

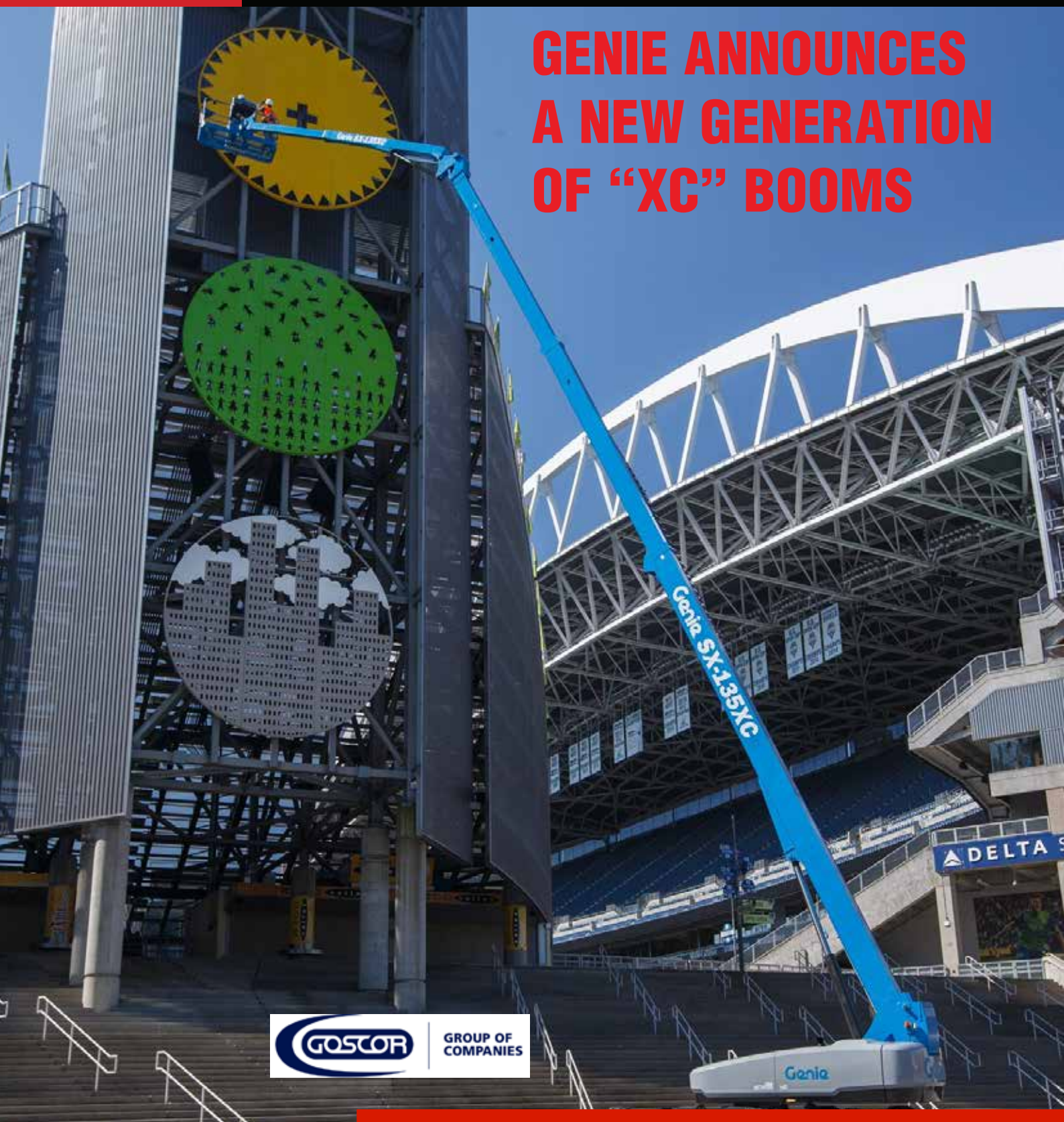


# CPHA MAGAZINE

OCTOBER 2016

THE PROFESSIONAL BODY FOR THE **HIRE** INDUSTRY

**GENIE ANNOUNCES  
A NEW GENERATION  
OF "XC" BOOMS**



INCLUDING THE OFFICIAL RATE GUIDE

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- Building contractors and sub-contractors
- Landscaping contractors
- Plant hire companies
- Government departments and municipalities
- Mining Houses
- Equipment manufacturers

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# CPHA MAGAZINE

OCTOBER 2016 THE PROFESSIONAL BODY FOR THE HIRE INDUSTRY

## GENIE ANNOUNCES A NEW GENERATION OF "XC" BOOMS



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# GENIE ANNOUNCES A NEW GENERATION OF “XC” BOOMS

## ***Increased flexibility and versatility on jobsites thanks to more capacity and precise platform positioning***

To adapt to today's widespread need to enable people to work at height safely with increasingly heavy loads using a single machine, Genie® Xtra Capacity (XC) boom lifts are designed to work in more applications that require higher capacities. Easy to spot on rental yards and jobsites, the new generation of Genie booms has an “XC” designation in their nomenclature.

Goscor Hi-Reach, part of the Goscor Group of Companies, is the official distributor of Genie products in sub-Saharan Africa.

### **“XC” MEANS XTRA CAPACITY**

“Industry-wide, there is a mix of high- and dual-capacity machines with different specifications” says Adam Hailey, Genie Director of Product Management, Terex AWP. “This can be challenging and confusing for operators, particularly when spec'ing a project that requires lifting heavy loads within a specific envelope. Responding to customer demand worldwide who need higher capacity within clearly defined working envelopes, the new generation of Genie XC boom lifts will consistently offer dual capacity on all of its models.”

All Genie XC booms combine therefore the benefits of a dual-envelope design to provide an unrestricted range of motion with a platform capacity of 300 kg (660 lb) and a restricted operating envelope capacity of 454 kg (1,000 lb). To support additional weight on the platform, Genie XC booms are engineered with an updated

boom structure that boasts increased performance, range of motion and envelope control, as well as a robust jib capable of easily handling the standard 454 kg (1,000-lb) maximum capacity. “Genie XC booms reduce the number of lift cycles,” says Hailey, “as well as the amount of equipment operators will need to get tools and materials to work areas at height — doing more with a single unit saves time and increases productivity.”

The XC nomenclature also lets rental customers know that this new boom complies with the overload restriction guidelines in the current European EN280 and Australian AS 1418.10 standards as well as the proposed ANSI A92 and CSA B354 industry standards in North America.

### **NEW TECHNOLOGY ENHANCES SAFE WORK PRACTICES**

“Thanks to new technology incorporated into the design, Genie XC booms will carry more load than ever before, and some models will be able to work on higher slopes, giving the machines the unparalleled ability to complete higher capacity jobs in a wider range of applications,” says Hailey.

To increase performance, decrease set-up time and improve overall productivity, all Genie XC models boast the ability to do zero-load field calibration. These new Genie booms are equipped with a load sense cell that continuously checks the weight in the platform and adjusts the envelope to match the load chart. A tilt sensor also gives users access to different ranges of motion based on the machine's rated slope limit, on certain machines even on extreme angles,



maximizing the ability to access even the most hard-to-reach work areas.

An updated CAN-based control system on most of the new Genie XC models brings the familiar SmartLink™ control system features to these new booms. Operators will find the control layouts on these new Genie XC machines to be consistent and intuitive, making operation of the booms easy and straightforward. “And, service technicians will appreciate the onboard diagnostics available on the new LCD display at the ground controls,” says Hailey, “allowing machine setup, calibration and troubleshooting right on the machine — no need for a laptop or any additional accessories.”

Hailey also notes that the new Genie XC booms share commonality in design, parts and accessories, as well as serviceability benefits, including easy access to crucial service points, with all Genie products.

Following the launch of the Genie® Z™-45/25XC articulating boom lift and the new Genie® SX-135XC telescopic boom lift, Terex AWP plans to introduce other Xtra Capacity XC Genie models throughout 2017. For more information about the Genie family of XC boom lifts, visit: [www.genielift.com](http://www.genielift.com).

#### ABOUT TEREX:

Terex Corporation is a global manufacturer of lifting and material processing products and services delivering lifecycle solutions that maximize customer return on investment. Major Terex brands include Terex, Genie, Powerscreen and Demag. Terex solutions serve a broad range of industries, including construction, infrastructure, manufacturing, shipping, transportation, refining, energy, utilities, quarrying and mining. Terex offers financial products and services to assist in the acquisition of Terex equipment through Terex Financial Services. More information about Terex is available on its website: [www.Terex.com](http://www.Terex.com), and on its LinkedIn page - [www.linkedin.com/company/terex](http://www.linkedin.com/company/terex) and Facebook page - [www.facebook.com/TerexCorporation](http://www.facebook.com/TerexCorporation).

#### ABOUT GOSCOR HI-REACH:

Following the presence of Genie Industries in South Africa since 1998, the merger of Genie Industries and Terex internationally presented an opportunity for the establishment of Hi-Reach Manlift (Pty) Ltd as the official distributor of Genie's extensive range of products in the Southern African market. The company has primarily been specialising in MEWPs (also called Cherry Pickers, boom and scissor lifts or Manlifts) but also later on started focussing on telescopic handlers (or telehandlers), material lifts and Genie and Terex light towers.

CEO George Landsberg who has been involved in the MEWP market in South Africa from the early days having set up Johnson Access in 1998, established Hi-Reach Manlift and set the stage for a strong and viable distributor of this great ranges of Mobile Elevating Work Platforms, Light Towers, Telescopic Handlers, etc. The company also has distribution rights for the range of small Hy-Brid self-propelled and push-around scissor lifts with unique light-weight characteristics. These units are manufactured in the USA by Custom Equipment.

The company operates from premises in Alrode, Alberton and carries stock of a wide range of products and spares.



#### ABOUT GOSCOR ACCESS RENTAL:

Goscor Access Rental, part of the Goscor Group of Companies, was established as a specialist Rental Company, focusing on the rental of Mobile Elevated Work Platforms also known as Powered Access. Headed by an industry experienced management team with a love for the business, Goscor Access Rental has a head for heights. They offer a full range of platforms sourced from the world's leading manufacturers. Their range starts from low level access and includes a comprehensive range of Articulating and Telescopic Boom lifts as well as Diesel and Electric Scissor lifts. They even have a few more unique products for those really harder to reach areas, or more confined spaces.

Their technology is being used to provide temporary aerial access in a whole range of applications including, but not limited to:

- Erection and construction
- Lighting and Electro-mechanical installations.
- Industrial and building maintenance
- Tree maintenance
- Events, Signage, outside broadcast of events and the Film and advertising Industry
- Large facilities maintenance, example, Airports, Refineries and Ports.
- Infrastructure maintenance and construction.
- Stock taking, picking and warehouse management

More information about Goscor Access Rental is available on their website: [www.goscoraccessrental.co.za](http://www.goscoraccessrental.co.za). The company operates from premises in Chloorkop, Kempton Park and has over 700 Mobile Elevated Work platforms available for short and long term rental nationwide.





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# BABCOCK DELIVERS PLANT SERVICES FOR STRATEGIC PIPELINE PROJECT



***Babcock's commitment to delivering trusted engineering support services to industry saw their plant services division assisting Transnet in successfully completing one of the country's most ambitious engineering and construction projects to date. Babcock supplied mobile cranes and other mechanical construction equipment to four of the main contractors working on Transnet's New Multi-Purpose Product Pipeline (NMPP).***

The NMPP is one of the largest and most complex multi-product pipelines in the world, covering an underground distance of 715 kilometres, designed to transport liquid petroleum fuel from Durban to Gauteng and neighbouring regions. Without the NMPP, South Africa's inland areas including Gauteng, the country's economic epicentre, would have faced severe fuel restrictions as demand was fast outweighing supply. The new 24 inch main pipeline replaced the existing 12-inch Durban-Johannesburg Pipeline (DJP) which had been in operation since 1965 and was reaching the end of its economic lifespan.

Charles van der Westhuizen, Senior Sales Representative for Babcock's plant services division, says that the four main contractors that Babcock supplied were Group Five Oil & Gas, Goss & Balfe, Mei Construction & Services and Msweli Industrial Projects, all of which worked on the Heidelberg/Nigel section of the project where Terminal 2 was constructed.

The project commenced in 2008 and comprised the construction of 160 kilometres of 16-inch steel inland pipelines; a 550 kilometre 24-inch main trunk pipeline; three inland pumping stations; and two accumulator terminals in Durban and Johannesburg respectively, with the aim of transporting three types of fuels along the pipeline to the inland terminal 2 at Heidelberg, from where the fuels will be supplied to various parts of the inland. The three fuels being transported are gasoline/petrol (both unleaded 93 octane and unleaded 95 octane), diesel (both low-sulphur diesel and ultra-low-sulphur diesel) and jet fuel.

"Babcock's involvement in the NMPP project commenced in July 2013 with the supply of specialised equipment and broad range of expertise," says van der Westhuizen.

He adds that among the plant supplied by Babcock over a period of three years for the project included 14 mobile cranes, ranging from 8 tonne

to 220 tonne, three tractors with 12 metre trailers, a 300 KVA generator, 35 generators in the 25 KVA to 50 KVA range, 10 single diesel welding machines, and approximately 110 inverters.

Babcock is a leading supplier of engineering support services and plant to the energy, process, mining and construction industries in Africa. The plant services division has a combined inventory of more than 40 000 items and specialises in the provision of mobile crane services, rigging equipment and expertise, abnormal transport, and welding and mechanical construction plant to meet the needs of any large or small contractor. The equipment and machinery for the NMPP project was supplied and serviced by Babcock's Sasolburg branch.

Babcock is the largest empowered mobile crane and plant service provider in South Africa with a substantial fleet of cranes managed by highly skilled operators and comprises modern, well-serviced mobile cranes with lifting capacities from 8 to 600 tonnes, distributed nationally and within the other South African Development Community countries.

Van der Westhuizen says that the company operates to a safety first philosophy, striving to exceed standard safety requirements by ensuring all personnel are competent, qualified and well trained on what they need to do and that equipment for hire is serviced, certified, inspected to standard and ready for operation. The company moves equipment into place with a focus on safety and clear communication and planning while their QR code scan and tracking system monitors the life cycle of every single item of inventory so as to have instant access to the items' hire history, service intervals and related parts.

In addition Babcock's equipment is serviced after every hire and inspections are carried out every three months to guarantee the highest in safety and operational standards. Babcock's track record currently stands at 20 years without a single product fail or injury.

The NMPP represents cutting-edge innovation in concept, design and implementation and is expected to deliver significant benefits, particularly environmental and socio-economic, by enabling economic growth, reducing road congestion and road maintenance costs and lowering carbon emissions associated with road transport. The pipeline is a legacy project designed to serve South Africa for decades to come and is expected to be a strategically important world-class asset for the long term.





# KOMATSU AND BASIL READ MAKE FOR A WINNING COMBINATION

*Since the restructuring of the Basil Read Group two years ago, the company's mining division has continued to consolidate its position as a leading specialist in surface contract mining. Khathutshelo (K2) Mapasa, Executive Officer: Mining, reflects on the industry's current challenges and shares his vision for the future.*

"Our task is to deliver a holistic service that encompasses every link in the mine value chain. As a contractor, we have to continually ask ourselves why the customer would want to outsource their operation. We have to demonstrate that we can do things better – the dominant issue being productivity. Our job is to produce more at a lower cost, using equivalent or even less equipment and resources."

Basil Read Mining has developed an impressive Southern African footprint, with major contracts including Namibia's Tschudi copper mine, Botswana's Lerela and Jwaneng operations and De Beers' Venetia diamond mine in South Africa.

K2 believes that the industry is in a state of transition. Disadvantaged by a legacy of business practices, its development lags behind that of the manufacturing sector. The so called super cycle – a seemingly never-ending surge in commodities at attractive prices – is also well and truly over.

"The bottom line is that in an industry where between 60% and 70% of costs are machine-related, availability and reliability are key followed in short order by an Original Equipment Manufacturers (OEM) response to its customers' needs."

## MOST RESPONSIVE SUPPLIER

He gives a recent example of a competitor's product experiencing an engine failure. Availability was naturally critical to the contract, and no spare parts were available in South Africa. A phone call to Komatsu confirmed that an equivalent machine was available for hire and the product was swiftly dispatched to site where it remains in operation today.

"Komatsu is definitely our most responsive OEM supplier and this is reflected in the fact that 70% of our major machines are Komatsu products. Another aspect of our relationship is that we can work together to extract maximum performance from our equipment for the benefit of our customers."

This point is illustrated by the collaboration between Basil Read and Komatsu which salvaged a customer's long-term contract for the supply of copper ore. The deal had been structured prior to the plunge in commodity prices which put the commercial viability of the project at risk.

Synergies created by Komatsu and Basil Read saved the day, with close and effective cooperation elevating productivity to over 30% against budget, without a single addition to the fleet.

The scale of the mining business is so vast that even the smallest of marginal gains, for example, fuel economy or reductions in cycle times are compounded to add major value.

"Komatsu is respected by Basil Read as an innovator that is continually refining its products and systems. For example, Komatsu has done a lot in terms of engine improvements. The quality of diesel in South Africa is not what it should be, and engine modifications have improved power output





and fuel economy.

“Another important innovation has been the introduction of lighter bodies for rigid dump trucks. We can now load up to between 15% and 20% more which is highly significant for contractors like ourselves,” he says.

An effective machine health monitoring system

Komtrax, Komatsu’s remote machine monitoring system, is now crucial to Basil Read operations. “It’s an effective and informative repair system and we download and upgrade our records on a weekly basis. It would be impossible to support our own business improvement programmes without the data obtained from Komtrax and incidentally, competing equipment suppliers charge a very high price for this type of information!”

The ability to access remanufactured components and arranging complete overhauls of long-serving machines provides contractors like Basil Read with a variety of options when considering the replacement or

renovation of its fleet.

“A big success has been Komatsu’s rebuild of the rigid truck fleet previously used in our North West iron ore operations. The whole process took three months and the machines are now as good as new and performing within their key performance indicator target of 85% availability.

“In another instance, a ring gear needed replacing on one of our machines. The question was, should we buy a replacement or should we repair it? We took Komatsu’s advice and repaired the truck and it has since worked for another 18 months entirely trouble-free.”

K2 believes that the outlook for the industry is now more focused on productivity than ever before.

“We have to sweat our assets in the knowledge that the super cycle is no more. It’s about asking ourselves, can I do something better today than I did yesterday and can I do it even better tomorrow? We have a very good relationship with Komatsu and want to take it to the next level.”







## MAKING A DAIRY'S DAY

*You may say that Goscor Lift Truck Company (GLTC), through its high quality product and service has made Dairy Day's day! "We think very carefully about every capital investment," says Dairy Day Warehousing General Manager, Stuart Dickson, "and after looking at a few options we had no hesitation in choosing Crown equipment from GLTC. The machines are of the highest quality, they are efficient, easy to operate and most importantly, service and the backup support from the Goscor team is excellent."*

Created in August 2014 Dairy Day came into being after it acquired and merged Stonelees Dairies and Honeydew Dairies. The subsequent economies of scale have ensured a secure volume of quality milk and related products to meet the future needs of Dairy Days customers.

Its new 15 000m<sup>2</sup> processing facility in Howick, KZN, where the Crown equipment is being used, can process up to 600 000 litres of fresh milk per day and, in addition to milk, it is also well-known for its maas, yoghurt, cream, fresh juice, dairy blends, butter and powdered milk.

Dairy Day acquired 6 x Crown 3-wheel electric forklifts with double batteries to cater for double shifts and 2 x Crown powered pallet trucks also with double batteries.

Part of the deal was a Goscor-supplied battery bay, which was successfully installed based on Goscor's vast experience of such facilities across a wide range of different warehouse conditions throughout the

country.

Crown is claimed to be, the world's largest manufacturer of electric powered materials handling equipment. It is renowned for its well designed, durable, user-friendly machines. A key element is its advanced technology and its ingenious 'human factor engineering', which gives the operator the security, confidence and momentum to accomplish benchmark warehouse productivity.

Dairy Day's ownership structure is a model of progress and transformation in the dairy industry. It is owned by 31 dairy farmers in Kwazulu-Natal. Each farmer has a shareholding in direct relation to the number of litres he supplies. Dairy Day farmers hold 85% of the shares of the operating entity with the remaining 15% being held by the Dairy Day Farmers Workers Trust, which represents the supplier shareholders' farm workers.

Dickson says that while the Crown equipment required a slightly greater capital investment than some of its competitors, his company was comfortable that the entire package would cost less in the long run. "Taking into account the efficiency and durability of the machines and the quality of Goscor's service and support we are sure that over the lifetime of the machines we will get the best possible return on investment," he says.

GLTC's Dale Rosewall who managed the deal says that Dairy Day is a thoroughly professional company. "We look forward to working with Stuart and his team for a long time to come," he concluded.



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# IN MY PROFESSIONAL OPINION

BY DR IVOR BLUMENTHAL

## STATE CAPTURE OF THE SKILLS LEVY

*I conducted an interview with Khaye Nkwanyana, the spokesperson for the Minister of Higher Education and Training.*

Every company which is registered with SARS and is not exempt, pays the Skills Levy which is 1% of their payroll to SARS every month. (SARS takes 2% of the Levy collected for the collection administration). The SDL, is regulated by the Skills Levies Act. It is paid on-behalf of all current employee's, exclusively by Employers to a nominated SETA.

Both the principle of the Levy itself and the amount was decided upon, after lengthy and intensive negotiations between Business, Labour and Government in the mid-to-late 1990's, in a debate regulated and facilitated by the National Skills Authority.

The Levy is a compromise. It was Business agreeing that it would fund the new National Skills Development Strategy, on the condition that part of that Levy would be available to the Business Community for purposes of the ongoing development of existing staff members, as well as for the building of fresh labour pools to satisfy scarce skills demands amongst those companies paying the Levy.

The SDL Levy has been paid by Employers, every year since 2000, for 16 years.

Now we hear that Business has not contested the change implemented by the Ministry for Higher Education and Training, since the inception of the #Fee'sMustFall campaign. Change which is so contrary the tenets of the original NSA agreement which was embodied in the Skills Development Act and the Skills Development Funding Act that it absolutely smacks of Levy Capture and nothing else. Certainly the Business and BUSA representatives at NEDLAC (the National Economic Development and Labour Council) which is where Business, Labour and Government meets to thrash these things out, who I have spoken to have all said that they had never agreed that the Skills Levy could be diverted away from the Business Community. Diverted to be used to subsidise the R2.3 Billion which the Department had agreed to pay to stave off the #Fee'sMustFall strikes and riots across SA. Business further does not seem to have agreed that the money paid as a Skills Levy could be used to subsidise the R4.5 Billion owed by 71 000 students to Universities and Colleges in the Public Provider Sector. And yet, the Ministers own spokesperson, Khaye Nkwanyana has implied that there has been Tri-Partite agreement between Business, Labour and Government that exactly this could happen.

He goes further to add that thereafter, suggesting once this University crisis has passed, that at least 60% of the Levy would be paid to the 50 TVET Colleges, (the Public Colleges falling directly under the auspices of the Department of Higher Education and Training) presumably to the exclusion of Private Training Providers or to the exclusion of grants being provided back to the Business Community as has been the case since the inception of the Levy and SETA's. Instead his suggestion seems to be that Business has agreed that the balance of the Levy can be used to subsidise the Universities on an ongoing basis.

The Ministers spokesperson proudly informs us that the Department has opened SETA Offices at every TVET College. Very convenient for the

Universities, and for the Public Colleges, but a set of decisions seemingly not exactly constitutionally appropriate or even legal?

If Business representatives have consented to these changes, it appears that they have had no mandate whatsoever to do so, and acting unilaterally have flouted every aspect of sound corporate governance known to modern man or woman! Surely BUSA and those claiming to represent Organised Business need to be taken to task on these issues?

What is worrying is that whereas the original agreement specifically allocated at least a portion of the Skill Levy Funds collected to the retraining and ongoing development of the existing workforce, in his own words, the spokesperson for the Minister says that the existing workforce is "too ageing to invest in...". The decision has rather been made to invest the money in the youth, via the 50 Public Colleges, and then via Internships to place those graduates into Industry. Again, very gracious of the DHET, but is this even legal, given the fact that the decision appears arbitrary, unilateral and one which has not been properly consulted amongst at least the Business Community but presumably also amongst sections of Organised Labour.

Why would the Trade Unions, the second Social Partner in the Tri-Partite Alliance, have agreed to bypass their members on whose behalf the Levy is paid, to favor in the short term, the #Fee'sMustFall solution, and in the medium-to-long term diverting the entire Levy to public FET's and Universities. Why would they have agreed, as is suggested in these interviews, that existing workers are too old and untrainable, and new College entrants are more important to meet the critical scarce skill needs of Industry? Why would they have openly agreed to benefit the learners at the Public FET Colleges to the exclusion of the existing workforce?

It just doesn't make sense that they would have agreed that their own members could be ignored as beneficiaries. This means Labour Replacement, something the Unions are steadfastly against? If they had agreed to this capturing of the Levy by the Department, were they mandated to do so from their Trade Union members around the country?

I will leave you with this direct quote from the Ministers Spokesperson, asking you to decide on whether Legislation and the Social Partnership has been undermined in this effort at Levy Capture, by the Ministry for Higher Education and Training, under the guise of the Tri-Partite relationship?

We decided to "impound monies from the National Skills Fund, and use it for #Fee'sMustFall and put it back in the next financial year. We would come back to commitments we had to execute. We also impounded monies from universities that had reserves."

CHARMING!

Dr Ivor Blumenthal is the ex Chief Executive Officer of Services Seta. He was a law registrar for Judge MS Stegman from 1984 to 1986, an industrial psychologist intern, a personnel officer; and a National Human Resource Manager. He also lectured at Wits Technikon and at Greenwich University in London. Ivor was an Executive Director of Estudios Universitarios de Marbella where his mandate was to set up a Business School. Ivor was Chief Executive Officer of the Furniture Industry Training Board and the Chief Executive Officer of the Association of Personnel Service Organisations and a City Councilor until 2000. He also participates in various organisations. He has completing a Phd in Labour Relations.

No stranger to controversy, he wrote this article without fear or favour.





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# 'LOCAL IS STILL LEKKER' WITH NEW BELL L-SERIES TLB



***Although the Tractor Loader Backhoe (TLB) may be considered an entry-level machine for general earthworks, the newly launched Bell L-series TLB is proudly a locally manufactured product that offers innovation and a wide range of features that one would only expect in much larger and more sophisticated equipment.***

Driven by the proven and dependable John Deere PowerTech™ engine, the 315SL has a top speed of 40km/h when travelling to a jobsite.

The five-speed PowerShift™ transmission provides smooth shifting and reliable performance with on-the-fly all-wheel drive engagement. These features, together with the standard limited-

slip differential on the front axle and fully locking differential on the rear, deliver best-in-class tractive effort and overall 4WD performance. The rear differential lock protection can also be enabled through the machine's monitor, which prevents potential damage from rear differential lock engagement at high speeds.

According to Bell Product Manager, Dale Oldridge, the Sealed Switch Module (SSM) in the cab offers a central location for the machine's functions and is completely sealed to protect against moisture, dust and debris. The SSM comes standard with keyless start and a machine-security system, which requires a passcode to prevent unauthorised operation of the TLB.

To further promote machine protection and lower operating



costs, smart technology offers the exclusive 'Auto Shutdown' feature, which shuts down the engine after a predetermined time, which can be set through the monitor.

## PRODUCTIVITY

In terms of boosting productivity the new L-series TLB has improved cab ergonomics making the operator's workspace even more user-friendly. "An enhanced Loader control grip has a new ergonomic design that integrates fingertip controls into the grip for ease of use. Additionally a multi-function lever has been introduced on the steering column to control lights, wipers and indicators to create a feel more like a modern car, keeping the operator focused on his surrounds while operating in the Loader position," says Oldridge.

The Bell TLB features an exclusive digital monitor providing best-in-class on-board diagnostics, calibrations and machine information for ease of maintenance. It also facilitates the user-friendly set-up of machine features to promote productivity.

"Ride control is offered as an optional feature, which can automatically turn on when ground speed exceeds the speed setting in the monitor. With ride control the front loader hydraulic cylinders act as a shock absorber to improve drive comfort and reduce operator fatigue. This also helps to deliver full loads for better productivity," he explains.

"In keeping with the philosophy that a happy operator is a productive operator, the TLB has an adjustable mechanical on air-suspension seat and lockable storage in the cab."

Re-designed rear lighting is more robust to facilitate easier changing of globes while LED lighting kit is available as an option and includes the choice of spotlights or floodlights to facilitate longer working hours with better visibility.

## MAINTENANCE AND RELIABILITY

In keeping with proven concepts from the very first Bell TLBs, the L-series retains its unitised mainframe and excavator-style boxed structures which are light weight to provide maximum rigidity and structural integrity for the life of the machine.

A welcome enhancement is the addition of external shimming of the stabilizer legs to reduce machine movement and improve accuracy during backhoe operation

The Bell 315SL also comes standard with axle cooling and filtration as well as an improved wet disc brake set-up for increased durability and performance especially while travelling between jobsites.

A heavy duty transmission oil filter is geared towards increased reliability while the hinged cooling package design allows for coolers to be separated for ease of servicing and cleaning.

Continues Oldridge: "Ease of maintenance has been an important consideration and the L-series has same-side, ground level daily service, including fuel fill. By making daily checks easier to perform, they are more likely to get done, reducing inspection time and preventing a major failure. Our TLBs also feature an exclusive spring applied, hydraulically released (SAHR) park brake that cannot be driven through, never needs adjustment and applies automatically with engine shutdown while a single, self-adjusting engine serpentine belt reduces maintenance time."

"Since Bell started manufacturing the only locally produced TLB in the South African market in 2005 we have continued to develop a solid reputation with a loyal and expanding customer base. The Bell 315SL is largely the same tried and tested workhorse as the popular K-series TLB but with a few complementary enhancements that we are confident will add further value to machine owners in those important areas of productivity, uptime and lower daily operating costs," says Oldridge.



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# NO COMPROMISE ON CONSTRUCTION SITES

***Upholding professionalism on site is critical to a project's success, says Peri Formwork Scaffolding Engineering spokesman James Frew, adding that competence has a direct bearing on the overall sustainability and profitability of a venture.***

As a member of the Master Builders Association (MBA) North, Peri maintains high standards on construction sites and wherever possible lends its expertise to others who work with (or on top of) temporary works such as formwork, falsework and supports and so ensures that the workplace remains safe and effective. Its workforce is also more than willing to lend expertise to peers such as erectors, project managers, building and sub-contractors on site to ensure that skills are transferred in a practical manner.

"To ensure project owners get the best from their team and deliver the projects on-time and on-budget, the entire value-chain needs to be competent and act in the best interest of the assignment. If a weak link exists it can jeopardise everything and potentially endanger the lives of people on site, or it can cause the structure to fail in future," James adds.

## **JOINT EFFORT**

He explains that professionalism contributes to a safer working environment because everybody is working to the same "blueprint" doing what is expected of them according to procedures. "In our line of business, where our equipment is used to shore-up structures and allow workers access to heights, it is crucial for our staff to be responsible and accountable for their actions.

"We therefore encourage our people on site to do things right the first time around without ever settling for second best. That means no compromises in terms of quality or safety - even in the face of competing with alternative suppliers who may be cheaper. Rather than drop our standards we prefer to innovate and look at astute designs that are more cost effective in terms of overall cost. If we cannot innovate our way to competitiveness we choose to walk away from a deal rather than to ever compromise our professionalism.

"In terms of Construction Regulation 12 (1) we take full responsibility

for our area of expertise on site and ensure that each step of the regulations is followed to the letter. That means that in terms of temporary works, we design and supply to specifications and sign off. Thereafter it becomes the responsibility of project managers who will assign suitably qualified erectors in the case of supports and scaffolds, or formwork specialists to ensure concrete is placed correctly. But, that does not mean that we do not still maintain a level of oversight based on our professional experience.

## **WORKING TOGETHER**

"If we see problems we will work with our peers on site to correct them and if it pertains to our area of expertise we even have training courses that can assist contractors and sub-contractors to get up-to-speed on the basics of formwork, scaffolding and supports. This means everyone can communicate and work towards a goal of safety and quality.

"We also encourage knowledge sharing and try, as far as possible, to share best practices with our customers and their workers who are (or may in future) be responsible for working with the kind of equipment that we supply. Our project engineers are also veterans in the supply and erect industries and have vast sub-contracting experience that they are more than willing to share with contracting staff on site. This type of teamwork is also reflected in the way they do business by being keenly involved in the entire construction process," says James.

He concludes that membership of the MBA North allows the company to associate with like-minded companies within the construction sector that are conscious about quality, safety and professionalism. This forms a good basis for knowledge-sharing and thanks to training and other interventions on behalf of members contributes tremendously towards a more professional construction industry in South Africa. Peri Formwork Scaffolding Engineering, has urged building professionals to remain aware of their responsibilities regarding temporary works.

Peri spokesman, James Frew, advises project managers and contractors to study changes to the new regulations and ensure that new requirements are noted and implemented on site.



# KUBOTA U50 EXCELS ON ORANGE RIVER FARM



Kobus Luttig and operator Jan Bosman with the Kubota U50 mini-excavator at work on his farm outside Upington on the Orange River.

*Since the Kubota U50 mini-excavator, which is distributed in South Africa by Smith Power Equipment (SPE), was launched in South Africa in 2014 it has received much praise and none higher than from Kobus Luttig, a well-known raisin and wine grape farmer just outside Upington on the Orange River.*

"It's a fantastic tool," he says. "We use it for everything on the farm from laying pipelines, cleaning water canals, cutting and cleaning drainage channels, to taking out trees, loading equipment and more."

He adds that the most important thing for him is the Kubota U50's power to size ratio. "Because it's small and compact we can get in between the rows and manoeuvre in places that a bigger excavator would never be able to fit into. Yet it's so powerful it can handle almost any job that a bigger, more cumbersome machine could manage," Luttig says.

The fact is that in its almost 40 years' involvement in the mini-excavator industry Kubota has continuously set the standard with technological innovations that have rocked the industry. The integration of the zero boom and tail swing was one such innovation. Others, which also helped create the future of compact construction machinery, included the pioneering, advanced features of Auto Idle, an LCD panel with self-diagnosis function and Kubota's revolutionary "three-pump" hydraulic system.

The Kubota U50's Auto Idle system helps save up to 10% fuel. When the control levers are in neutral for more than four seconds, the engine idles automatically. Move any control lever and the engine immediately engages. This innovative feature reduces noise, exhaust

emissions and running costs. The digital LCD panel and the Kubota Intelligent Control System (KICS) help reduce downtime and save on repair and technician costs by providing accurate and timely diagnostic readings and routine maintenance alerts. The service technicians are easily notified of the operational history of the machine through the Auto Save function which automatically displays error history. This shortens inspection and repair time, which also helps reduce cost.

The "three pump" hydraulic system uses three independent pumps for boom, arm and swivel for more efficient bucket operation. The system's high capacity control valve and hydraulic variable pumps enable high performance shovelling and loading.

Luttig says that one of the things that has impressed him most about the Kubota U50 is the superb matching performance of every front attachment enabling smooth and efficient overall operation.

"I've had the machine for 6 months now and I could not be more satisfied with its overall performance and with the service I have received from Midas Walker the Kubota dealers in our area," he concluded.

Kubota mini excavators are used the world over in a variety of construction applications including agricultural jobs, road-building, municipal works, pipe-laying, landscaping, water conservation projects and more. "Our Kubota mini excavators' characteristics of being tough, reliable, efficient and easy to operate and service, enable them to work in the toughest conditions and take on any challenge," says Tom Bloom SPE General Manager construction equipment division.

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# GRAVICO LIGHTWEIGHT BODIES FOR NAMIBIAN MINE

*The first of 12 lightweight bodies for its Komatsu 785-5 mining trucks has been delivered to a mining contractor at a mine in Namibia by Vereeniging-based engineering company Gravico.*

According to Gravico managing director Louw Kriel, the purpose-designed body is part of an R18-million contract with the client.

“Our customers are moving away from heavy-duty OEM truck bodies towards lightweight, payload-focused bodies,” said Kriel. “The Gravico 70 m<sup>3</sup> body for this application therefore comes with a weight reduction of 35% and a payload increase of 13% - making it a more productive option for hauling on mining operations.”

He said OEM bodies were designed for multiple applications and material densities, and so vehicles therefore would sometimes not reach their payload targets.

“Our philosophy is that truck bodies need to be specific to the purpose and operation, so our designs are differentiated from OEM truck bodies to address our customer’s specific production needs, while maintaining or improving upon the bodies’ structural integrity, reliability and durability,” he said.

Gravico is a joint venture between the Southwest Group of the Netherlands, and the South Africa-based DCD Group – one of the



country’s most established specialist manufacturers; the venture focuses on the design and production of aftermarket products for surface mining equipment.

“We emphasise the reduction of owning-and-operating costs by investing heavily in research on materials, conditions and customer feedback on our applications – and integrating the results in our truck body designs,” said Kriel.

The design element of lightweight bodies is vital to their success in the field as they can be more susceptible to fatigue failure; the Gravico body concept has therefore been developed from conceptual test models and makes extensive use of computer simulation software – to refine and optimise the products’ geometry, mass and structural integrity.

“We follow a systems approach in our design – creating value for our customers through defining a balance between payload and service life,” he said. “This led to a body design that resists impact and wear while remaining as light as possible, based on a continuous box frame structure that we have patented.”

High-quality manufacturing is also a hallmark of the Gravico brand, with a simplified, easy-to-assemble process and a reduction in welding that allows short production cycles; the manufacturing process is monitored and documented at all stages for excellent traceability, concludes Kriel.





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# FNB/BER BUILDING CONFIDENCE INDEX

## BUILDING SECTOR CONFIDENCE REGAINS SOME GROUND IN THIRD QUARTER

- **The FNB/BER Building Confidence Index rose to 38 points in 3Q2016, from 34 in 2Q2016.**
- **Higher confidence was recorded among five of the six sub-sectors measured, led by quantity surveyors.**
- **The increase in confidence was largely due to a marked improvement in profitability. Building activity, however, was unchanged from last quarter.**
- **Overall, although profitability was better, the building sector remained under pressure in 3Q2016 as reflected by the softer building activity results. However, the prospects over the short term are somewhat more upbeat.**

After falling to 34 in 2Q2016, the FNB/BER Building Confidence Index increased by 4 points to 38 in 3Q2016. This returns the index to the level recorded in 1Q2016. Furthermore, excluding building sub-contractors, all the sub-sectors registered higher confidence in the quarter.

Even though confidence improved, the current level of the index indicates that more than sixty per cent of respondents are dissatisfied with prevailing business conditions.

Main contractor confidence rose to its highest level in more than a year to 44 in 3Q2016, from 38 in 2Q2016. "Confidence moved higher primarily due to an increase in profitability", remarked John Loos, Property Economist at FNB. The improved profitability was as a result of less keen tendering price competition as building activity was largely unchanged from 2Q2016. Loos noted that, "the reduction in tendering competition could be due to higher tender activity, or less competitors, or a combination of these two factors". Although activity may have remained under pressure this quarter, there are encouraging signs regarding the near-term outlook. According to Loos, "a decreasing number of respondents indicated that the lack of demand for new work is constraining business operations."

From a sectoral perspective, it is clear that the divergent performance of the residential and non-residential sectors seen in recent quarters is becoming more pronounced. While many of the results for the residential market are at, or close to, their long-term averages, the non-residential market is looking increasingly weak. "One could argue that the residential market is now registering normal growth in building activity and profitability," said Loos. Consequently, residential main contractor confidence jumped 10 index points during the quarter, to 49. The confidence of non-residential main contractors edged lower to 32 index points, from 34 in 2Q2016.

The confidence of manufacturers of building material rose by 3 index points to 21 in 3Q2016. The underlying information suggests that confidence could have been higher with production volumes and domestic orders faring well. However, excess capacity remains a concern.

In contrast, hardware retail sales remained weak which, along with subdued growth in selling prices, weighed on profitability. Consequently, the confidence of building material retailers stayed low at 31 index points.

Quantity surveyor confidence jumped by 15 index points to 50 in 3Q2016. The higher confidence was mainly on the back of a noticeable improvement in activity. A further improvement is expected for 4Q2016. Architect activity was also better, but only marginally. As a result, confidence showed a modest 1 index point rise to 43. "Activity at the start of the building pipeline especially that of quantity surveyors, recovered somewhat following a weak 2Q2016. This suggests a possible near-term improvement in building activity", said Loos.

Activity among building sub-contractors slowed sharply in 3Q2016. This is likely a lagged effect from the weaker building sector at the start of the year. Confidence, however, remained unchanged at 40 index points.

In conclusion: Tendering price competition eased noticeably across the board this quarter, boosting profitability. However, actual building activity was largely unchanged if not somewhat weaker compared to 2Q2016. "The weak activity was offset by higher profitability. As a result, confidence in the building sector edged up slightly", added Loos.

Looking ahead, a recovery in activity at the start of the building pipeline as well as a fall in the number of respondents stating that new demand is a business constraint argues in favour of a near-term rise in building work. That being said, a number of downside risks could derail what would likely only be a marginal improvement at best.

### About the survey:

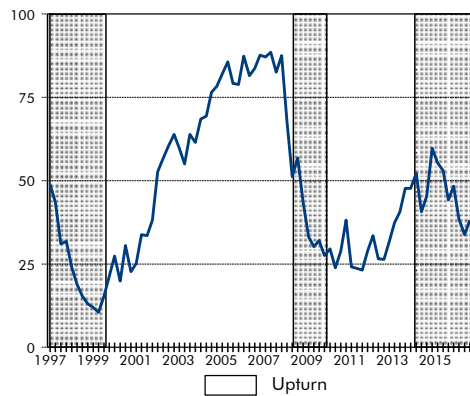
The FNB/BER building confidence index can vary between zero (indicating an extreme lack of confidence) and 100 (indicating extreme confidence). It reveals the percentage of respondents that are satisfied with prevailing business conditions in six sectors, namely architects, quantity surveyors, main contractors, sub-contractors (plumbers, electricians, carpenters and shop fitters), manufacturers of building materials (cement, bricks and glass) and retailers of building material and hardware.

In contrast to the RMB/BER BCI, which includes only main contractors, the FNB/BER building confidence index covers the whole pipeline, from planning (represented by the architects and quantity surveyors), renovations, additions, owner builders, the informal sector (represented by building material and hardware retailers) and production (manufacturers of building materials) to the actual erection of buildings by main contractors and sub-contractors.

The fieldwork for the fourth quarter survey was conducted between 25 July and 29 August



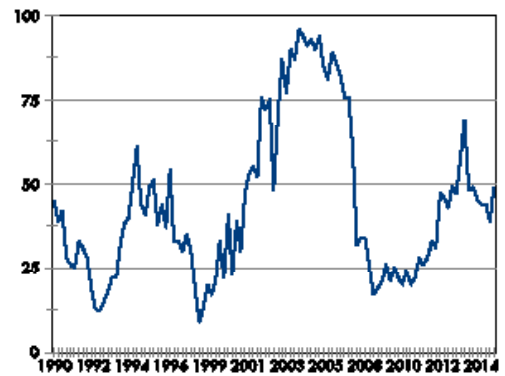
## FNB Composite Building Confidence Index



Source: BER, Stellenbosch University.

## Residential contractors:

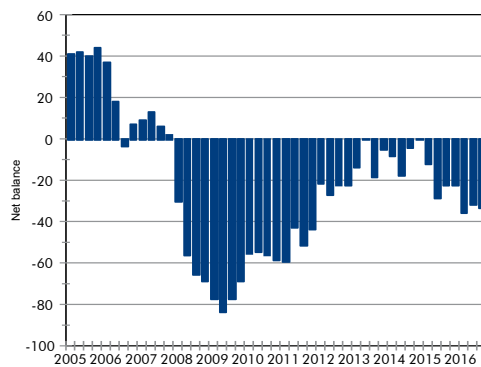
### Business confidence



Source: BER, Stellenbosch University.

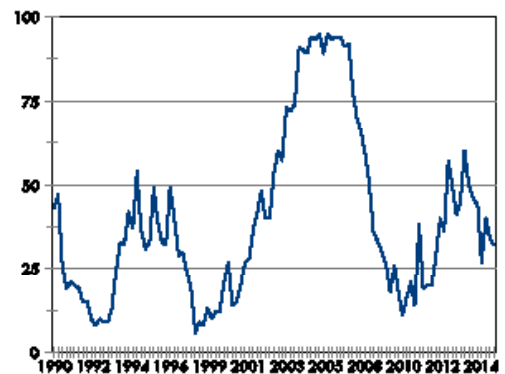
## Main Contractors:

### Growth in building activity (Net balance)



## Non-residential contractors:

### Business confidence



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In today's climate one cannot be too cautious in ensuring the authenticity when issuing certificates. In the past the CPHA issued membership certificates with an embossed logo in the bottom right hand corner these were then posted out to our members. Unfortunately with an unreliable postal system members did not always receive their certificates, which we overcame by allowing paid up members to download their certificate from our web site. We have now arranged for a QR code to replace the embossed logo and the details in the code will reflect the company's name when scanned. We believe this will be more secure. The new certificates are currently being drawn up and members will be notified in due course when they can be down loaded.



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# EVENTS & EXHIBITIONS

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