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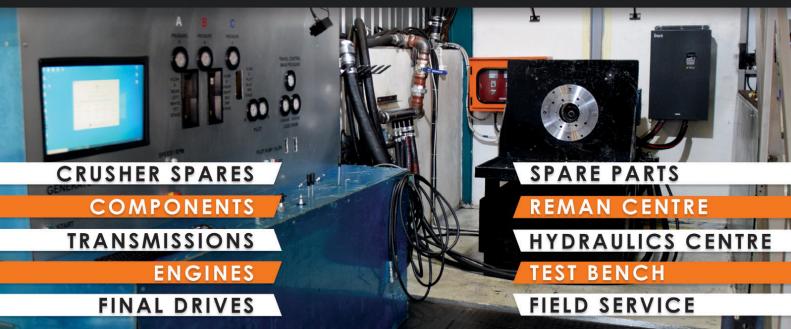
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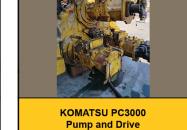
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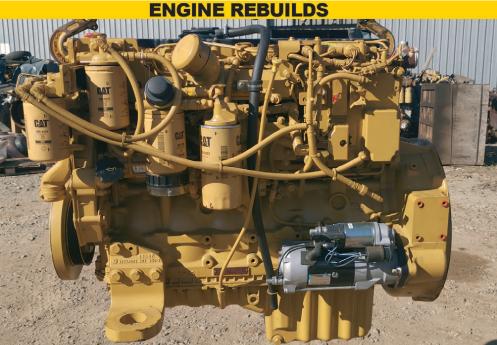
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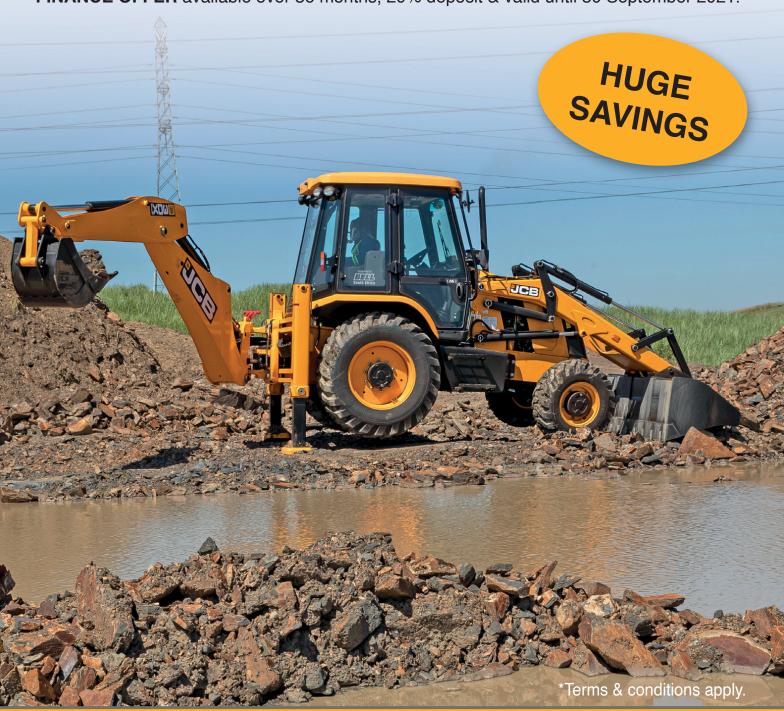
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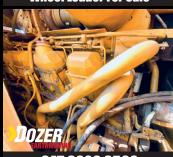
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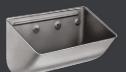
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Such was the support and back-up offered by Farm Maintenance Services (FMS), one of the KwaZulu-Natal dealers for Massey Ferguson tractors, based in Pietermaritzburg, that client Heinrich Harris has switched from a competitor brand for all his new equipment needs. "When we were at the point to start replacing our machinery, FMS was the dealer able to meet our needs and provide us with the technical back-up we needed," says Heinrich, who is Mechanisation and Maintenance Director at Vriendschap Boerdery in Melmoth. "All our maintenance is carried out under warranty. Whatever new equipment we may require, we simply approach FMS, which has been really helpful in that regard."

FMS Sales Manager Cornie Tosen explains that value-for-money was a major consideration in Heinrich switching from a competitor brand that he has been supporting for a long time, in addition to the high standard specification level of the MF machines. "Now it is a combination of aftersales service and support that continues to make this important client feel highly valued and well looked after." To date, Vriendschap Boerdery's fleet consists of two smaller-sized MF 5710 and MF 4708 tractors, both with four-wheel drive. "We currently own ten MF 5710s and five MF 4708s, which have sufficient horsepower for common sugarcane operations. We recently bought two of the slightly bigger MF 6713s, also four-wheel drive, which are mainly used for land preparation," says Heinrich. The MF 5700 Series is a workhorse range that has re-engineered the concept of the sub 130 hp tractor from the ground up to meet the needs of present and future farming. "No other range on the market today offers such an array of build specifications, options and accessories, all designed to help tailor the machine exactly for the farming operation on hand," says Cornie. The MF 4700 Global Series is a highly modern, high-performance, heavy-duty, straightforward range of tractors that provides exceptional efficiency for every type of farmer. With its entirely new yet simple design, featuring efficient drivelines and a high level of comfort, the series also provides exceptional value for money. Vriendschap Boerdery's most recent purchase was a MF 7726. "The client needed a tractor that was both versatile and efficient for planting and large scale mowing work," says Cornie. The MF 7726 was ideal in this regard, with features such as front linkage, front and cab suspension and full guidance. Paired with a front-end butterfly mower combination, the client can now cut 8 m at a time. The tractor is also powerful enough for ground preparation and sufficiently fuel-efficient to carry out spreading work. In addition, the MF 7726 offers a low total cost of ownership that makes it a very attractive option for KZN sugarcane farmers.

Heinrich says that the MF 7726 will be deployed at another Vriendschap Boerdery farm. "The tractor is well-adapted for our operation there, especially as the front-lift system means we can deploy three separate mowers for maximum efficiency, two at the back on either side of the tractor and one in the centre that cuts in front. This is the perfect machine, and I believe in future we will definitely purchase more MF machines from FMS." The MF 7700 S Series provides a comprehensive choice of power output, transmission, cab specification, hydraulics and PTO variants. It is guidance ready and available in four models, with power ranging from 200 hp to 255 hp, and Dyna-6 and Dyna-VT transmission. Commenting on the decision to switch to both a new dealer and brand, Heinrich says the competitor did not have a mechanical, lower-spec machine in its range adequate for rugged sugarcane farming applications. "Newer technology is obviously more expensive and just adds to your cost base at the end of the day." What tipped the scales in favour of MF was the 25% price difference in its typical basket of spares. "From a maintenance point of view, this alone is a massive saving," stresses Heinrich. While a cheaper price can sometimes translate into an inferior quality product, Heinrich says the opposite is true with MF, which prides itself on the quality and reliability of its machines. "We have had no problems with our MF fleet to date. In addition, we are very well taken care of by FMS as the dealer. Minor teething problems do crop up, but the manner in which these are resolved, with the emphasis on ensuring maximum uptime and productivity, speaks volumes about the brand and its representatives. The FMS team is always on the ball and ready to assist whenever needed. We have a very good relationship, and I am very happy with the excellent service we have received." Cornie concludes that Vriendschap Boerdery is an excellent example of the type of long-standing client that FMS has cultivated over the years that it has been a MF dealer. FMS has a large footprint in the region, and "have four mobile vans for rapid-response on-site servicing and a well-equipped workshop to take care of any major repairs." In support of the farming community, Massey Ferguson has an extensive network of over 35 dealers covering the whole of South Africa, catering for parts, service, aftersales and new sales.

Potential customers interested in the MF range can obtain a price point with a rapid quote within 30 seconds, in addition to a video, brochure and the details of the nearest dealer, by simply visiting **www.masseyferguson.co.za**.

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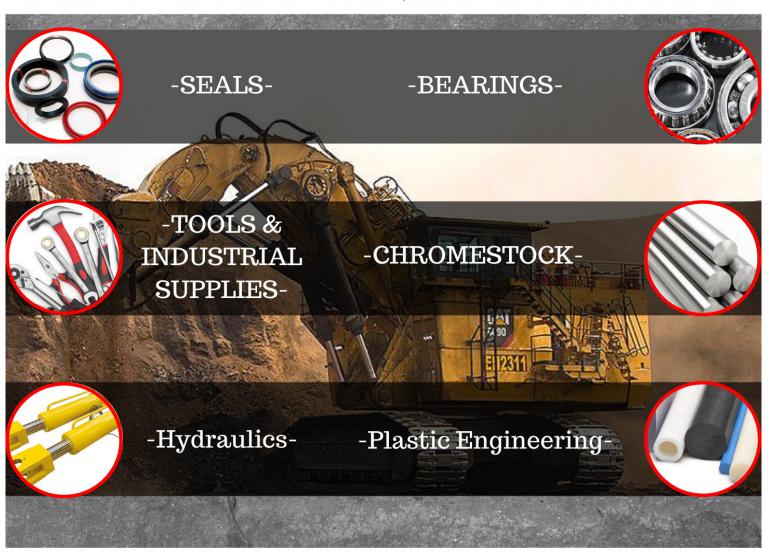
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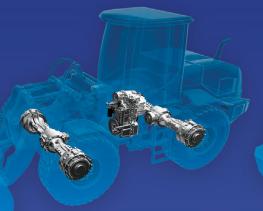
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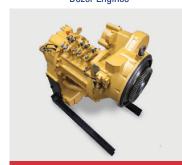
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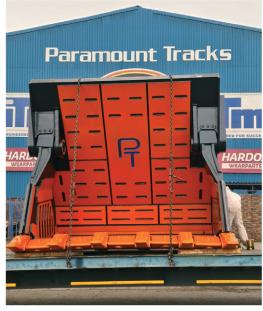
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Surface mining industry association, ASPASA, has set out a comprehensive set of guidelines to prevent its members and their clients from intentionally or unintentionally fixing the prices of the products that they produce.

The line between collusion and prudent pricing can be blurry at times and the association has set out to debunk and demystify the process of pricing and bidding with a set of guidelines for all its members. "We need our members and customers to be alert to price fixing and be able to recognise what constitutes uncompetitive behaviour and take action to prevent it. Ignorance is no excuse in the eyes of the law and it is our aim to arm our members with information that will prevent them from accidently falling foul of the law and alert them to circumstances that may be perceived to be contrary to fair competition," says Nico Pienaar, director of ASPASA.

He adds that the guidelines are available to members and includes information on the following:



Nico Pienaar of ASPASA

- What is bid rigging, rotation and suppression
- Surface mines, construction managers and suppliers' obligations
- Consequences of breaking the law
- Fines and disqualification of directors
- Criminal prosecution and imprisonment
- Reputational impact
- Ensuring compliance with competition laws and what practices break the rules
- Whistleblowing

The guidelines also include templates of non-collusion agreements and other important notes to ensure compliance with competition legislation. It also covers bribery and the implications of being involved in illegal practices. It also outlines the consequences of breaking the law. There is also advice for mine managers and construction projects directors to identify the signs of corruption and how to make it clear that this type of behaviour will not be accepted on their sites. The same applies to sub-contractors and suppliers to these industries.

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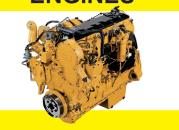
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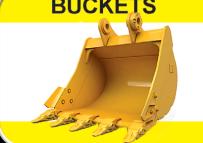
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GREEN SHOOTS IN MINING INDUSTRY THREATENED BY GLOBAL SHORTAGE OF LARGE EQUIPMENT

MHS Plant & Equipment offers a unique global disposal and procurement service for major mining houses

Disruptions in global supply chains due to the ongoing Covid-19 pandemic has resulted in a shortage of large mining equipment being produced by major Original Equipment Manufacturers (OEMs). "For example, the lead time on 100 t rigid dump trucks and larger has now been pushed to 2022," comments Conrad Smith, owner and founder of disposal and procurement expert MHS Plant & Equipment. This means that major mining houses are faced with a potential procurement crunch as the commodity cycle picks up again, placing a potential constraint on any expansion or new project plans at a time when the industry needs it the least.

Another concern is that many mining houses are sitting with redundant or surplus fleet that they are struggling to get rid of in the current economic environment. The traditional route of approaching auction houses or going out to tender is not the ideal solution in this regard, highlights Smith. "We offer a complete turnkey solution whereby we can come in and evaluate any redundant equipment, albeit scrapped or still running, and resell it through our global network of contacts."

Alternatively, if a mining house is on the lookout for a particular machine and is being thwarted by a long lead time, it can approach MHS Plant & Equipment as well for a specific solution in this regard. With an international network established over 25 years, Smith and his team can source machines from anywhere in the world at the most competitive rates. The company's 'one-stop shop' value proposition includes dismantling and rigging, shipping and transportation and reassembly at the required destination. "Our key differentiator in this niche market is our capability to be able to offer immediate short-term solutions to these problems confronting the global mining industry right now," points out Smith. "As opposed to waiting a year for new rigids, for example, rather approach us and we can source it for you anywhere in the world at a cost-competitive rate. This limits any potential downtime for a mining operation, which stands to lose millions due to any disruption in productivity as a result of equipment shortages."

Smith warns that the shortage is being compounded by local OEMs also reducing their stock and parts inventory due to the impact of Covid-19 on the global economy. However, with the mining industry at last starting to show some green shoots, miners need to put their procurement plans in place as early as possible in order to be in a position to take advantage of the upturn. This is critical, especially due to an estimated 30% to 50% reduction in the output from yellow metal equipment manufacturers globally, with limited numbers of new units especially in the larger size ranges.

An example of the complete solutions approach offered by MHS Plant & Equipment is a package deal it is putting together at present for Barrick Gold Corporation in Zambia. This includes 100 t rigids, 120 t excavators and loading tools, 16H graders and Cat D10T dozers. "We handle the sale, export, transport, insurance and assembly on-site with commissioning of all the equipment upon delivery," concludes Smith.

MHS Plant & Equipment Contact | Conrad Smith - Phone: +27 10 500 6193 | Email: info@mhsplant.co.za Web: www.mhsequipment.com



Mobicon container handlers are used for safe and efficient materials handling in the steel sector

Mobicon container handlers have been used in the global steel industry for over 15 years, to enhance the efficiency and safety of handling components, like steel reinforced bars. Companies specialising in the manufacture of steel for reinforced concrete, traditionally face three major challenges - the safe loading of steel, efficient dispatch of product and the prohibitive costs of handling steel using conventional trailers.

"Mobicon straddle carriers, coupled with flat racks, provide a safe, convenient and cost-efficient solution to alleviate the problems of handling reinforced steel," explains Ken Mouritzen, managing director, BLT WORLD. "In conventional handling, steel that comes off a bending or cutting machine, is transported by overhead crane to the dispatch area and then loaded onto a delivery vehicle.

"Loading steel on a vehicle bed that is 1.5 meters off the ground is dangerous and if the vehicle is not ready to be loaded, the steel is placed on the ground to wait for the next available vehicle. Disadvantages of this system include double handling, the need for a large area of ground space and extended crane hours. As a consequence, production may need to stop or slow down, until the steel has been safely loaded, to make space in the dispatch area for more steel. "Mobicon straddle carriers are fitted with flat racks that are loaded with steel that comes straight from production. This handling system is highly efficient. - the Mobicon can safely lift over 1,6 m loads, which are transported to the dispatch area and placed onto a delivery vehicle.

"When a vehicle returns from doing a delivery, the Mobicon takes the empty flat rack off the vehicle and places the next loaded flat rack onto the vehicle. The Mobicon returns empty flat racks to the storage area for neat stacking. The delivery vehicle's turnaround time is minimal, which means it can do more deliveries each day.

"So basically, the Mobicon and flat rack system becomes a buffer between the production and transport sections of a steel business, allowing manufacturers to get volume safely out the door, without disruption. "There are many benefits of using the Mobicon system - flat racks are cheaper than trailers and empty flat racks can be stacked to save space. For improved safety, loading is done on ground level, there is no need for double handling and production is not interrupted."

In all Mobicon designs, these main principles are always upheld - safe and efficient handling, no damage to the yard surface and controlled movement of the load, which is achieved by rigid lift arms or a guided spreader. The risk of the flat rack swinging or falling is prevented by a rigid, secure connection. Flat racks for the Mobicon are available in various sizes from 6 to 12 m and can be modified to include safety rails and tie down points. The Mobicon and flat racks can be supplied as a turn-key package.

Mobicon straddle carriers – key machines in BLT WORLD's range of container handling equipment - increase operational efficiency and reduce demurrage costs for trucks waiting to be loaded and unloaded. These mobile container handlers have excellent manoeuvrability and move loads efficiently around sites, through warehouse doors, effectively taking the container to the stack or the receiving point. Other advantages include easy handling of ramps and speed bumps, faster container handling times in all weather conditions and minimal damage to contents normally caused by long lift truck runs. These versatile machines are used efficiently in many industries, including transport and logistics, food and beverage production, agriculture and warehousing. View the Youtube link https://youtu.be/4yZ8yHrkCKs

For further information Ken Mouritzen, Managing Director, BLT WORLD PO Box 12392, Jacobs, 4026 Telephone+27 31 274 8270 Email ken@bltworld.com Web www.bltworld.com



SHUMANI LOOKS TO DIVERSIFY INTO MINING, CONSTRUCTION INDUSTRY

Largest black-owned and managed industrial equipment supplier is an appointed dealer for the Goscor Group

As one of the biggest industrial equipment suppliers into the food and beverage industry, this remains the main target market for Shumani Industrial Equipment. However, the company aims to diversify and is investigating some opportunities in the mining industry, reveals MD Victor Nemukula. "There is a possibility to supply equipment like front end loaders, articulated dump trucks and excavators to PGM mining companies in the Rustenburg area, for example."

Now the largest black-owned and managed industrial equipment supplier in South Africa, Shumani is an appointed dealer for all Goscor Group companies that import industrial equipment for the South African market. It supplies world-class equipment across the breadth of the industrial and construction sectors.

Brands on offer include world-leading names like Bendi, Crown, Kalmar and Doosan in the forklift market. Construction equipment brands include Bobcat, Sany, HPower, Weima, Luthian, Ozen and Sullair. In the cleaning equipment market segment, Shumani offers Tennant, Genie, Sentinel and HighPoint.

Shumani has a full complement of technicians, most of whom are based at its client sites. These technicians provide maintenance on customer equipment, ensuring that Shumani delivers a guaranteed uptime of 95% for maximum productivity.

Nemukula comments that the materials-handling and logistics sector remains resilient and has improved significantly in 2021. As a result, Shumani has seen strong growth in 2021 and even expects this to continue into 2022, highlights Nemukula.

As the largest industrial equipment supplier into the food and beverage industry, this remains the main focus for Shumani at present. However, the mining industry is also riding high on the back of rising commodity prices. Most of the equipment supplied by Shumani is used in the stores and logistics departments of both construction and mining companies. "We are set on competing in this space as well, as we have a significant value proposition to offer," concludes Nemukula.

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Shaun Morton / Operations Director

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MWS EQUIPMENT ANNOUNCES USA PARTNER



Shane Fleming (Left) and Brendan Fox, Rock and Recycling Equipment, LLC

Rock & Recycling appointment strengthens MWS rapid global expansion

Mobicon container handlers have been used in the global steel industry for over 15 years, to enhance the efficiency and safety of handling components, like steel reinforced bars. Companies specialising in the manufacture of steel for reinforced concrete, traditionally face three major challenges – the safe loading of steel, efficient dispatch of product and the prohibitive costs of handling steel using conventional trailers.

"Mobicon straddle carriers, coupled with flat racks, provide a safe, convenient and cost-efficient solution to alleviate the problems of handling reinforced steel," explains Ken Mouritzen, managing director, BLT WORLD. "In conventional handling, steel that comes off a bending or cutting machine, is transported by overhead crane to the dispatch area and then loaded onto a delivery vehicle.

"Loading steel on a vehicle bed that is 1.5 meters off the ground is dangerous and if the vehicle is not ready to be loaded, the steel is placed on the ground to wait for the next available vehicle. Disadvantages of this system include double handling, the need for a large area of ground space and extended crane hours. As a consequence, production may need to stop or slow down, until the steel has been safely loaded, to make space in the dispatch area for more steel. "Mobicon straddle carriers are fitted with flat racks that are loaded with steel that comes straight from production. This handling system is highly efficient. - the Mobicon can safely lift over 1,6 m loads, which are transported to the dispatch area and placed onto a delivery vehicle.

"When a vehicle returns from doing a delivery, the Mobicon takes the empty flat rack off the vehicle and places the next loaded flat rack onto the vehicle. The Mobicon returns empty flat racks to the storage area for neat stacking. The delivery vehicle's turnaround time is minimal, which means it can do more deliveries each day.

"So basically, the Mobicon and flat rack system becomes a buffer between the production and transport sections of a steel business, allowing manufacturers to get volume safely out the door, without disruption. "There are many benefits of using the Mobicon system – flat racks are cheaper than trailers and empty flat racks can be stacked to save space. For improved safety, loading is done on ground level, there is no need for double handling and production is not interrupted."

In all Mobicon designs, these main principles are always upheld – safe and efficient handling, no damage to the yard surface and controlled movement of the load, which is achieved by rigid lift arms or a guided spreader. The risk of the flat rack swinging or falling is prevented by a rigid, secure connection. Flat racks for the Mobicon are available in various sizes from 6 to 12 m and can be modified to include safety rails and tie down points. The Mobicon and flat racks can be supplied as a turn-key package.

Mobicon straddle carriers – key machines in BLT WORLD's range of container handling equipment - increase operational efficiency and reduce demurrage costs for trucks waiting to be loaded and unloaded. These mobile container handlers have excellent manoeuvrability and move loads efficiently around sites, through warehouse doors, effectively taking the container to the stack or the receiving point. Other advantages include easy handling of ramps and speed bumps, faster container handling times in all weather conditions and minimal damage to contents normally caused by long lift truck runs. These versatile machines are used efficiently in many industries, including transport and logistics, food and beverage production, agriculture and warehousing. View the Youtube link https://youtu.be/4yZ8yHrkCKs

For further information Ken Mouritzen, Managing Director, BLT WORLD PO Box 12392, Jacobs, 4026 Telephone+27 31 274 8270 Email ken@bltworld.com Web www.bltworld.com



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1X 2018 JCB 3CX ECO (4X4) TLB

S/no: 2666891 / SMR: 1775 hours Fully enclosed air-conditioned cab. Power Train Guarantee. Price: R 800 000.00 + VAT.

Shawn Michell 082 568 4033 shawn@plantfinder.co.za

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2 X HITACHI ZX330LC-5G HYDRAULIC EXCAVATORS

Year Model: 2017 Hours (SMR): 9090 & 15 139

Contact Person: Neil Britz: +27 66 197 0178



1 X HITACHI ZX400LCH-5G HYDRAULIC EXCAVATOR

Year Model: 2016 Hours (SMR): 14 880

Contact Person: Neil Britz: +27 66 197 0178



1X 2012 CAT 140K MOTOR GRADER

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Year Model: 2017 Hours (SMR): 9 173 & 15 539

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1X 2006 CAT D6R III TRACKED DOZER

S/no: TBC00156 / SMR: 8000 hours Fully enclosed ROPS Cab, Tilt Blade & Ripper.

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1X 2017 CAT 428F2 (4X4) TLB

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Price: R 750 000.00 + VAT.

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| Deutz Diesel PowerJHBNathan Kitchen011 923 0600nathan@deutz.co.zaDGI TradingJHBHenk Arnold010 065 0888083 233 0019henk.arnold@dgitrading.co.za | Deutz Diesel Engines | Meadowdale | | Johan Reiners | (011)974 3549 | 082 457 1542 | mierc@icon.co.za |
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"The man who stops advertising to save money is like the man who stops the clock to save time." - Thomas Jefferson -

In difficult economic times one should put more effort into promoting your business, your services and your products.

Cutting back on your advertising will ensure that your business loses ground to competitors who know and understand this.

| COMPANY | BRANCH | DESIGNATION | CONTACT | TEL NO | CELL EMA | AIL |
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