

P R E S S R E L E A S E

For Immediate Publication

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Hansen Transmissions South Africa secures order for 68 industrial gearboxes through Bateman Africa (Pty) Ltd

Hansen Transmissions South Africa (Pty) Ltd, (HTSA), entrenched for over half a century as trusted supplier and manufacturer of class leading industrial gearboxes, received three orders from long standing customer, Bateman Africa (Pty) Ltd., for the supply of 68 Hansen gear units to a coal-fired power station located in Mpumalanga Province.

“The units are for coal and limestone conveyor drive applications at the power station – two orders for the terrace and stock yard conveyors and the third for limestone,” explains HTSA Sales Manager: Key Accounts, David Main. “The stockyard and terrace application calls for 65 Hansen gear units ranging from 30 kW to 710 kW and the limestone order specifies 3 off Hansen gear units ranging from 30kw to 220 kW.”

All units will be supplied in accordance with standard customer specifications with which HTSA engineers are familiar due to the recent supply of other HTSA equipment to the power station,” explains Main. “Once the units have been installed and commissioned, HTSA engineers will work through a 20 point check list with Bateman commissioning engineers from the stock yard, terrace and limestone applications to make sure that HTSA’s installation criteria are complied with.”

“We received the orders for the gear units from Bateman Africa (Pty) Ltd in September 2011 with delivery in phases in accordance with the customer’s specified time lines and final delivery is planned for September 2015,” according to Main.

Bateman Africa has a two year contract to maintain the plant after commissioning. HTSA’s skilled field service team is on stand-by around the clock to assist the customer with on-site service, repairs and advice. HTSA will be responsible for training two apprentices representing the stock yard and terrace respectively. In addition to the Field Services, HTSA places maintenance plans that incorporate regular machinery checks, reports, early detection of wear and tear, preventative maintenance as well as on-site repairs, at the customer’s disposal to assist with minimising incidences of downtime, loss of production and loss of revenue.

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“Bateman Africa is a longstanding customer that trusts HTSA when it comes to product quality, honouring delivery schedules and impeccable after-sales delivery,” comments Main. “They have first hand experience of our work and quality ethic as HTSA supplied Hansen gear units for Phase 5 of one of the country’s foremost coal terminals in Richards Bay as well as for the DMO (Douglas Middelburg Optimisation) Project.”

“We sell more than just the right product, we sell the service and the know-how and we have an honest and professional approach to all projects. Our capable and committed engineers and technicians are always ready to give specialist advice and will meet all specified customer requirements. The response from HTSA’s engineering department is always excellent and we attend to all projects with the same commitment and dedication,” asserts Main.

HTSA Managing Director, Fritz Fourie, believes that decades of superior quality, locally assembled products, exemplary service and a policy of strong customer relations management is also instrumental in the company’s continued success. “These are factors that define HTSA as an industry leader and our customers know that they can rely on a team that provides the whole package – world class engineering, superior quality products and exemplary service. I have no doubt that that our solid ethic of delivering impeccably engineered, best-in-class products and service commitment are factors that count in our favour to generate not only new orders but repeat business from long standing customers. Our engineers combine international know-how with local application knowledge and are skilled in analysing customer requirements in order to offer valuable technical advice and to recommend the best, most cost effective and holistic solution for a specific application,” concludes Fourie.

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About Hansen Industrial Transmissions:

Hansen Industrial Transmissions nv (HIT) is an established global industrial gearbox designer, manufacturer and supplier. The Company provides durable gear drives for a wide range of industrial applications throughout the world and has established a dedicated international service network.

In addition to its principal state-of-the-art manufacturing facility located in Flanders, Belgium, HIT has assembly, sales and service centres in the US, the UK, China, South Africa and Australia. Strong in-house R&D operations maintain HIT's technological leadership.

Since 1 April 2012 HIT is part of the Sumitomo PTC division and HIT employs over 600 people worldwide.

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