

PRESS RELEASE

Multi-franchise Nelspruit branch meets all Goscor needs under one roof

29 May 2019: The fact that Nelspruit is a multi-franchise branch of Goscor Industrial & Construction Equipment means it represents all brands and products in the Goscor stable. Recently it supplied Bobcat telehandler parts for Jindal Africa and Kenmare Resources, as well as selling two SANY front-end loaders to Lwandlelethu Business Enterprises.

The multi-franchise branch approach is highly cost-effective, and a major benefit to customers, who can access all the group has to offer under a single roof. "It gives customers insight into how diverse the group is, and how we can offer complete solutions for a range of applications and requirements," Nelspruit Branch Manager **Jean Botha** adds.

Jaco Aspeling, who heads up the Parts Division at Nelspruit, explains that the division orders any spares or parts needed directly from the Johannesburg head office. Lead time depends on both availability and criticality, with the branch able to respond to most contingencies without incurring significant downtime for its clients.

"We have established long-standing relationships with all of our major clients over the years, who return to us for repeat business based not only on the quality of the brands we represent, but the proactive service support and technical back-up we are able to offer," Aspeling explains.

On the SANY side, the branch delivered two SANY SYL956 front-end loaders to Lwandlelethu Business Enterprises in February. Not only was Nelspruit the top seller of SANY equipment in South Africa last year, but also boasted salesperson of the year in Botha. Nelspruit has been practicing under the multi-franchise umbrella as of 1 January.

The front-end loaders for Lwandlelethu are being deployed at a coal stockholding operation for electricity utility Eskom. The SANY SYL956 is a versatile 18 t machine that is ideal for a range of applications, from construction to mining.

"What clinched the deal for us in this regard was the funding provided by Goscor Finance, which is crucial especially for start-up businesses," Botha notes. Such has been the success of the relationship with Lwandlelethu that it plans to acquire SANY rollers from Nelspruit as well in the near future.

The SANY SYL956 can be fitted with a 3.3 m³ standard bucket for coal-mining operations such as those undertaken by Lwandlelethu. The highly-efficient drive system boosts travel speed by 10%, and increases towing force by over 6%.

The rated load is 5 000 kg, and the rated power is 164 kW, while the break-out force is 175 kN. Another major benefit is the Cummins QSL8.9 engine, which delivers maximum power for high efficiency and large displacement, as well as complying with international Tier 3 emission standards.

Other key branded components include the DANA axis-shift transmission with electronic control system for automatic shifting, maximum efficiency, and a 10 000 hour service life. The high-pressure, load-sensitive hydraulic system makes for a perfect match between speed and power, in addition to a 10% to 15% energy-saving.

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Notes to the Editor

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About the Goscor Group

Industrial equipment group Goscor is a Bud Group company. Goscor represents leading equipment brands across several sectors. These include Crown, Doosan, Bendi, Hubtex and Taylor Dunn (forklifts and materials handling equipment); Bobcat (compact & construction); SANY (earthmoving); Tennant, Elgin, Maer, Delfin, Kaivac and HighPoint (industrial cleaning equipment); HPower, Weima, Meiwa and Rato (industrial power solutions); Genie (aerial lift equipment); Sullair and Ozen (compressed air solutions), and many more.

Goscor Group Contact

Debby Marx

Group Marketing Communications Manager

Phone: (011) 230-2600

Fax: (011) 393 5512

Cell: 084 200 2278

Email: dmarx@goscor.co.za

Web: www.goscor.co.za

Media Contact

Nomvelo Buthelezi

NGAGE Public Relations

Phone: (011) 867 7763

Fax: 086 512 3352

Cell: 083 408 8911

Email: nomvelo@ngage.co.za

Web: www.ngage.co.za

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