

## Designed for Africa – the new Fiori has arrived!

Designated as the DB X35, the first of the new design Fiori front self-loading mixers has arrived at Pan Mixers South Africa (PMSA) in Jet Park. South African Builder went over to see this new unit and discuss its attributes with Quintin Booysen – PMSA's sales and marketing manager.

**T**his new model has been specifically designed for conditions in Africa, and to deliver high quality concrete “on demand” primarily in less accessible areas. It is technically streamlined in its functionality, making it more affordable than the well-known DB 460 CBV and DB 260 CBV of the Fiori range. The Italian manufacturer Fiori, working in close collaboration with PMSA, took detailed advice on eliminating all non-essential parts from the existing mixer designs. The rotating cab, the full CBV weighing system and certain other aspects were to be eliminated or adjusted. The Fiori designers then incorporated these recommendations into this new, site-efficient cost-effective unit and also introduced the front loading arms and a grab bucket – which replaces the standard bucket found on other Fiori models. The DB X35 sports the same engine, hydraulics and four-wheel drive system – which offers excellent application in mountainous rural areas.

“This approach now brings to the market a self-loading mixer which is more affordable and, in routine construction and mixing operations, is more practical to operate where, for example, the capital intensive weighing system for measurement is not a requirement.” An accurate loading system built into the DB X35 in the form of a “clam-shell” grab bucket system, allows accurate volumetric measurement of aggregate materials when loading – as it can be consistently filled to up to 90% of its capacity.

“This, together with shortened load times – achieved by the positioning and inclination of the drum – makes the Fiori DB X35 the ideal front self-loading concrete mixer for the price-conscious customer,” says Booysen. In addition to the built-in cost savings, the DB X35 has been specifically designed to enable two units to be



*Fiori DBX 35: the most compact, site-efficient front self-loading mixer in Africa*



*Quintin Booysen, PMSA's sales and marketing manager, proudly demonstrates the Fiori DBX 35 front self-loading mixer*

shipped inside one 12 m over height container. “This compact efficiency halves the transport and shipping costs as the units can be easily transported overland by container truck or flat bed, realising savings of R100 000 or more per border crossing,” explained Booysen. “At R893 000 ex Johannesburg, including training for SADC customers – complete with air fares and car hire, the DB X35 is roughly one third less in cost without compromising quality in any way. For customers who require a more advanced weighing system, the DB X35 is also available with a full weighing system as opposed to volumetric batching.”

The Fiori DB X35 will be marketed to large civil construction companies, small- medium- and large construction companies and small start-up operators in South Africa, all SADC countries and countries in sub-Saharan Africa. PMSA already has a strong and active presence in the emerging markets of Ghana, Nigeria, Namibia, Kenya, Tanzania, Nigeria, the Democratic Republic of Congo, Mozambique and, Zambia. In terms of product support and training, PMSA has a dedicated team of training personnel, and also undertakes training “in country” for its customers in other African countries. The company carries a full range of spare parts and also has a full complement of dedicated technicians for fast and reliable product support in all its countries of operation.

### Fiori DBX 35 facts

- The most compact, site-efficient front self-loading mixer in Africa;
- Operates using a front self-loading system;
- Batch mixes of 3,5 m<sup>3</sup> are ready for delivery in roughly 15 minutes;
- Daily output: 100 m<sup>3</sup> per day max. Effective: usually 60 – 80 m<sup>3</sup> per day;
- Concrete on demand;
- Certification can be added as an optional extra;
- Wide cab windscreen offers greater visibility;
- Full training, technical and maintenance support throughout sub-Saharan Africa.

### PMSA is an active member of the following professional bodies:

Southern Africa Readymix Association (Sarma); the Concrete Manufacturers Association (CMA); and the Concrete Institute. ■