

● CONSTRUCTION VEHICLES, EQUIPMENT & LOGISTICS

Caution: market growth ahead

Despite leading earthmoving equipment, pipe and electrical equipment manufacturers, together with suppliers, all reporting a significant reduction in sales over the past year, all is not doom and gloom, comments Quintin Booysen, sales and marketing manager, Pan Mixers South Africa (PMSA).



BOOYSEN SAYS THAT the negative economic trends experienced in early 2015 abated somewhat by August, which was followed by a positive year end. "In the precast sector, we were fortunate to have had a good 2015 and expect a positive start to 2016, with significant orders already placed for delivery this year," reveals Booysen.

"Clients that have always done well are still investing, but are looking for new technology and added features, especially for improving plant efficiency by increasing output with the same human resource compliment."

Walter Ebeling, managing director, PMSA, notes, "2016 will no doubt have challenges. Companies need to ensure they retain sufficient cash for any continued downturn next year. Companies also need to look at more efficient ways of doing business – from marketing to production methods.

"The global fundamentals are still shaky and the stability of the rand, along with other emerging

ABOVE (left to right) Sanjay Panoya, ESL; Nunzio Putifarri, Fiori; Quintin Booysen, sales and marketing manager, PMSA

BELOW MD Walter Ebeling says PMSA had a good 2015 and expects a positive start to 2016

market currencies, remains questionable. This instability makes planning difficult," Ebeling remarks. "We are, therefore, fortunate to be opening 2016 with significant plant orders for existing and new clients."

Using innovation to stay ahead

Through innovative plant configurations and new engineering techniques and designs, the equipment manufacturer is able to offer fully automated, large-capacity plants that can compete with imported plants,

