of the first legal BEE advisors in the country in 2004, says that while the Act was promulgated in 2003, the floodgates opened when the codes of practice were amended in 2007. "That's when sector codes began to be drafted for the various industries, and when the DTI, through different forums and business chambers, began to develop working documents."

She adds: "In the past, a business owner could focus on BEE once a year when it was time to obtain a certificate. Now you have to pay

specific and continued attention to every element of the scorecard and make various payments throughout the year, which need to be included in the company's budget. The problem is that business owners are often too involved in running their companies to focus on BEE, which requires continuous guidance and input to get to the required level."

Ayers, who specialises in advising clients on becoming BBBEE compliant, ownership structures, employment equity reporting, skills and enterprise development, supply development and social development, adds that companies require individual solutions and that there isn't a one size fits all solution. "Not only do they need to know how to use BEE as a business development tool, they also have to know which sector code is applicable to them and how to adapt to changing laws, which happens all the time. A farmer cannot be measured according to the same rules as the owner of the shop on the corner. They're totally different industries, with different challenges."

What many business owners still do not realize, she continues, is that a company is classified according to its turnover, not its profits. "In addition to your industry, it's your company's turnover that will dictate which scorecard will be applicable. Profit is what determines how much needs to be spent on socio economic and enterprise development. It's therefore imperative that companies are correctly guided and the right strategies and measurements put in place, and it's a process that should be done over two to three years so that complying is not a major financial shock."

OWNERSHIP FEARS

Ownership structures are the major stumbling blocks for most businesses with regard to BBBEE, says Ayers, especially in light of the latest amendments to the Codes of Good Practice. "Business owners often think they have to give up ownership of their business or at least give shares away, but this is not the case. BEE has to work for your business. It's not the intention of the Act to make business owners lose their businesses. Rather, it exists to empower and develop the previously disadvantaged and allowing them entrance into the mainstream economy."

CATEGORIES

The Exempt Micro Enterprise (EME) is a business with a turnover of less than R10 million per annum as well as any start-up business which has been trading for less than a year. Both are automatically given a level 4 status where they are white-owned. In order to obtain a higher level of compliancy, such an EME will need to comply and be rated on a QSE (Qualifying Small Enterprise) scorecard, explains Ayers.

A 100 % black-owned EME is given a level 1 status, while a 50.1 % or more black-owned EME is afforded an automatic level 2 status.

The Qualifying Small Enterprise (QSE) is a business with a turnover ranging from R10 million – R50 million per annum. Again, a 100 % black-owned QSE is given an automatic level 1 status, and a 50.1 % or more black-owned QSE qualifies automatically for level 2 status, she says.

The Generic Enterprise, a business with a turnover of over R50

million per annum, is the most complicated, Ayers says further, since a higher spend and more complex procurement elements are required. "Big companies have to spend a certain amount to score in the various sub-categories. They literally have to sit with and physically classify every one of their suppliers to see if they fit into their score card, and the costs involved and the administrative requirements are very high."

FRONTING

And then there's the issue of fronting, a criminal offence that carries with it fines of up to 10% of a company's annual turnover and could see directors found guilty landing up in jail for up to 10 years, according to Ayers. "Fronting is the deliberate or attempted circumvention of the BBBEE Act and the Codes and commonly involves reliance on data or claims of compliance based on misrepresentations of facts," she explains. "Numerous cases are currently being investigated by the National Prosecuting Authority (NPA)'s Specialised Commercial Crimes Unit as we speak."

One of many cases of fronting she's had to deal with saw a business owner narrowly escape criminal prosecution. "He submitted the name of one of his black employees as a shareholder in order to be issued with a level 3 certificate that allowed him to win a tender from the local municipality through a well-known rating agency. His competition realized this and wanted to report him to the NPA," says Ayers, who managed to arrange a settlement after committing to resolve the issue on behalf of the client.

She adds: "Fronting can also blow up in the business owner's face, when such an employee realizes that he or she in fact owns shares in the business, and then proceeds to claim the value of that shareholding in rand value."

"One of many cases I've dealt with concerned the owner of a business who transferred 30% of its ownership to a long-serving black employee in order to get a favourable BEE score to qualify to tender for a contract. When the relationship turned sour, the employee sought legal advice and demanded to be paid for her shares, which cost the owner millions and ended up in the business having to close down."

VERIFICATION AND TENDERS

Verification is a time-consuming exercise, says Ayers. "Business owners make the mistake of thinking that they can pop in and get a certificate when they need to submit a tender, but that's just not going to happen. It's a lengthy process that takes four to eight weeks to do properly. For example, where a business owner claims points for employing a brown male supervisor, he will need to submit all the requisite evidence and documentation in support of this claim, including employment contracts – and lots of businesses don't even have these in place. Hiccups like this will obviously prolong the process."

BBBEE has become very complex, concludes Van Deventer, though he adds that "it's not all doom and gloom". "It's actually a very well thought-out empowerment plan, which, with the professional guidance required to attain the maximum level of compliancy while keeping the business financially viable, will benefit all parties. But it needs an expert to implement and guide the process, which begins with an assessment of an entity's BEE status, its shortfalls and the desired and attainable level of compliancy, and moves on to the development of a suitable BEE strategy, possible restructuring and a Workplace Skills Plan as well as a host of other reports and documentation. So it really makes sense to go to an expert attorney and get compliant. It will save you money and stress down the line."



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