

CAPITAL EQUIPMENT NEWS

For informed decision-making
JANUARY 2021



SANY EXCAVATORS FOR AN EMERGENCY WATER PIPELINE PROJECT IN BOTSWANA

COMMERCIAL VEHICLES: Scania's projections point towards a truck market rebound in 2021

RIGID HAULERS: Improved performance and fuel efficiency for lower cost per tonne

WET PROCESSING: Replacing bucket wheel systems with cyclone technology

**ROAD MAKING
EQUIPMENT**

NEW VOLVO 10-TONNE
COMPACTORS FOR
EMERGING MARKETS

PAGE 20



CONTENTS

FEATURES

COMMENT

- 2** Time to invest in solid preventive maintenance regimes

COVER STORY

- 4** SANY excavators for an emergency water pipeline project in Botswana

COMMERCIAL VEHICLES

- 8** Scania's projections point towards a truck market rebound in 2021

DUST SUPPRESSION

- 11** New compact dust suppression technology from BossTek

RIGID HAULERS

- 12** Improved performance and fuel efficiency for lower cost per tonne

WET PROCESSING

- 16** Replacing bucket wheel systems with cyclone technology

ROAD MAKING EQUIPMENT

- 20** New Volvo 10-tonne compactors for emerging markets

THOUGHT LEADERSHIP

- 22** Connectivity will shape the future of movement
32 How mining and metals industries can navigate the impact of COVID-19

NEWS

MATERIALS HANDLING

- 24** Terex launches TRT 80 crane
24 Intuitive control for easier load handling
25 Hiab launches electric MOFFETT

MINING NEWS

- 26** Metso Outotec divests its aluminium business
26 Kwatani grows its base of customised screening solutions
27 Metric Automotive cleans components for OEMs
27 Large screens for Nigeria show Weir Minerals' design depth

TRANSPORT & LOGISTICS NEWS

- 28** Faymonville's low loader with PA-X technology arrives in SA
28 Chaos at Beitbridge border post could have been avoided – RFA

CONSTRUCTION NEWS

- 29** New generation rotary telehandler range from Bobcat
29 Volvo CE and Volvo Trucks deliver all-electric products
30 Structural changes to strengthen Case CE's position in South Africa

Capital Equipment News is published monthly by Crown Publications

Editor:

Munesu Shoko
 capnews@crown.co.za

Features writer:

Mark Botha
 markb@crown.co.za

Advertising manager:

Elmarie Stonell
 elmaries@crown.co.za

Design:

Ano Shumba

Publisher:

Karen Grant

Deputy publisher:

Wilhelm du Plessis

Circulation:

Karen Smith

PO Box 140
 Bedfordview 2008
 Tel: (011) 622-4770
 Fax: (011) 615-6108

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 Q3 2020: 7 109



<https://crown.co.za/capital-equipment-news>



SANY EXCAVATORS FOR AN EMERGENCY WATER PIPELINE PROJECT IN BOTSWANA

In one of the landmark deals since taking over the dealership of SANY earthmoving equipment in South Africa some four years ago, Goscor Earthmoving Equipment has supplied an urgent order of eight SANY SY335C excavators to a contractor undertaking a fast-tracked, emergency water pipeline project that will bring relief to water stressed areas within the Greater Gaborone Corridor of Botswana. By *Munesu Shoko*.

Having initially made contact with Goscor Earthmoving Equipment (GEM) in May 2020, Khato Civils Botswana, a subsidiary of Johannesburg headquartered Khato Civils, placed an urgent order for eight SANY SY335C 35-tonne excavators for an emergency water project in Botswana. The deal represented GEM's first major SANY sale outside South Africa and Lesotho.

The Khato Civils/South Zambezi/Evolution

Engineering JV was appointed by the Water Utilities Corporation in Botswana to design and construct a transmission water pipeline of approximately 100 km from Masama Wellfields to the Mmamashia Water Treatment Plant in Gaborone. The pipeline, declared an emergency project by the Botswana government, will convey 64 mℓ of borehole water pumped from Masama East and West Wellfields.

The pipeline – which comprises 1,15 km x 700 mm nominal diameter and 81,9 km

x 1 000 mm nominal diameter spigot and socketed mild (low carbon) steel pipes – will ease water scarcity in heavily water stressed areas within the Greater Gaborone Corridor, including Lobatse/Barolong, Thamaga/Moshupa/Kanye, Molepolole and Mochudi/Bokaa catchment areas.

The Masama-Mmamashia pipeline is regarded as a critical piece of infrastructure in the provision of reliable water supply to the heavily distressed southern part of Botswana, which includes the nerve

QUICK TAKE



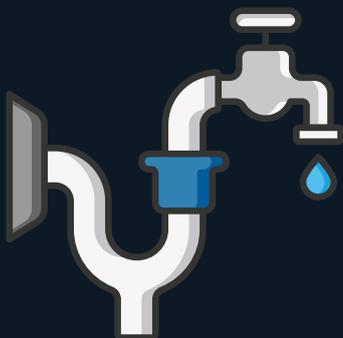
Goscor Earthmoving Equipment has supplied an urgent order for eight SANY SY335C excavators to a Botswana-based contractor undertaking a fast-tracked, emergency water pipeline project



Eight SANY SY335C excavators have been deployed to work at an emergency water pipeline project in Botswana.



Due to the fast-tracked nature of the project, GEM supplied the machines within five weeks of order.



The Khato Civils/South Zambezi/Evolution Engineering JV was appointed by the Water Utilities Corporation in Botswana to design and construct a transmission water pipeline of about 100 km from Masama Wellfields to the Mmamashia Water Treatment Plant in Gaborone



Given the urgent and stringent nature of the timeline, Khato Civils needed an excavator supplier that could meet a very short lead time for delivery



The contractor placed an order for eight SANY SY335C excavators in mid-October, and GEM was able to deliver the machines by mid-November 2020

centre of the country's national economy, the Greater Gaborone. Due to the urgency of water supply required in the area, the design and implementation of the project will be fast-tracked and completed within 12 months of the award of the contract. The pipeline project commenced in May 2020, with a completion date set for May 2021.

Given the urgent and stringent nature of the timeline, Khato Civils needed an excavator supplier that could meet a short lead time for delivery. GEM operations

manager Murray Leith explains that the SANY dealer in South Africa, in partnership with its principal, generally keeps a huge inventory of machines in the country, which allowed GEM to supply the eight SANY SY335C excavators within five weeks of order.

"Due to the fast tracked nature of the project, we were aware of the urgency with which Khato Civils required the machines on site. We initially had conversations with them in May 2020 when they commenced

work on the project, but they were at the time not aware of the range of machines they required. Having established their needs as the project progressed, they got in touch with us again in October 2020 and placed an order for eight 35-t SANY SY335C excavators. What really appealed to the customer was our ability to supply the machines within a very short space of time. They placed the order in mid-October, and we were able to deliver the machines by mid-November," explains Leith.



“Our target is to be among the top three earthmoving equipment brands in South Africa in the next three years. We are also targeting to be the No. 1 service brand in the country.”

Samuel Zhang, GM SANY Southern Africa



“The 35-t SANY SY335C is the most popular model in our excavator range, mainly due to its versatility. It can be deployed across applications, including civil and general construction, as well as mining.”

Murray Leith, operations manager at Goscor Earthmoving Equipment

TALKING POINTS



The machines were delivered to site in November 2020.

Machines proving themselves

The machines were delivered to site in Botswana in November last year, and according to Leith, they have proven themselves, offering maximum uptime on a project where downtime is out of question. The machines are being used to re-excavate the trenches, place the pipeline sections in the trenches and backfill the excavated material.

Having initially trenched using specialised tescmic trenchers, the contractor backfilled the trenches with excavated material to avoid damage to the trenches before laying the pipe. The eight excavators are deployed to take the loose material out of the ground, as well as lowering the pipeline sections in the trench, before backfilling the material over the pipe.

Four of the eight machines were supplied with standard 1,5 m³ rock buckets. These have been deployed to work on a 5 km rocky segment of the pipeline. The other four have been equipped with larger 1,8 m³ buckets, and have been deployed to work on the remaining 95 km segment of the project with softer ground conditions. Bigger buckets ultimately speed up the excavation process in soft ground conditions, says Leith.

The eight excavators were sold with an extended 36-month/ 8 000-hour warranty, an upgrade of the previously standard 18-month/ 3 000-hour warranty. This, says Leith, is

testimony to the confidence SANY and GEM have in the quality and durability of the product. As part of the deal, GEM also deployed its operator trainer to site to train all operators on the new machines. “The client was grateful of the operator training we provided, given that operators can cause serious damage to machines if they are not properly trained. Properly trained operators are also central to the productivity on site,” says Leith.

Why SANY SY335C?

The 35-t SANY SY335C excavator, says Leith, is the most popular excavator model in GEM’s SANY excavator range. GEM offers a full line of SANY excavators, ranging from 14 t to 75 t. The range, however, will be joined by a 100 t class offering this year. Together with the SYL956 front-end loader, the 35-t SANY SY335C excavator is the top selling product in the SANY earthmoving range in South Africa.

“The 35-t SANY SY335C is the most popular model in our excavator range, mainly due to the fact that it’s a versatile machine that can be deployed across applications, including civil and general construction, as well as mining,” explains Leith.

One of the major selling points of the machine, adds Leith, is that it runs world-class components, for example, the Isuzu engine and the Kawasaki hydraulic system. These are globally renowned and proven components in the excavator game.

The SANY SY335C also features an auto deceleration system that reduces fuel consumption by 5 – 10%. When an operation stops for 3,5 seconds, the engine speed drops automatically to idle level, and maintains the idling state. Additionally, the dual pump, dual circuit constant power control system means that the Isuzu engine produces a continuously strong operating force.

Significant progress

The SANY brand has grown leaps and bounds in the past four years under the stewardship of GEM in South Africa. To provide context, SANY was ranked 9th in the excavator market in the country at the start of 2020, and had moved to 5th position by the end of the year.

“We have experienced good growth in the four years we have been the dealer for SANY’s earthmoving equipment in South Africa,” says Leith. “This is due to a combination of reasons. Firstly, SANY has come to the party and supported us throughout this journey. The close cooperation between us and the principal has been instrumental to the growth of the brand in the country. For example, SANY has



The eight excavators are deployed to lay pipeline sections and backfill material in the trench.



The Masama-Mmamashia pipeline is regarded as a critical piece of infrastructure in the provision of reliable water supply to the heavily distressed southern part of Botswana.

over the years allowed GEM to take local clients to the factory in China to witness first-hand the manufacturing processes and the build quality of the machines."

The manufacturer has also allowed for an extended warranty on some of the products from the standard 18-month/ 3 000-hour to a 36-month/ 8 000-hour warranty, which, according to Leith, demonstrates the confidence in the quality of the product, as well the capabilities of the dealer to keep these machines running in the field.

Central to the growth of the brand has also been the Goscor Finance facility, which has eased customers' financing problems, especially during the current tough economic conditions where traditional banks' appetite for risk is at its all-time low.

"On the aftermarket side of the business, we have also invested a lot in terms of our spare parts holding, additional technicians and service vehicles. We have also recently moved into a larger, state-of-the-art premises in Johannesburg, which allows for a larger inventory of machines and spare parts," explains Leith.

Samuel Zhang, GM SANY Southern Africa, says both SANY and GEM have invested heavily in their support infrastructure in recent years. SANY as the OEM has its own large warehouse in the Boksburg area to support the dealer.

"SANY as the OEM currently stocks

about US\$3-million worth of spare parts in our Boksburg warehouse, only for the earthmoving equipment division. Our plan is to increase the size of this stockholding from the current US\$3-million to US\$6-million within the next six months," says Zhang, adding that this will translate into improved parts availability for local customers.

SANY also owns a 30 000 m² machine storage yard in Boksburg, where together with GEM, are able to stock in excess of 60 machines at any given time. At a time when most competitors are ordering stock from overseas factories on the back of customer orders, SANY and GEM have machines immediately available from the local yard, thus shortening lead times significantly. This was crucial in the awarding of the Khato Civils deal.

"One of the major advantages of opting for SANY in South Africa is the availability of machines and spare parts, thanks to our high levels of stock. This is complemented by the strong backup support from the dealer. Central to SANY's growth in recent years is our strong dealer, complemented by a strong OEM willing to back up its brand in the market," says Zhang.

He adds that SANY has over the years shown commitment to building greater customer satisfaction in terms of parts availability and service response in South Africa. "Our target within the next

three years is to be among the top three earthmoving equipment brands in South Africa. We are also targeting to be the No. 1 service brand in the country," adds Zhang.

Global dominance

Globally, SANY has become a force to be reckoned within the yellow metal equipment space. Established some 31 years ago, the privately-owned, publicly-listed Chinese OEM has grown from a humble countryside Chinese workshop to becoming a major force in the global equipment space, with several manufacturing bases across the world.

Its total sales reached US\$10,691-billion in 2019, representing a 35,55% year-on-year growth. The company achieved record sales of about US\$20-billion in 2020. The excavator division contributed US\$3,903-billion towards the group's total revenue, selling more than 60 000 units during 2019. In 2020, the company sold 100 000 excavators globally, with 10 000 destined for markets outside China.

SANY has over the years dominated the Chinese excavator market, occupying the No. 1 position in terms of market share for 11 years running. The company currently holds about 28% excavator market share in China, which is equal to the aggregate of the second and third ranked excavator suppliers in China combined. 🌐