

Company aims to break into mining sector

IDÉLE ESTERHUIZEN | FEATURES REPORTER

Italian machinery manufacturer Fiori says it plans to enter the South African mining sector with its new D100 mining dumper.

Already boasting a strong presence in the local building sector with its range of concrete mixers, Fiori reports that its D100 mining dumper, launched at the 2010 Electra Mining Expo, is exclusively distributed by manufacturer of concrete block, brick and paving machinery Pan Mixers South Africa (PMSA).

Designed for both underground and open-pit mining, the European-crafted D100 is fully equipped with articulated steering, trilateral unloading and a reversible driver's seat, which, the company believes, makes it one of the most flexible mining dumpers on the market.

"Fiori dumpers are specifically designed to operate in the most testing conditions across the globe. Our range of concrete mixers has

already proven durability in South Africa, and I am confident that the D100 will do the same," says Fiori Africa area manager **Nunzio Putifarri**.

Putifarri says that the D100's most important feature is the driving post's 180° reversibility.

"This feature enables the driver to move forward or reverse without having to make any tricky manoeuvres in narrow tunnels," he says.

Further, a small camera is mounted on the D100's chassis to give the driver a clear rear view. Putifarri adds that its performance features include four-wheel drive with three steering angles, a four-speed hydrostatic transmission and a maximum speed of 30 km/h.

For underground mining projects, the D100 can be supplied with catalytic converters.

He also notes that the D100 is among the

most environment-friendly mining dumpers on the global market as its Perkins diesel engines meet US Environmental Protection Agency and European Union Stage III low emissions standards.

Challenge

He does, however, admit that it will be challenging to enter the South African market, which is already dominated by established brands that have been operating in the country for a number of years.

"Nevertheless, the company is committed to meeting the demands and requirements of all its clients by providing high-quality machinery, as well as by making long-term investments in the economy," Putifarri notes. He says that PMSA's trusted reputation across Africa will serve as an advantage to new entrant Fiori.

"PMSA has proven its reliability in the local market by successfully distributing our concrete mixers to numerous projects, and we are confident in our choice of the company as our official South African dealer," Putifarri adds.

PMSA MD **Walter Ebeling** also believes that the D100 will find success in the South African market. "It is a niche product that is used in mines worldwide," he says.

Ebeling says mines using the D100 dumpers include Eti Bakir, in Turkey; Con Creto, in Panama; and Brazilian mines Andrade Gutierrez, Camargo Correa, Odebrecht, Queiroz Galvao and Toniolo Busnella.

He adds that Fiori and PMSA are currently in the process of determining the D100's specific applications to find out how local demand can be met.

"We know what dump trucks are used worldwide for moving aggregates or concrete; however, what we are interested in is where they are being used in the mines. From the details I have received, they are used in tunnels for moving aggregates from a mining face to the offloading point. Naturally, they are also used above ground for construction," he explains.

Ebeling adds that PMSA will also be importing Fiori's smaller D40 and D70 dumping trucks on order. With the rapid development of the mining industry across Africa, Fiori is optimistic that it can successfully expand across the continent, using South Africa as a gateway, Ebeling concludes.



HIGH EXPECTATION

PMSA expects the D100 mining dumper to be successful in South Africa