

# DYNAPAC UPDATE

TO ALL DYNAPAC ROAD CONSTRUCTION EQUIPMENT STAKEHOLDERS

June 2017

## Dynapac quality secures Eastern Cape local municipality tender for Universal Equipment

Dynapac distributor in Eastern Cape Province, Universal Equipment, was awarded the tender for the supply of two Dynapac CA510 Soil Rollers with compaction meter technology, to Lukhanji Local Municipality in Queenstown.



*Dynapac distributor in Eastern Cape Province - Universal Equipment - supplies 2 Dynapac CA510 Soil Rollers to Lukhanji Local Municipality in Queenstown.*

Universal Equipment Managing Director, Riaan Claassen, attributes the company's successful tender bid both to Universal Equipment's reputation as a well-respected supplier in the Eastern Cape region as well as the quality, tough reliability and efficiency of the Dynapac products. "Built to the highest quality specifications, these machines have the capacities to handle even the toughest compactions conditions Africa has to offer. Dynapac's exclusive three-in-one package - best unit build, best specification at the best market price - is underpinned by the product's extend-

ed operating capacity, improved productivity at lower fuel consumption, and lower cost of operation."

Dynapac Road Construction Equipment division appointed Universal Equipment as a distributor for its Dynapac equipment products across the Eastern Cape territory in July 2013. According to Dynapac Road Construction Equipment's Southern Africa Business Line Manager, Neville Marthinussen, Universal Equipment had developed the Dynapac market share impressively in this territory within a limited period of twelve months.

*Nicholas Randall from Universal Equipment (middle) and Riaan Syter from Dynapac, Atlas Copco who is responsible for operator training (far right) with machine operators from Lukhanji Municipality during the handover of the Dynapac rollers*



Universal Equipment has fully participated in the extensive twelve month product training program provided by Dynapac. “The training was most informative and also presented a great way to build relationships between the teams from Universal Equipment and Atlas Copco,” affirms Claassen.

This is Universal Equipment’s first sale to Lukhanji Local Municipality; the scope of work also includes a five-year maintenance contract, giving a total tender value of about R4 million. “We are extremely excited about this long-term partnership with Lukhanji because it aligns perfectly with our objective to promote and

assist smaller municipalities with regard to supplying plant and equipment, but also management of lowest cost of operation” explains Claassen.

Situated in the Eastern Cape, the multi-cultural municipality of Lukhanji is poised to forge ahead as an emerging and viable industrial centre. The majority of the industries is highly labour intensive and is able to draw on the vast manpower of a large urban and rural population. Existing industries stem mainly from the vast and varied surrounding resources and include manufacturers of agricultural products, office furniture, engineering and steel works, etc. Many of South

Africa’s best cattle and sheep are bred in the area and Lukhanji and its surrounding areas have a great number of tourist attractions.

The official hand-over of the Dynapac CA510 Rollers to Lukhanji Municipality took place on 18th August 2016. Universal Equipment extends a sincere thanks to Lukhanji Municipality for placing their trust in Universal Equipment as well as in the Dynapac brand.

*Nicholas Randall from Universal Equipment - left & Riaan Syter - Dynapac, Atlas Copco- right- handing over the 2 Dynapac rollers to Lukhanji Municipality.*



Universal Equipment’s comprehensive Dynapac fleet offering is comprised of the complete road construction equipment range:

- Single Drum Soil Compaction Rollers
- Tandem Double Drum Vibratory Asphalt Compaction Rollers
- Combination Steel Drum / Pneumatic Wheel Rollers
- Static Three Point Steel Drum Rollers
- Static Pneumatic Wheel Rollers and Tamping Compactors for large landfill / air field construction application
- Pavers: Tracked and or Wheeled for Highway and City application, and screed widths from 1,7m to 12m
- Planers / Milling Machines from 500 mm to 2m
- Mobile Feeders: with high volume capacity and conveyor swing application

Operating from head offices in Port Elizabeth as well as East London,

Universal Equipment has been a leading distributor of construction machinery and equipment in the Eastern Cape for 35 years. Appointed sole distributor for a number of top brands and products in the industrial, construction, truck & bus and used equipment sectors, the company prides itself on its quality product and service offerings. “We specialize in the sale of new and used equipment, equipment rental, spare parts supply and service, repairs and warranty, supported by 24 hour sales and service back-up,” notes Claassen. Universal Equipment is a level 4 BBBEE contributor and is proudly affiliated to a number of associations including MIWA, CPHA, SAFCEC, and CIDB.

Turning to Dynapac service quality, Claassen confirms a supporting and professional working relationship

with the team at Road Construction Equipment. “Their product support on the service side is excellent and they go out of their way to assist us with all issues pertaining to customers’ machinery related requirements.”

Claassen confirms that Universal Equipment is responsible for all service and after-sales service of the Dynapac machines across the Eastern Cape region.

“From our two strategically located Port Elizabeth and East London branches, fully equipped workshops and specialist tools, backed by a dedicated, fully-trained service and after-sales team of experienced technicians, the company is perfectly positioned to meet our customers’ requirements for the supply of parts and spares as well as service and maintenance of the Dynapac machines.”