

CAPITAL EQUIPMENT NEWS

For informed decision-making

JUNE 2025



BUILT FOR MORE
WHY HITACHI MEDIUM EXCAVATORS
ARE A LONG-TERM BUSINESS ADVANTAGE

FLEET MANAGEMENT: Inside BLS Fleet's agile rise

HEAVY COMMERCIAL VEHICLES: Volvo Trucks drives modern fleet efficiency and productivity

BACKHOE LOADERS: Backhoe loaders built for performance

EQUIPMENT REBUILDS

Rebuilding with purpose:
How Astec's aftersales
team is driving longevity and
value. **PAGE 08**

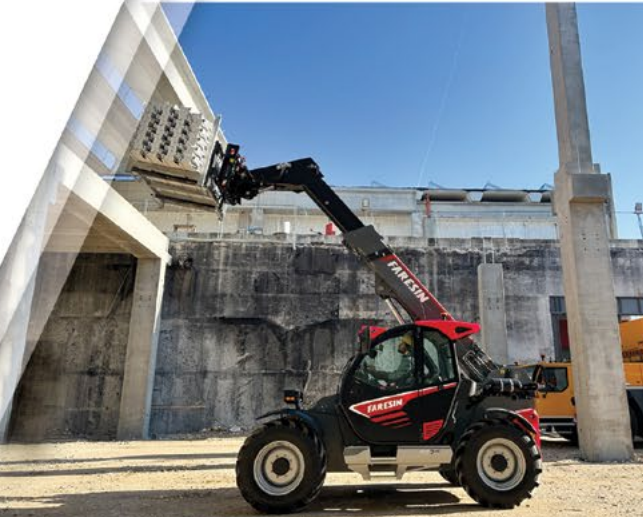


Telehandlers

SkyJacks is the official sales partner of Faresin in Southern Africa and offer a range of telehandlers for sale.

The Faresin range of telehandlers offers models with boom length from 6 to 17 metres with lifting capacity from 2.6 to 7 tons, able to offer the right solution for every type of work and perfectly suited to the South African agricultural, construction and mining sectors.

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www.crown.co.za

Printed by Tandym Print

The views expressed in this publication are not necessarily those of the editor or the publisher.



Total circulation Q1 2025: 12 603

www.crown.co.za/capital-equipment-news



Capital Equipment News is endorsed by:



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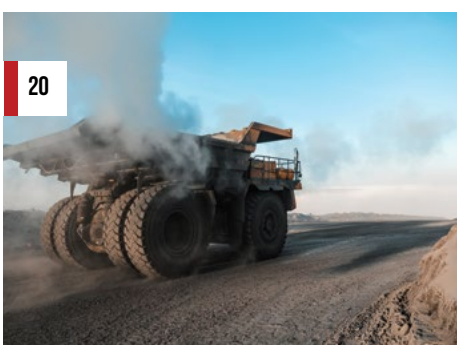
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HOW SA'S NEW CARBON LAWS WILL RESHAPE MINING, CONSTRUCTION AND TRANSPORT

South Africa has crossed a historic threshold in its climate journey. With the Climate Change Act officially in force from February 2025 - and a steeper carbon tax regime following suit - emissions-intensive industries now face a sharp pivot towards accountability, innovation, and decarbonisation. But what do these landmark reforms really mean for three of the country's economic workhorses: mining, construction, and transport?

The **mining sector**, long one of South Africa's biggest carbon culprits, now finds itself on the legislative front line.

Legally binding carbon budgets will limit emissions across multi-year periods, while sector-specific targets mandate strategic transformation. Mining companies are now legally required to submit climate mitigation plans, monitor emissions, and report progress annually.

Financially, the changes bite even deeper. The carbon tax, first introduced in 2019, is now rising to R236 per tonne of CO₂ equivalent from January 2025, with the generous allowances of yesteryear tightening fast. By 2026, most large emitters will see their effective tax burden double or triple.

This pressure is accelerating change. Companies like Anglo American and Exxaro are fast-tracking renewable energy projects, electric mining fleets, and even carbon capture pilots.

The **construction sector** - responsible for around 7% of South Africa's direct emissions - faces a more complex challenge: cutting carbon in a highly



fragmented, contractor-driven ecosystem.

The new legislation introduces carbon ceilings for the sector and reinforces the requirement for Energy Performance Certificates in public and commercial buildings by December 2025. Local authorities are also being pulled into the net, with mandates to embed climate goals in zoning, approvals, and procurement.

This means that construction firms must adapt quickly by specifying low-carbon materials, energy-efficient designs, and greener procurement practices. Tenders may soon demand proof of sustainability credentials, pushing the industry to evolve faster than many were prepared for.

On the upside, there's a boom in innovation. From recycled aggregates, modular construction to net-zero buildings, green design is no longer niche - it's fast becoming mainstream.

Transport, which accounts for about 11% of the country's carbon emissions, faces a quieter revolution - but no less significant.

Sectoral emissions caps and increased carbon fuel levies are the big shift in this industry. As of April 2025, petrol and diesel will be taxed at 14c/l and 17c/l respectively for carbon content alone - costs that operators can no longer pass along without scrutiny.

Heavy fleet operators and logistics firms are the most exposed. With fuel as their biggest cost line, the incentive to switch to electric, hybrid, or alternative fuel vehicles has never been stronger. Meanwhile, urban transport policies may soon favour mass transit, cycling infrastructure, and cleaner fuels, especially in metro areas.

There's also growing pressure on fleet managers to track and report emissions - something once considered voluntary is fast becoming mandatory under national and municipal planning laws.

South Africa's new carbon laws mark more than a policy shift - they represent a national change of course. For mining, construction, and transport, the message is clear: decarbonise or fall behind.

**Wilhelm du Plessis -
MANAGING EDITOR**

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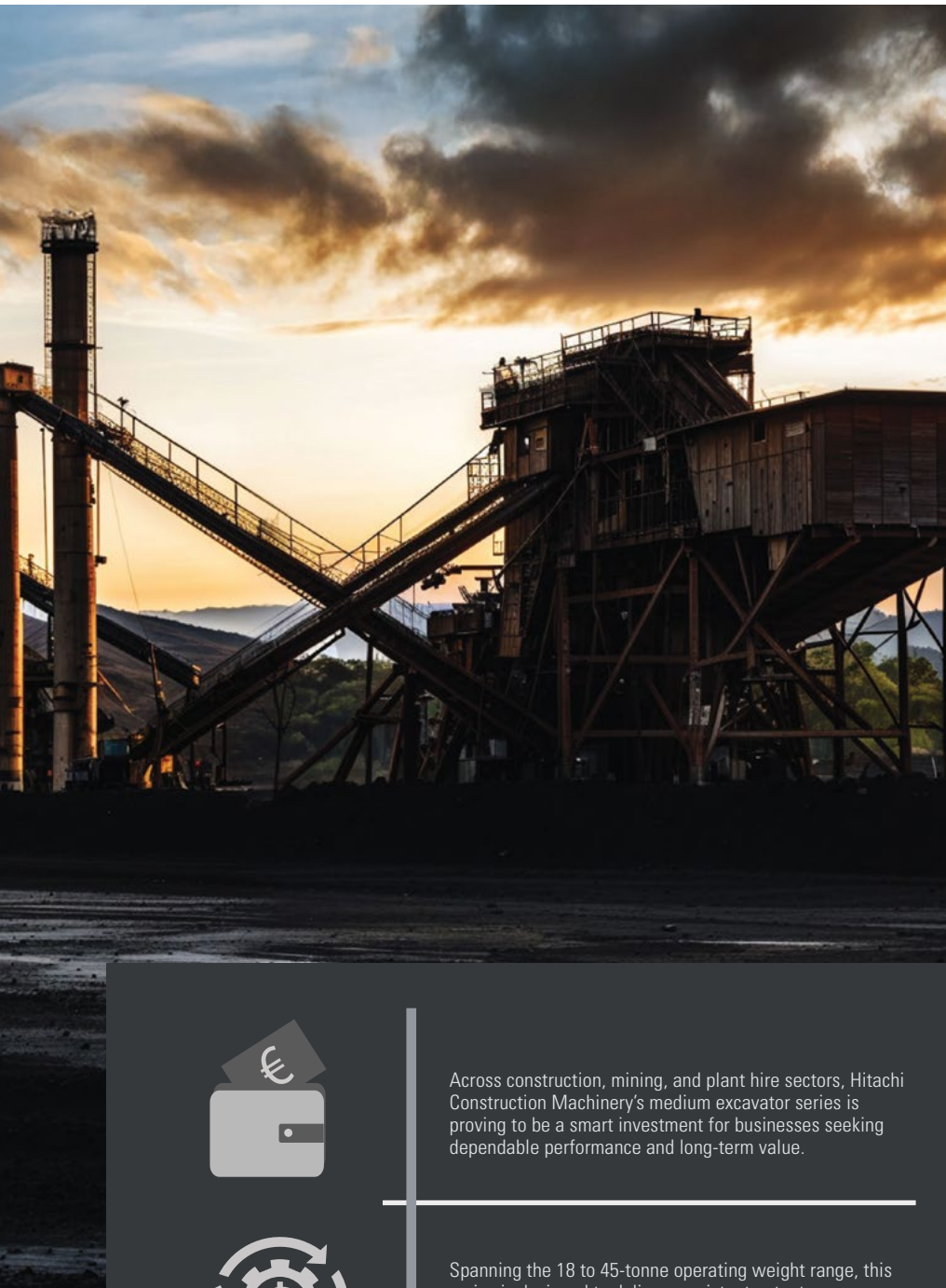


Backed by decades of Japanese engineering and supported locally with responsive service and parts availability, Hitachi Construction Machinery's medium excavator range is built to help businesses run smoothly from day one and every day thereafter.



BUILT FOR MORE: WHY HITACHI MEDIUM EXCAVATORS ARE A LONG-TERM BUSINESS ADVANTAGE

In an environment where productivity, efficiency, and reliability determine the success of a project, choosing the right excavator is more than a purchase decision - it's a long-term business strategy. Across construction, mining, and plant hire sectors, Hitachi Construction Machinery's medium excavator series - comprising the ZX200-5G, ZX240-5G, ZX280-5G, ZX350LC-7G and ZX350LCH-7G - is proving to be a smart investment for businesses seeking dependable performance and long-term value.



Spanning the 18 to 45-tonne operating weight range, this series is designed to deliver consistent output across a range of applications. Backed by decades of Japanese engineering and supported locally with responsive service and parts availability, Hitachi Construction Machinery's medium excavator range is built to help businesses run smoothly from day one.

The difference is in the detail

While acquisition cost is naturally a consideration in any capital equipment decision, it's only part of the picture. A machine's true value becomes clearer over time - through its fuel efficiency, uptime, maintenance needs, and ability to consistently meet the demands of the job.

That's where Hitachi excavators come into their own. The ZX200-5G to ZX350LCH-7G range combines advanced hydraulic systems with rugged construction and user-friendly features that deliver day-in, day-out performance. Whether you're on a tight construction timeline, managing a high-production mining operation, or supplying versatile equipment for plant hire, you need machines that won't let you down.

- **The ZX200-5G and ZX240-5G** offer the right blend of power and agility, ideal for general construction and rental applications.
- **The ZX280-5G** provides greater stability and digging force for more demanding sites.
- **The ZX350LC-7G and ZX350LCH-7G**, are popular choices for heavier applications, offering high output with minimal fuss - designed for reliability in the harshest environments.

Built for productivity

On-site, performance is everything. Hitachi excavators are engineered to maximise output while minimising unnecessary fuel use or operator fatigue. Smooth, responsive control and powerful digging capabilities make each model in the ZAXIS range a reliable workhorse for a variety of tasks -from trenching and loading to bulk earthmoving.

Thanks to intelligent system design and durable components these machines offer ease of maintenance and long lasting performance in demanding conditions. That means fewer interruptions, more working hours, and greater confidence in meeting deadlines.

Uptime you can count on

In any operation, unplanned downtime is more than a technical issue - it's a business risk. Hitachi excavators are



Across construction, mining, and plant hire sectors, Hitachi Construction Machinery's medium excavator series is proving to be a smart investment for businesses seeking dependable performance and long-term value.



Spanning the 18 to 45-tonne operating weight range, this series is designed to deliver consistent output across a range of applications.



Thanks to intelligent system design and durable components these machines offer ease of maintenance and long lasting performance in demanding conditions.



Remote monitoring capabilities and simplified maintenance routines allow operators and fleet managers to stay ahead of service requirements.

TAKE

QUICK



durability and high output of larger models, reducing cost per tonne and boosting productivity.

- **Plant hire** businesses value the reliability and versatility that allows a single machine to serve multiple clients across different jobs.

This adaptability makes Hitachi excavators a practical choice for businesses seeking dependable equipment that can handle a wide range of tasks efficiently.

Total value, built in

Every decision in your fleet affects your profitability - not just today, but in the months and years ahead. That's why looking at the total value a machine delivers over its lifecycle is critical.

Hitachi excavators are designed with long-term ownership in mind. With strong residual value, competitive fuel efficiency, and low wear rates, the ZAXIS range ensures cost predictability and strong return on investment. Whether you keep your equipment for a few years or many, you can be confident that the value you receive will extend well beyond the initial purchase.

The result? Less guesswork, fewer surprises, and more control over your fleet's long-term performance.

A partnership that grows with you

Purchasing a Hitachi excavator is more than a transaction - it's the beginning of a partnership. With a well-established footprint across the region, Hitachi's customer support goes beyond standard service. Hitachi's technical teams are available to help you optimise performance, train operators, and extend the life of your equipment through regular maintenance and condition monitoring.

From delivery to the final hour on the job, Hitachi is committed to your success.

Confidence in every load, every cycle, every day

When you're building your business on performance, every decision matters. With the ZX200 to ZX350 excavator range, Hitachi offers a solution that aligns capability, reliability, and support, giving you peace of mind from the first job to the last.

These are machines you can count on, not just to do the job, but to do it well, consistently, and cost-effectively over time.

When you look at the big picture, it's not about the lowest purchase price - it's about the best value. With Hitachi, that value is built into every machine, every system, and every customer relationship. 🌐

Purchasing a Hitachi excavator is more than a transaction - it's the beginning of a partnership.

built with uptime in mind, with proven Japanese reliability that helps businesses stay on track and on budget.

Remote monitoring capabilities and simplified maintenance routines allow operators and fleet managers to stay ahead of service requirements. When support is needed, Hitachi Construction Machinery Africa's extensive dealer and service network ensures fast response times and reliable access to parts, technical expertise, and after-sales care.

This proactive support structure helps

keep your machines where they belong - on site, on time, and on task.

Versatility across sectors

Each segment of the market, places unique demands on equipment. The Hitachi ZAXIS series is designed to meet those needs without compromise.

- **Construction** companies appreciate the speed and agility of these machines, helping them stay competitive on fast-moving projects.
- **Mining** operations benefit from the

DRIVE NEW WAYS



FLEET
SOLUTIONS



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REBUILDING WITH PURPOSE: HOW ASTEC'S AFTERSALES TEAM IS DRIVING LONGEVITY AND VALUE

Juanita Pienaar spoke with Stefan Bekker, Business Line Manager Aftersales at Astec, to find out how the company's rebuild and aftersales services are helping clients extend equipment life, optimise performance, and reduce environmental impact across Africa and the Middle East.

Rock-solid support from rock to road

Founded in 1972, Astec has built a global reputation for delivering state-of-the-art equipment backed by world-class customer service. "Astec was founded with the vision to apply creative thinking and state-of-the-art technology to traditionally low-tech industries," explains Stefan Bekker. "Bolstered by a corporate culture renowned for putting customer service first, our market-leading brands have become a global leader in the manufacture of equipment from Rock to Road."

Astec's Johannesburg-based South African division plays a central role in supporting the broader region. "Astec Industries SA supports business relationships across Africa, the Middle East, and Central Asia, providing a range of products and services to these regions," says Bekker.

With a strong footprint across infrastructure, mining, and aggregate



"Equipment reliability is crucial in these sectors as it directly impacts productivity, safety, and operational efficiency."

Stefan Bekker, Business Line Manager Aftersales at Astec.

industries, equipment reliability remains a top priority. "Equipment reliability is crucial in these sectors as it directly impacts productivity, safety, and operational efficiency," Bekker notes.

Rebuilds that rival new

Astec's full overhaul rebuild services provide a strategic alternative to purchasing new equipment, offering both economic and environmental benefits. "Astec's rebuild services involve restoring equipment to OEM 'like-new' condition by replacing worn or damaged parts, upgrading components, and ensuring the machine meets current performance standards," Bekker explains.

This comprehensive approach sets a high standard. "Our method is a full overhaul: complete disassembly, inspection, and replacement or repair of all parts to bring the machine to like-new condition as per OEM specifications and standards," he adds. "This is our default standard unless otherwise advised by the client or in an emergency repair."

The most commonly rebuilt items include key assets from the mining and aggregate sectors. "Mining and aggregate equipment, such as our entire crusher range, vibrating equipment, and other major components, are typically sent in for rebuilds."

Clients can rest assured that rebuilt machines offer performance on par with new units. "The QC and quality process involved is the same as for new equipment," Bekker confirms.

A Sustainable and collaborative approach

Beyond the cost advantages, rebuilds offer a tangible sustainability edge. "By refurbishing and reusing components instead of discarding entire machines, rebuilding significantly cuts down on industrial waste," Bekker says. "Rebuilding is usually cheaper than buying new, providing a more economical option."

The process is highly collaborative. "The piece of equipment remains the property of our client. As such, it is of utmost importance that the client is actively involved following our assessment," Bekker explains. "Their engagement is essential in ensuring they have full peace of mind regarding the necessary full overhaul requirements to ensure customer satisfaction and long-term reliability."

A typical rebuild spans several weeks from start to finish, depending on equipment type and the complexity of the overhaul. While full overhauls are performed at Astec's Johannesburg facility, smaller repairs can be completed on-site by the



QUICK TAKE



A typical rebuild spans several weeks from start to finish, depending on equipment type and the complexity of the overhaul.



Astec's full overhaul rebuild services provide a strategic alternative to purchasing new equipment, offering both economic and environmental benefits



Astec's method is a full overall complete disassembly, inspection, and replacement or repair of all parts to bring the machine to like-new condition as per OEM specifications and standards.



Demand for rebuild services has remained stable in recent years - an indicator of client trust and satisfaction.



experienced service team.

To determine what needs to be repaired or replaced, the team performs rigorous inspections. "The assessment involves a thorough inspection of the machine by our QC department in accordance with our OEM standards and drawings," says Bekker.

Long-term partnership and peace of mind

For Astec, rebuilds aren't simply a repair job; they're part of a broader commitment to aftersales excellence. "The repair process is a critical component of our broader aftersales strategy," Bekker says. "It aligns directly with our commitment to extending equipment life cycles, optimising performance, and delivering long-term value to our clients."

This commitment includes support well

beyond the workshop. "Yes, we offer a standard three-month warranty," he notes. "However, Astec will support the client on a failure that indicates premature failure that wasn't caused by operational issues or lack of maintenance."

Rather than pointing to a single standout rebuild, Bekker sees success in every completed project. "With our product offerings that form part of the critical production requirements, we, as Astec, see every repair as successful that significantly benefited our clients," he says. "It provides them with peace of mind when it comes to the reliability and performance of their equipment."

Meeting evolving industry demands

As industries evolve, so too do the needs of customers and the capabilities of OEMs.

Astec's aftersales team is constantly adapting its services. "Astec is continuously evolving its rebuild services to meet changing industry needs by incorporating new technologies and expanding its service offerings," Bekker says.

One key driver of long-term partnerships is the company's consistent on-site presence. "Our on-site support remains a critical component in ensuring client success, particularly as we continue to introduce advanced technologies to the market," Bekker explains. "Our presence not only provides timely technical assistance but also ensures that our clients benefit from the full capabilities of the solutions we deliver."

According to Bekker, demand for rebuild services has remained stable in recent years - an indicator of client trust and satisfaction. "We've had a steady demand for repair over the past few years, indicating client trust and satisfaction in our long-term partnership."

Looking ahead, Bekker says Astec is excited about what's next. "At Astec, we are driven by our vision statement: 'To build industry-changing solutions that create life-changing opportunities.' With this guiding principle, we are always excited to be part of emerging initiatives and transformative technologies."

Astec's approach to rebuilds exemplifies a future-forward mindset: one that values customer relationships, embraces technological evolution, and delivers reliable, sustainable outcomes. For industries that demand performance without compromise, rebuilds may be the smartest investment yet. 🔄



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SANDVIK REBUILD AND REBORN GIVES MINING EQUIPMENT A SECOND LIFE

Faced with the high capital cost of new machinery and the constant demand to maintain uptime, many mining operations are looking for alternative ways to keep their equipment running efficiently and productively.

Sandvik Mining and Rock Solutions through its Rebuild and Reborn upgrade portfolio offers OEM-certified programmes that restore worn or aging equipment to like-new condition while incorporating the latest technology and safety improvements.

The Reborn solution, available on selected models, involves a full-scope intervention that strips equipment down to its base chassis and rebuilds it using genuine OEM parts components. This process includes replacing all worn or damaged parts, upgrading systems to the latest performance and safety standards and conducting comprehensive testing and certification before commissioning. In many cases, existing infrastructure - such as motors, lubrication tanks or automation systems - can be reused offering even further cost and time savings.

For mining customers, this means equipment that is restored to original or improved specification backed by a warranty equivalent to that of new machines.

Storm Herbst, Operations Manager for Workshops and Technical Services at Sandvik Mining and Rock Solutions, says the Reborn programme is about more than just repair. "We are enabling our customers to breathe new life into critical equipment assets with the full assurance of OEM quality, tested performance and the opportunity to upgrade to current technology. It is a cost effective and sustainable way to extend the life of their fleet and reduce total cost of ownership," explains Herbst.

Complementing the Reborn offering is Sandvik's Custom Rebuild programme which is available across all Sandvik equipment models. Here, the scope of work is tailored to suit the condition and operating environment of the machine. A detailed inspection determines what needs to be replaced or upgraded to restore the machine to peak performance.

As with Reborn, only OEM parts are used and rebuilds include warranty coverage, commissioning and technical support. This approach allows mining companies to align rebuild intervals with their maintenance strategy, typically at around 10 000 to 12 000 operating hours for equipment in harsh conditions or up to 17 000 hours for machines operating in more moderate environments.

Supporting these programmes is



Sandvik Mining and Rock Solutions' Reborn programme restores selected equipment models to like-new condition using genuine OEM parts, offering a cost effective alternative to purchasing new machines.



Supported by regional remanufacturing centres in South Africa and Zimbabwe, Sandvik's Rebuild and Reborn solutions deliver OEM-certified quality while minimising downtime and reducing total cost of ownership.

Sandvik Mining and Rock Solutions' extensive remanufacturing capacity in Southern Africa, with facilities in both South Africa and Zimbabwe. These centres are equipped to handle complete machine rebuilds to OEM standards, enabling customers to manage productivity improvements, safety compliance and environmental performance - all while keeping downtime to a minimum.

The Rebuild and Reborn programmes also form part of Sandvik's broader lifecycle management approach. Digital tools such as Knowledge Box™ provide data-driven insights, enabling customers to make informed decisions about when and how to intervene.

Upgrades and engineered solutions can be applied during the rebuild process, further

improving machine performance and adapting equipment to changing operational demands.

"At Sandvik Mining and Rock Solutions, we are focused on partnering with customers throughout the entire lifecycle of their equipment," explains Herbst. "Our Rebuild and Reborn programmes help customers optimise performance, reduce downtime and get the most out of their existing assets. In today's mining environment that is a strategic advantage."

Sandvik Mining and Rock Solutions is a global leader in equipment, tools, parts and services for the mining industry. Its aftermarket support across Southern Africa is underpinned by a strong local presence and a highly skilled technical team, committed to keeping customer operations running smoothly and efficiently. 🌐



INSIDE BLS FLEET'S AGILE RISE

Capital Equipment News' Juanita Pienaar spoke with John Loxton, Managing Director of BLS Fleet, to uncover the story behind the company's rapid ascent, strategic agility, and commitment to fleet optimisation in a changing landscape.

From legacy to leadership

BLS Fleet, formally known as Boutique Leasing Services, is not a newcomer to the fleet management scene - it's the result of decades of deep-rooted industry expertise. Established in 2021, the company was born from a vision to bring agility and excellence to an industry often slowed by bureaucracy and red tape.

"BLS was established when the founders recognised a gap in the market for proper fleet management services," explained Loxton. "Our leadership team - Werner, Clinton, and I - had already worked together at the Imperial Group for nearly 20 years, acquiring and managing some



Founding members of BLS. From left: Clinton Ferreria (CFO), John Loxton (MD) and Werner Van Dyk (COO).

of the most sought-after contracts in the local market.”

That legacy experience, combined with insights gleaned during the COVID-19 pandemic, solidified their belief that fleet customers still value trust, speed, and personal service. “We realised that trust between customer and supplier is essential, and that the fleet environment requires a level of focus and responsiveness that is hard to achieve in heavily regulated environments.”

Built on expertise, driven by innovation

Since its inception, BLS Fleet has evolved into what its representative calls “the most agile leasing and fleet management company in South Africa.” Much of this agility stems from the team’s unmatched depth of knowledge across the mobility spectrum - from motorcycles to excavators.

“Our opposition might have pockets of expertise, but BLS has assembled the most experienced and skilled fleet management team in the local industry. Our product coverage is unmatched.”

At the core of their service offering is a strong focus on Total Cost of Ownership (TCO). “Fleet optimisation starts with selecting the right vehicles using a TCO methodology,” Loxton said. “Then, we manage each asset through its optimal lifecycle, which depends on factors like application and operating conditions.”

More than leasing

BLS Fleet offers a comprehensive suite of services that goes far beyond vehicle leasing. Their offering includes procurement, funding, maintenance and fuel management, accident and licence management, and fleet remarketing, all underpinned by robust technology systems.

“Our Genius Fuel Management service is probably the most unique and value-adding in the local fuel ecosystem. It identifies fraudulent or incorrect fuel transactions using an algorithm unique to BLS.”

They also provide clients with maintenance oversight through Managed Maintenance (MM), ensuring all work done on vehicles is pre-authorised and in line with OEM pricing. Accident management, traffic fine administration, and kilometre reconciliation are all standard parts of their value proposition.

“Every solution we offer is customised. For example, we’ve integrated the supply chain between EV OEMs, dealers, solar suppliers, and BLS as the solution aggregator. On-site servicing may not be unique, but it’s a practical way of solving real operational challenges.”

QUICK TAKE



Since its inception, BLS Fleet has evolved into what representatives call “the most agile leasing and fleet management company in South Africa”.

At the core of their service offering is a strong focus on Total Cost of Ownership (TCO).

Though nimble and entrepreneurial, BLS Fleet adheres to a governance framework that ensures regulatory compliance without stifling business execution.

Every solution it offers is customised – for example, they have integrated the supply chain between EV OEMs, dealers, solar suppliers, and BLS as the solution aggregator.



“BLS was established when the founders recognised a gap in the market for proper fleet management services.”

John Loxton, Managing Director of BLS Fleet.

TALKING POINT



The SPT100 was designed to be rugged, compact, and simple to operate. It has minimal setup requirements and is equipped with clearly labelled buttons and an intuitive display.

Partnering for performance

What truly sets BLS apart is its approach to partnerships. “We only work with clients who are willing to be business partners. If you’re fixated solely on interest rates, then you should probably go to a bank. Our clients value our hands-on involvement, personal relationships,

and practical, operational solutions.”

BLS believes in understanding a client’s operational environment before offering pricing or solutions. “A customer might request fixed maintenance on a piece of equipment, but we might suggest a managed service instead to avoid disputes around fair wear and tear. It’s about

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- Asset Finance
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- Optimum Replacement
- Contract & Maintenance Management
- Technical Call Centre Services
- Reporting and Administration
- End of Contract Solutions

is actively embracing sustainability and alternative energy solutions. Their efforts include a partnership with BYD, the world’s largest electric vehicle (EV) manufacturer, and support for John Deere and Sany’s alternative energy initiatives in mining and construction.

“The commercial vehicle market is where we see the most exciting developments. Brands like Scania, Mercedes Benz, and Volvo are investing heavily in alternative energy, and we believe that some other players such as Sany will be at the forefront of this market very soon,” Loxton noted. “The e-hailing market, too, will drive volume growth for battery electric and hybrid vehicles, and BLS is deep in discussions with companies targeting that segment.”

Governance without the red tape

Though nimble and entrepreneurial, BLS Fleet adheres to a governance framework that ensures regulatory compliance without stifling business execution.

“We’ve adopted a governance structure similar to what we had in banking, (portfolio management, credit committees, etc.) so we remain compliant with NCR, POPIA, and KYC requirements. The difference is that we’ve stripped away the red tape.”

Their risk mitigation strategy is experience-based rather than relying on static spreadsheets. “We don’t use a ‘one-size-fits-all’ MS Excel approach to modelling. Our decisions are backed by real experience and skill.”

Planning for a smarter future

Looking forward, BLS Fleet is staying true to its founding principles - value leadership, client partnership, and innovation.

“We’ll continue to grow our skills base, expand into more mobile asset classes, and embed AI into decision-making. We’re not trying to be the cheapest, but we’ll always offer the most value.”

Success stories from clients further underscore BLS Fleet’s impact. “We’ve helped clients simplify vehicle selection through informed TCO models, and actively managed asset lifecycles to determine the optimal replacement point. Our approach is focused, data-driven, and always in the client’s best interest.”

For those seeking a fleet partner built on trust, expertise, and innovation, BLS Fleet makes a compelling case. Their promise? “Solid, honest, and transparent business, based on mutual respect and operational excellence.”

We’re already working on projects that will use AI to inform fleet management decisions, improve efficiencies, and displace static reporting.

understanding what the client truly needs.”

Tech-enabled, AI-focused

Technology is central to BLS Fleet’s operations, from advanced telemetry and vehicle tracking to artificial intelligence (AI) integration.

“Telemetry, when used properly, can shift company culture by modifying driver behaviour and enhancing asset accountability. It can even overlay traffic violations with driver data to increase accountability,” said the representative.

“Optimised route planning and safety enhancements like blind spot monitoring, cargo theft detection, and driver scorecards are all built into our systems.”

Looking ahead, BLS sees AI as the future. “We’re already working on projects that will use AI to inform fleet management decisions, improve efficiencies, and displace static reporting.”

Commitment to sustainability

In line with global trends, BLS Fleet

FIVE SIGNS YOUR CI-4 API-GRADE OIL IS COSTING YOU MONEY

In demanding industries such as transport, logistics, agriculture, construction, and mining, engine reliability is non-negotiable. But if you're still relying on outdated API-grade oils like CI-4 or CJ-4, you could be spending more than you realise on maintenance, repairs, and downtime.

Here are five signs your engine oil could be eating into your operating budget - and why upgrading to Shell Rimula R4 L 15W-40 CK-4 might be the smart solution.

You're changing oil too often

Older-generation engine oils tend to degrade faster under stress and heat, resulting in shorter drain intervals, more workshop visits, and rising labour and disposal costs. Shell Rimula R4 L 15W-40 CK-4 is formulated with advanced oxidation control, enabling longer oil life and extended drain intervals - saving time and money.

Your engines are running hot or noisy

If engines are running louder or hotter than usual, your oil might not be holding up under load. When oil breaks down, it leads to increased engine friction and reduced efficiency. Engineered for high-performance protection, Shell Rimula R4 L 15W-40 CK-4 performs even under the most demanding South African operating conditions.

Repairs and downtime are becoming routine

Turbocharger issues, camshaft wear, and piston scuffing are signs that your oil isn't providing sufficient wear protection. Shell Rimula R4 L 15W-40 CK-4 offers up to 50% better wear protection than previous API categories, keeping vehicles on the



road longer and reducing unplanned maintenance.

Emissions system failures are becoming more common

Many older oils aren't compatible with emissions systems such as EGR, DPF, or SCR. The result? Filter blockages, fault codes, and costly system replacements. Shell Rimula R4 L 15W-40 CK-4 is designed to support modern after-treatment systems, helping operators remain compliant and reduce fuel consumption.

Oil consumption is higher than it should be

If oil top-ups are becoming more frequent, it may be due to poor thermal stability. Older oils are more prone to evaporation and breakdown under heat. CK-4 oils like

Shell Rimula R4 L maintain viscosity and protect engines over longer intervals, improving overall oil economy.

Why upgrade?

Shell Rimula R4 L 15W-40 CK-4 offers a range of advantages, including extended service intervals, reduced oil consumption, and enhanced wear protection. It is designed to be compatible with emissions systems and is suitable for use in both new and older engines.

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VOLVO TRUCKS DRIVES MODERN FLEET EFFICIENCY AND PRODUCTIVITY

As a leading truck manufacturer in South Africa, Volvo Trucks continues to invest in their products and service network to enhance efficiency and productivity, securing optimum uptime for fleet owners.

This is according to Waldemar Christensen, Managing Director of Volvo Trucks South Africa, who recently addressed customers at an event in Paarl, Western Cape.

“As we look ahead, the world’s transport demands are not only growing but also evolving. Meeting this changing demand whilst reducing emissions requires a focus on offering enhanced productivity and efficiency,” said Christensen. “By driving innovation and progress across the industry, we’re not just shaping a safer and more sustainable transport sector, we believe we are empowering our customers to lead, compete and thrive in a rapidly changing world.”

With customer uptime as a top priority, Volvo Trucks is continuously investing in modernising its workshops to deliver faster, smarter, and more efficient service.

By integrating specialised tools and



The world’s transport demands are not only growing but also evolving. Meeting this changing demand whilst reducing emissions requires a focus on offering enhanced productivity and efficiency.

Waldemar Christensen, Managing Director of Volvo Trucks South Africa.

TALKING POINT

advanced diagnostics, Volvo Trucks is reducing downtime and enhancing operational continuity for its customers. This transformation is part of a broader strategy to strengthen the company’s service network across South Africa and to deliver quality service throughout. Uptime Monitoring Services, a key component of this strategy, enables predictive maintenance through connected service capabilities, allowing for remote monitoring and optimised repair schedules.

“This process improves communication and ensure that every touchpoint supports customer success, from workshop to road. Ultimately, we believe that this will lead to reduced downtime, lower repair costs and increased fuel efficiency, saving fleet operators



improve fleet emissions and bottom lines.”

In April this year, Volvo Trucks South Africa announced the introduction of Euro 6 technology on its original long-haul icon, the Volvo FH. This innovative technology offers fleet operators the combined effect of sustainability, efficiency and performance that underscore Volvo Trucks’ commitment towards offering more sustainable transport solutions.

“While we continue to offer Euro 3 and 5 engines here, we actively explore and introduce new technologies that have been thoroughly tested for local South African operating conditions to ensure our customers have access to the latest global innovations,” explained Christensen.

In Europe, Volvo Trucks recently week announced the introduction of its new long-



time and money,” explained Christensen.

In addition to its service contract solutions, Volvo Trucks’ service network, comprising 19 service points strategically located across South Africa, ensures that support is always within reach. This proximity allows the company to respond swiftly to customer needs, reinforcing uptime and operational efficiency. By staying close to its customers, Volvo Trucks continues to deliver on its promise of reliability and performance.

“Our industry is in a period of transformation. Amid change, productivity and partnership are among the highest of our concerns. We will be there to provide the right solutions for our customers, no matter what,” stated Christensen.

Products that lead the way

Quality, safety, and environmental care are key considerations for Volvo Trucks when introducing new products to the market.

“All Volvo trucks are optimised for efficiency and productivity, no matter what drivelines our customers choose. And with every new solution introduced, we increase efficiency and productivity even more,” commented Christensen. “Our most powerful engines combine real power with real purpose. Geared towards increased fuel efficiency, our internal combustion engines are designed to save fuel and

QUICK TAKE



Quality, safety, and environmental care are key considerations for Volvo Trucks when introducing new products to the market.



With major technological paradigm shifts ahead that will completely change the way we live, Volvo Trucks emphasises that people, not just trucks, are at the heart of their business.



With customer uptime as a top priority, Volvo Trucks is continuously investing in modernising its workshops to deliver faster, smarter, and more efficient service.



The company has an assembly plant in Durban, KwaZulu-Natal, and currently employs around 750 staff at various sites across the country.



Even though we have some of the most advanced products and technologies at our disposal, we believe in the human connection and building relationships with our customers.

distance electric truck that has a range of up to 600 kilometres and batteries that can be charged in 40 minutes. They will formally launch and start taking orders for its new electric truck for long distances, the Volvo FH Aero Electric with e-axle, in the second quarter of 2026.

“Even though this new addition to our electric fleet is very much designed for the European market, it would be possible for local customers to request it for specific applications,” said Christensen. “From a South African perspective, we see it as an indicator of how Volvo Trucks technology is advancing and what is possible in the future, also here locally.”

Advancing people and partnerships
With major technological paradigm shifts

ahead that will completely change the way we live, Volvo Trucks emphasises that people, not just trucks, are at the heart of their business.

“Our goal is for every customer to see us as their best business partner, consistently delivering quality, functionality, and innovations beyond their expectations,” stated Christensen.

As part of an effort to enhance its service commitment, the company recently welcomed Jarryd Language to its fold in the role of Director Retail Operations South. With a career spanning more than 13 years in both the OEM and retail sides of the transport business, Language understands the business from both perspectives.

He qualified as a diesel technician with Volvo Trucks more than a decade ago and

transitioned into leadership roles where he found his passion working with people.

“Even though we have some of the most advanced products and technologies at our disposal, we believe in the human connection and building relationships with our customers,” said Language. “It is about understanding our customers’ business, building that partnership and solving problems together.”

As products and services evolve, Volvo Trucks continues to invest in employee training and development, ensuring they can support customers’ needs and adapt to changing conditions.

This year, Volvo Trucks is celebrating 98 years of global innovation and transformation in the transport industry. This legacy of engineering excellence and customer success forms the bedrock of Volvo Trucks South Africa, which proudly celebrates 25 years of delivering transport solutions to local fleet operators.

“We look forward to continue driving progress for our South African customers over the next 25 years and beyond, as we are here to stay,” concluded Christensen.

The company has an assembly plant in Durban, KwaZulu-Natal, and currently employs around 750 staff at various sites across the country. 🌍

CELEBRATING 40 EXCEPTIONAL YEARS

Toyota Material Handling, a division of CFAO Equipment, marked 40 years of success as a market leader and preferred supplier of material handling equipment in South Africa at a celebratory event held at The Galleria in Sandton, Johannesburg.



CFAO Equipment MD, Richard Cox and Masahiko Nakagawa.

Addressing the gathering, CFAO Equipment MD Richard Cox reflected on the business's remarkable journey. "From humble beginnings, when our founders took a leap of faith by forging relationships with Toyota in Japan, we set out to transform a small operation into a globally respected distributor. "On this day we celebrate four decades of growth, innovation and delivering value to our customers, employees and stakeholders."

The event brought together key stakeholders, including two of the company's original founders, Rob Dutton and Don Bailiff, along with Masahiko Nakagawa from Japan, who played a pivotal role in establishing the business four decades ago. Cox recounted the company's origin story: the first step was taken in 1984 when Bailiff, Dutton and the late Sydney Borsook secured the Toyota Forklift franchise and founded Saficon Industrial Equipment (SIE) in South Africa. "It was a bold move in a competitive market, but their passion and determination laid the groundwork for lasting success," he said.

Crucial to their journey was the support of Nakagawa, then General Manager of Toyota Tsusho Corporation's Forklift Division.



On this day we celebrate four decades of growth, innovation and delivering value to our customers, employees and stakeholders.

Backed by the strength of the Toyota brand, the founding team established a culture and foundation that would enable significant growth in the years to come.

Over the decades, the company introduced successive generations of the iconic Toyota forklift, starting with the 4-Series, followed by the 5-Series in 1987, the 6-Series in 1992, the Series-7 (distinctly named to differentiate it from BMW's 7-Series), and most recently, the 8-Series in 2007. Each iteration brought groundbreaking innovations focused on enhancing performance, productivity and safety.

In May 2022, the company entered a new chapter with its acquisition by CFAO, a subsidiary of Toyota Tsusho Corporation.

"We've found our home," said Cox. "Our alignment in values and culture, combined with strong support and a shared vision for the future, has allowed us to focus on what we do best. The remarkable results of the past few years are proof of that." "From modest beginnings, we've grown to employ over 1,100 people and built a strong footprint across South Africa and sub-Saharan Africa, with 12 dealers and 15 branches, firmly establishing our position as market leader."

Looking to the future, Cox concluded: "We remain committed to delivering exceptional products and solutions to our valued customers, supported by a dedicated and passionate team, for many years to come." 🌟



CARBON READINESS IS NO LONGER OPTIONAL

South Africa's high-emission industries are under mounting pressure to reduce carbon output. Juanita Pienaar spoke with Amith Singh, Head of Manufacturing at Nedbank Commercial Banking, about the country's carbon transition journey, the growing impact of the EU's Carbon Border Adjustment Mechanism (CBAM), and how businesses in sectors like construction, mining and logistics can prepare now to thrive later.

Carbon readiness: a business imperative

The global push towards net zero is no longer theoretical. For carbon-intensive sectors such as construction, mining,

and logistics, adaptation is becoming a business-critical priority. Singh defines carbon readiness broadly, describing it as "adopting and adapting business practices and technologies that reduce carbon

emissions, improve energy efficiency, and promote sustainability and financial resilience."

This transition isn't just about meeting environmental goals; it's about business survival. "Globally, climate goals are in place, and failing to meet them would stifle South Africa's economic growth," Singh notes. "Being carbon-ready adds longevity to our planet and business at large."

He explains that practical readiness in these sectors includes integrating eco-friendly materials, reducing energy use, investing in sustainable power sources like solar and wind, and enhancing production efficiencies. In mining specifically, Singh sees an opportunity



“The challenge in South Africa is that there are few alternatives to road transport, and the charging infrastructure is still developing.”

Amith Singh, Head of Manufacturing at Nedbank Commercial Banking.

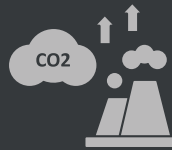
TALKING POINT



For carbon-intensive sectors such as construction, mining, and logistics, adaptation is becoming a business-critical priority.



Some South African companies see decarbonisation as a competitive edge.



Carbon-intensive imports will be taxed based on their embedded emissions, forcing South African companies to meet stringent environmental disclosure and reduction standards.



Nedbank has partnered with institutions like the Sustainability Institute, where its clients may benefit from preferential rates on courses such as carbon footprinting and carbon tax training.

TAKE

QUICK

for innovation, not job losses. “There’s a symbiotic relationship between man and machine in reducing carbon footprints,” he says.

CBAM and the export economy

For businesses that export to the European Union and the United Kingdom, particularly in manufacturing and mining, CBAM represents a significant shift in trade dynamics. Under this mechanism, carbon-intensive imports will be taxed based on their embedded emissions, forcing South African companies to meet stringent environmental disclosure and reduction standards.

Singh points to Nedbank’s recent carbon readiness survey conducted



The biggest challenges for construction and mining companies in adapting to carbon-related regulations are the costs and downtime when implementing changes, as well as the additional reporting requirements that must be strictly adhered to.

in partnership with NAACAM, which revealed that “60,7% of companies have a sustainability strategy, but only 42,3% have set a net-zero timeframe.” While

encouraging, these findings show that more needs to be done. “Scope three emissions tracking remains limited,” Singh warns, “highlighting the need for



Nedbank Commercial Banking's Manufacturing recently hosted a roundtable, where South Africa's industrial sector came together to explore what carbon readiness really means for competitiveness, investment, and long-term growth.

standardised methodologies across the supply chain."

Encouragingly, many businesses are already taking steps to respond to CBAM. "We were pleasantly surprised that companies are acting on CBAM requirements, albeit the clarity of requirements relative to scope two and scope three is not clearly understood, and as such, not fully planned for."

The roadblocks: cost, complexity, and infrastructure

Despite growing awareness, practical implementation remains difficult. "The biggest challenges for construction and mining companies in adapting to carbon-related regulations are the costs and downtime when implementing changes, as well as the additional reporting requirements that must be strictly adhered to," says Singh.

In the logistics sector, the hurdles are even more pronounced. "The challenge in South Africa is that there are few alternatives to road transport, and the charging infrastructure is still developing," he explains. While electric vehicle (EV) adoption is growing from a percentage perspective, "it is nowhere near closing the gap," due to both high costs and infrastructure gaps.

Cross-border logistics also face mounting pressures. "Sea transportation is under pressure to reduce its carbon footprint, which ultimately comes at a cost in an already compressed economy.



As a bank, almost 20% of our total loans and advances - or over R183-billion - is aligned to businesses that have a positive social or environmental impact.

Notwithstanding the fact that South Africa is geographically far away from EU countries, this further compounds the challenges."

The opportunity cost of inaction

While the carbon transition is undoubtedly complex, Singh stresses that delay is not a viable option, particularly for export-heavy sectors like mining. "Companies that are heavy exporters have no option but to comply, and this does come at an initial cost," he says. "However, early adopters could have the opportunity to secure and diversify their customer base. Yes, this will affect margins initially, but we believe the benefit outweighs the initial investment."

Some South African companies see decarbonisation as a competitive edge. According to Nedbank's study, "thirty six percent of companies view decarbonisation as an opportunity, while 32% view it as a threat." Non-exporters

and multinational suppliers tend to view the transition more positively, possibly due to less immediate pressure and better access to resources.

Practical steps to take now

Singh outlines several actionable measures for companies looking to enhance their carbon readiness:

- Adopt green building standards that utilise natural light and ventilation.
- Introduce sustainable materials and reduce waste through re-use and recycling.
- Implement energy-efficient machinery and smart production technologies.
- Start the transition to alternative energy vehicles and use data to optimise logistics routes.

"These are not just environmental initiatives," Singh says. "They are smart business practices that can reduce costs and increase operational efficiency in the long run."



Financing the green transition

Cost is a persistent barrier to progress, but financial institutions have a role to play. Singh notes, "As a bank, almost 20% of our total loans and advances - or over R183-billion - is aligned to businesses that have a positive social or environmental impact."

He adds that blended finance models, involving public and private sector collaboration, will be crucial. "There are still opportunities to look at blended finance modelling through the government and partnerships with other private sector players." Singh also highlights the potential of carbon credits, "which can be sold to offset emissions," and form part of broader carbon reduction and revenue-generation strategies.

Nedbank's commitment to a greener economy

Positioning itself as South Africa's 'green bank', Nedbank has embedded sustainability into its financial model. "Across our divisions, we have dedicated teams that offer tailored solutions to support clients on their decarbonisation journey," Singh explains. These include support for everything from solar panel installations to large-scale wind farms.

The bank also provides specialist training opportunities. "We've partnered with institutions like the Sustainability Institute, where our clients may benefit from preferential rates on courses such as carbon footprinting and carbon tax training."

A collaborative path forward

The way forward, Singh insists, must be collective. "The public and private sectors need to work together," he says. "Firstly, we need to bring this matter to light and educate the market on what CBAM is. We then need to navigate this journey with the market by means of funding and advocating for change."

In a country still largely powered by coal, the

transition will not be easy. But Singh believes South Africa's climate and resource potential give it an edge. "Should we introduce more renewable energy sources and comply with regulation early, we would have a considerable advantage over other developing countries."

With the effects of climate change already visible and carbon regulation tightening globally, Singh's message is clear: the time to act is now. 🌱




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BACKHOE LOADERS BUILT FOR PERFORMANCE

Juanita Pienaar spoke to Mark Webster, General Manager - Regional Dealer Network, Southern Africa, about the versatility, performance, and value that Manitou’s backhoe loaders bring to the construction, agriculture, and municipal sectors.

Built for tough jobs across industries

Manitou’s backhoe loaders have steadily carved out a reputation for versatility and dependability across Southern Africa’s demanding industries. “Manitou backhoe loaders are highly versatile machines, ideal for a wide array of industries and environments,” says Mark Webster. “They are particularly well-suited for the construction sector and are also very effective in agriculture, offering multi-functional capabilities with various attachments to significantly enhance productivity.”

Whether operating in confined urban spaces or expansive rural projects, these machines are designed to perform. “They excel in the construction sector,



They are particularly well-suited for the construction sector and are also very effective in agriculture, offering multi-functional capabilities with various attachments to significantly enhance productivity.

handling tasks such as excavation, trenching, backfilling, and material handling on building sites, road construction projects, and infrastructure development,” Webster explains. “Their agility makes them suitable for both

urban environments with limited space and larger, more open construction zones.”

Beyond construction, the backhoe loaders find solid footing in agriculture, where they support tasks such as



land clearing, ditch digging, and bulk material handling. "Furthermore, Manitou backhoe loaders are well-suited for landscaping projects, municipal work, and utility installations, where their ability to perform multiple functions with various attachments significantly boosts productivity," Webster adds.

Under the hood: power meets precision

Manitou's latest backhoe loader models are built for robust performance. "The machines are powered by a Perkins 1104D 44T Turbo Charged Water Cooled Tier-III engine with 94 horsepower and a maximum torque of 395 Nm," Webster details. Weighing in at an unladen 7 620 kg, these machines offer a maximum digging depth of 4 741 mm and an operating height of 4 230 mm, providing ample reach for demanding applications.

In terms of hydraulic performance, the backhoe loaders deliver a flow rate of 142 l/min and a main relief pressure of 225 bar, ensuring smooth, reliable

QUICK TAKE



Whether operating in confined urban spaces or expansive rural projects, these machines are designed to perform.



The range of available attachments further extends the machine's versatility.



Manitou's backhoe loaders are equipped with advanced Easy Manager telematics and smart monitoring systems.



Manitou's backhoe loaders are well-placed to meet evolving expectations with their combination of performance, intelligence, and support.



"They are particularly well-suited for the construction sector and are also very effective in agriculture, offering multi-functional capabilities with various attachments to significantly enhance productivity."

Mark Webster, General Manager - Regional Dealer Network, Southern Africa.

TALKING POINT





operation even under heavy workloads.

Operator-focused design

Manitou has clearly prioritised operator comfort and efficiency in its cabin design. “We’ve introduced easy-to-use, smooth lever movements and a redesigned control panel inside the cab,” Webster notes. “The ergonomic cluster and easily identifiable controls and dashboard elements give the driver 10% better visibility across the cabin.” The additional space and intuitive layout help reduce operator fatigue and promote safer, more efficient working conditions.

According to Webster, customer feedback has played a key role in shaping the backhoe loader’s development. “We’ve taken our operators’ input seriously and made sure their practical needs are reflected in the machine design,” he says.

Durability and safety at the forefront

Manitou backhoe loaders stand out for their durability and safety features. “Our machines offer best-in-class dump height at 2 780 mm and a superior shovel dump angle of 51 degrees, which translates directly to enhanced performance and productivity,” Webster says.

Robustness is a clear hallmark. “The bonnet is virtually unbreakable, and the machine features a hardnose design,” he adds. “We also use steel casting at the boom and dipper with additional reinforcements, ensuring long-term reliability.”

Safety is not an afterthought either. “We’ve incorporated an emergency safety switch, a battery isolator switch, and a three-disc rear axle braking system,” Webster points out. The battery itself is cleverly positioned for easy maintenance access inside the bonnet.

Smart technology drives efficiency

Manitou has embraced smart technology to help fleet managers and operators optimise their assets. “Our backhoe loaders are equipped with advanced Easy Manager telematics and smart monitoring systems,” Webster explains. “These systems provide real-time data on machine location, operational status, fuel consumption, and performance metrics.”

The benefits are clear: “With this information, owners and fleet managers can proactively schedule maintenance, detect potential issues early, and optimise machine utilisation,” he says. “This reduces downtime, enhances security, and lowers operating costs, which contributes to a better return on investment over the machine’s lifecycle.”

Webster confirms that the brand is committed to supporting data-driven decision-making through these intelligent systems. “It’s about enabling our customers to get the most out of their equipment,” he adds.

Versatility through attachments

The ability to switch quickly between attachments is another major advantage.

“Manitou backhoe loaders come standard with a quick-coupling system on both the H-frame and rear dipper,” says Webster. This feature allows operators to transition seamlessly between tasks, saving valuable time on site.

The range of available attachments further extends the machine’s versatility. “We offer an extended dipper that provides an additional reach of one metre,” Webster says. “This allows operators to dig longer, flat-bottom trenches without repositioning the machine, significantly improving productivity.” Other common attachments include a 1,2 m³ multi-purpose bucket with pallet forks, a standard bucket with forks, a grapple bucket, and rock breakers for tough ground-clearing jobs.

Backed by strong aftersales support

Manitou’s investment doesn’t end at the point of sale. “We offer comprehensive aftersales support across South Africa and the broader African region,” says Webster. “We’ve built a strong dealer presence with readily available parts, which are strategically stocked to meet regional demands efficiently.”

This robust network is essential for minimising downtime. “Our aim is to provide customers with prompt and reliable support for their backhoe loaders and other equipment,” he explains.

Responding to market trends

Demand for backhoe loaders in Southern Africa continues to evolve. “We’ve seen a steady shift driven by dynamic changes in the construction and agriculture sectors,” Webster observes. “In construction, there’s a growing need for versatile and efficient machinery that can handle multiple tasks, especially in infrastructure development and urban projects.”

In the agriculture space, Webster notes an increasing drive toward mechanisation. “Farmers are looking for efficient solutions for land preparation, irrigation, and material handling,” he says. “There’s also a growing preference for machines that offer fuel efficiency, smart telematics, and improved operator comfort.”

Manitou’s backhoe loaders appear well-placed to meet these evolving expectations with their combination of performance, intelligence, and support. As Webster concludes, “Our focus is always on delivering smart, sustainable, and productive equipment solutions that meet our customers’ needs both now and in the future.” 🌱



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VERSATILE WORKHORSES: HOW TELEHANDLERS ARE TRANSFORMING SOUTH AFRICAN AGRICULTURE

In a sector where productivity and reliability are paramount, South African farmers are increasingly turning to multipurpose machinery to meet growing demands. Among these, telehandlers - particularly the Faresin range - are fast becoming essential assets on farms across the country.

Designed for agriculture, built for versatility

Although originally favoured in construction and mining, Faresin telehandlers are proving especially effective in agriculture. Their compact design and improved ground clearance allows them to operate in tight spaces like barns and narrow farm roads, while their robust build and versatile attachments enables them to handle the rigours of harsh environments, whether lifting heavy seed bags, stacking bales, or cleaning feedlots.

"These machines are engineered to serve multiple industries, which means they're not only tough but adaptable," explains Alistair Bennett, Managing Director of SkyJacks, official distributor of Faresin in Southern Africa. "For farmers, that means fewer machines doing more work across the property."

Faresin telehandlers are compatible with a wide range of attachments; from bale clamps, sorting grapples, ladles with hydraulic openings and grain buckets in agriculture, to jib booms and winches in construction, rugged buckets in mining and sweeper for industrial applications.

Safety and control at the forefront

Operator safety is a key concern across all heavy-duty sectors. Faresin telehandlers are equipped with industry-standard ROPS (Roll-Over Protective Structure) and FOPS (Falling Object Protective Structure), along with an additional front protection grill and an air-conditioned Queen Cab that offers 360-degree visibility and full control of all operating and safety systems.

Driving cost efficiency through smart design

Fuel efficiency, lower maintenance requirements, and the ability to reduce the number of machines needed on site all contribute to better cost control, something South African farmers are under constant pressure to achieve.

"The challenge our customers face is to reduce costs while increasing productivity and safety," says Bennett.



"The Faresin telehandler, with its multi-attachment capability and durable design, is a smart investment toward that goal." SkyJacks backs this up with 24/7 technical support and annual renewable service and maintenance agreements, helping customers keep their equipment in top condition while they focus on day-to-day operations.

Attachments that make the difference

What sets the Faresin range apart is the thoughtful integration of attachments tailored to specific industries. In agriculture, tools like grain buckets, bale clamps, forks and manure forks enhance productivity and reduce manual labour. In construction, the same base machine can be fitted with lifting jibs or winches for

accurate material placement. In mining, lifting hooks and reinforced buckets meet the demand for heavy-duty transport.

Mechanisation for the future of farming

The growing use of telehandlers marks a broader shift in the agricultural sector, from reliance on labour-intensive methods to a more mechanised, scalable approach. These machines not only enhance productivity but also ease the physical burden on workers and contribute to safer, more controlled working conditions.

As the demands on South Africa's agricultural sector continue to grow, the role of reliable, adaptable, and safe machinery like the Faresin telehandler will only become more critical in helping farms remain competitive and sustainable. 🌱

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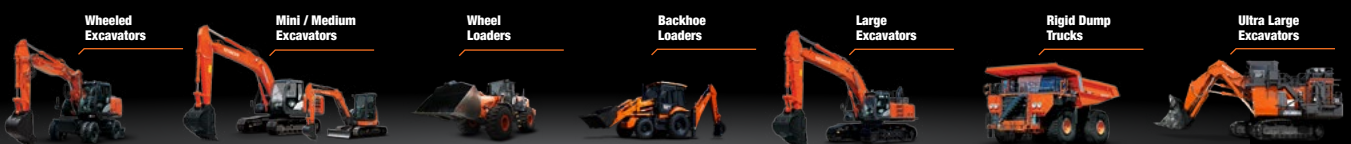
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