



# Supplier serves brick manufacturer well for three decades

JONATHAN RODIN | WRITER

Since its decision in 2010 to expand its premises and product offering, concrete equipment manufacturer and supplier Pan Mixers South Africa (PMSA) has noted a positive uptake in demand from the sub-Saharan Africa concrete industry, as well as strengthening business relations with local companies, such as bricks producer Benoni Bricks.

Benoni Bricks owner **Barend de Klerk** points out that the professional relationship between Benoni Bricks and PMSA has grown from strength to strength since the company bought its first two VB1 block-making machines from PMSA in 1982 and 1984, which Benoni Bricks is still using.

"As [developments] in technology progress, PMSA representatives proactively contact us to upgrade the machine parts," he enthuses.

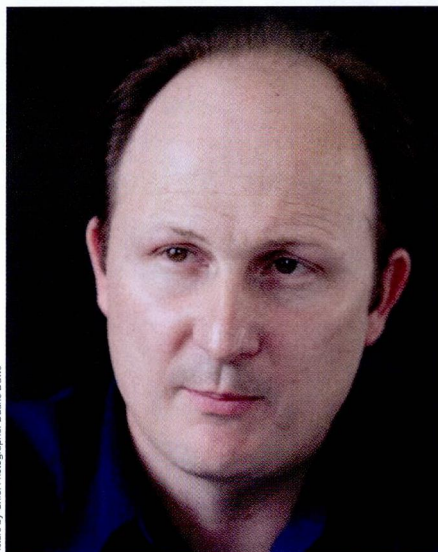
PMSA sales and marketing manager **Quintin Booysen** explains that the VB1 block-making machines are designed to manufacture concrete bricks, blocks and paving.

"These machines have been designed according to heavy-duty standards, which ensures long life, high performance and high-quality products."

De Klerk adds that his company is optimistic about the future of the local brick-making market.

"It is important to strengthen and expand the economy using local manufacturers and suppliers, as there are definitely growth opportunities in sub-Saharan Africa. PMSA will remain our preferred machinery supplier during this expansion," he notes, adding that PMSA's machines have continuously exceeded output expectations.

"The machines have consistently achieved 1 730 skid boards a day over the three decades, as opposed to the theoretical output of 1 500 skid boards.



Picture by Chief Photographer Dines Dines

**QUINTIN BOOYSEN**  
VB1 block-making machines are designed to manufacture concrete bricks, blocks and paving

"This equates to 600 m<sup>2</sup> per machine a day, which is exceptional," Booysen adds.

He notes that PMSA's philosophy is underpinned by its business ethos, 'Built to last', which pertains to customer relationships, machinery and the business entity, and that PMSA has been successful



Source: Bloomberg

**PROACTIVE**  
As developments in brick-making technology progress, PMSA contacts its clients to upgrade machine parts

in maintaining this ethos in terms of its relationship with Benoni Bricks.

### VB1 Brick-Making Machine

PMSA's VB1 machine features remote electrohydraulic controls for ease of operation, as well as a powerful double-shaft directional vibrator with maintenance-free dynamic braking.

It also features an automatic pallet feeder, which feeds pallets from the magazine to the moulding head.

Once the moulds are filled by the overhead bin, the pavers vibrate to ensure a high density for what is then passed on to the takeoff conveyer.

In the event of a technical glitch, De Klerk says, a PMSA technician is always on hand within an hour.

"The after-sales and technical support offered by PMSA is efficient and a product specialist has never left a site without fully addressing all of our needs." 

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- Plant three rows of peas:
1. Peace of mind
  2. Peace of heart
  3. Peace of soul