

Italian concrete pumps for African market

MEGAN WAIT | FEATURES REPORTER

Africa's largest manufacturer of concrete block, brick and paving machinery, Pan Mixers, has signed a distribution contract with Italian concrete pumps manufacturer Sermac.

"Our staff has been trained on the use, maintenance and the installation of the Sermac pumps onto local trucks. We also have a very strong service facility which will assist in the service and repair of these pumps," says Pan Mixers director **Walter Ebeling**.

Pan Mixers currently stocks the 36-m Sermac concrete pump, which is fitted to a Mercedes 2628 truck. The pump boom has the new four-piece hydraulic Z-shape configuration, which allows for the opening and operation of the boom in areas with restricted height.

"The Z-shape configuration benefits the user, as it can move into existing buildings and open up, without having to break down or open up the area where construction is taking place.

"In addition, Sermac has incorporated large cylinders, making it easier to pump difficult or stickier concrete," he adds.

Ebeling says that the quality of Sermac's equipment is pleasing. "Every component is of the best quality available, resulting in products that can compete with the best in the world.

"Sermac suits Pan Mixers' dedication to quality, and we are happy to have the opportunity of adding our high level of service to these superior products," he adds.

The pumps are perfect for the local construction and house building markets. Ideal for any large area, Sermac pumps offer neater, faster and more accurate placing of concrete, as well as a reduction in manual labour.

Further, the pump has a concrete flow rate up to 130 m³/h, a concrete pressure of up to 137 bar and is powered from a power take-off from the trucks drive shaft.

The company reports that, although it did feel the pinch of the global recession, the coming year looks promising.

Ebeling says that the company's order



WALTER EBELING

The company has had a lot of export contracts.

book for the first four months of this year is equivalent to the orders that it received for the whole of 2009.

"Pan Mixers is fortunate to have experienced several profitable years before the recession and this, coupled with a conservative financial management approach, assisted the company during the economic downturn," he adds.

Ebeling explains that the company does expect to see an upturn in the building industry, but at rate far slower than expected. "However, we are seeing a lot of our machines being exported, particularly to other Southern African countries."

The company has had a number of contracts to supply equipment to companies in countries such as Botswana, Mozambique, Namibia, Angola, Tanzania and Kenya.

"The African building and construction markets, although much smaller than the South African or other international markets, seem to be performing relatively better than the local market, as these African countries are developing and have a number of construction and building projects in the pipeline or under way.

"The South African market is more mature and has many concrete products manufacturers, whereas many African countries have relatively fewer manufacturing and distributing companies, and there is more scope for growth," Ebeling explains.

Self-esteem and self-love are the opposites of fear; the more you like yourself, the less you fear anything.

ENGINEERING NEWS COUPON ON PAGE 100 E187111