



CAT 966L MEDIUM WHEEL LOADER RAISES THE BAR

AGRICULTURE: Gearing for a deal-centric NAMPO

TELEMATICS: Evolution of telematics

BUSINESS: Reinforcing sub-Saharan washing agenda

The value of aftermarket support

When calculating the profitability of operations using capital equipment, the sums are done with the assumption that each piece of equipment is operational and working at its full capacity, which means the bottom line is directly impacted every and any time a machine is operating inefficiently, idling, waiting for repairs or parts to arrive.

Although these types of breakdowns are feared that they happen to even the best of equipment at any time, it is for that reason fleet operators need to attach a premium to the suppliers who are timeous, effective and easy to deal with.

ELB Equipment represents a large number of various international brands in the earthmoving, construction and mining industries. With a comprehensive range of equipment in its stable, ELB Equipment is a best-of-breed supplier that continually drives its aftersales support to greater standards of service.

Syd Rees, national parts manager, and Gerhard Botha, national service manager of ELB Equipment, are responsible for driving the company's aftermarket support and are very conscious of the costs customers incur due to downtime.

"Most importantly, we have adopted an



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ethic to grow our customers' businesses and focus on serving them in a way that is proactive in order to keep their fleet in the best possible condition to help them meet their goals. This is achieved by supplying OEM quality parts in conjunction with ELB Equipment's technical product support teams and field service teams, while our internal workshop staff will cater for

rebuilt and major component repairs throughout our branch and dealer network in sub-Saharan Africa," says Syd.

"We strive to build long-term relationships with our customers by offering competitive prices and adding more value in distribution, focusing on the things that optimise our customers' operations," says Gerhard. 🌟

Kubota U50 at the centre of contractor's success

Sinned Construction owner, Dennis Mukwebo, says the Kubota U50 mini-excavator – distributed in South Africa by Smith Power Equipment – has been central to his success.

"Working on Rand Water contracts is challenging. We dig trenches, do a lot of concrete work and install manholes. For this work, we need power and, very importantly we often need to work in very confined spaces. The Kubota U50 is ideal for these requirements," he says.

He adds that the Kubota team is always willing to help when the need arises. "Productivity is all-important in my business and downtime can be very expensive. I commend Kubota for going the extra mile to ensure that we operate to the maximum," he says.

In its 40 years' involvement in the mini-excavator industry, Kubota has continuously set the standard with technological innovations that have rocked the industry. The integration of the zero boom and tail swing was one such innovation. Others, which also helped create the future of compact construction machinery, included the pioneering, advanced features of Auto Idle, which helps save up to 10%



A Kubota U50 mini excavator offers greater power in confined spaces.

fuel; a digital LCD panel and the Kubota Intelligent Control System (KICS), which help reduce downtime and save on repair and technician costs; as well as its revolutionary "three-pump" hydraulic system, which uses three independent pumps for boom, arm and swivel for more efficient bucket operation.

Kubota mini excavators are used the world over in a variety of applications including

agricultural jobs, road-building, municipal works, pipe-laying, landscaping, water conservation projects and more. "Our Kubota mini excavators' characteristics of being tough, reliable, efficient and easy to operate and service, enable them to work in the toughest conditions and take on any challenge," says Tom Bloom SPE general manager Construction Equipment division. 🌟