

PRESS RELEASE FROM DYNAPAC CONSTRUCTION EQUIPMENT

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Dynapac Equipment purchase made easy for B-BBEE and SMME contractors with Dyn@fin

“The focus from government organisations is to bring previously disadvantaged contractors to the mainstream construction sector. However, in order to achieve this goal, contractors require accessible equipment financing,” notes Neville Marthinussen, Business Line Manager at Dynapac South Africa. “In the present tough economic environment, many B-BBEE contractors struggle to acquire financing to procure the necessary construction equipment which is hampering them in securing and completing projects.”

Understanding the plight of these contractors, Dynapac South Africa (Pty) Ltd., specialist supplier of soil and asphalt rollers, pavers, light compaction and milling equipment, has specially developed a simple and flexible financial solution, namely Dyn@fin. “We believe that by providing this vital link between contractors acquiring road surfacing and compaction equipment and successful job completion, Dynapac is arming these customers with the necessary assets for the sustainable and secure future of their businesses,” states Marthinussen.

In order to assist customers to quickly and simply obtain equipment finance, Dyn@fin has placed specialist yellow metal finance management in control of the finance process. “Compared to conventional methods offered by other institutions, our Dyn@fin package is all about basic, easy-to-follow steps,” affirms Marthinussen. He adds that Dyn@fin offers low monthly repayment values.

The Dyn@fin finance package is uniquely designed so that at the end of a customer’s selected payment period, ownership of the equipment is passed to the customer, regardless of the purchase plan. Furthermore, as Dyn@fin is off-balance sheet finance it gives the B-BBEE contractor businesses greater flexibility.

To cater to customers’ varying needs and business capabilities, Dyn@fin offers an array of payment options including deposits, repayment terms, and direct installment sale purchases. Going beyond merely financing, Dyn@fin also offers contractors assistance with cash flow and contributes to the improvement of their credit ratings.

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Marthinussen points out that the ability to select a payment option most suited to their needs makes it so much easier for customers to acquire the equipment they need. “This gives the B-BBEE contractor a sense of independence - a powerful motivator in business!”

From medium to top-end programmes, flexible terms are available and can be customised enabling contractors to decide their preferred period of payment installments. “To further complement our flexible financing solutions, Dynapac also provides customers with service maintenance contracts (SMC) during the selected period of finance. This ensures that the machines they are utilising remain in prime condition and subsequently extends machine life-span.” Marthinussen adds that these SMCs provide the valuable benefit of having predictable operating costs.

Taking it one step further, Dynapac recently launched an advanced telematics device called Dyn@link. This device enables Dynapac to monitor machine health, operating hours and predict service intervals, etc. “This affords Small, Medium and Micro Enterprises (SMMEs) and B-BBEE contractors with peace of mind, secure in the knowledge that their machines are in prime working condition, reducing the risk of costly operational downtime,” highlights Marthinussen. Dyn@Link’s GPS positioning capability also conveniently pinpoints machine location and is a vital management tool given the current threat of machine security and theft.

Marthinussen confirms that the Dyn@fin offering ticks every box in terms of financing flexibility and that the package is perfectly spec’d to cater to all the challenges faced by historically disadvantaged B-BBEE contractors.

Wrapping up Marthinussen says that Dyn@fin is synonymous with affordability, possibility, and versatility and speaks to the corporate responsibility of the South African construction industry. “Dynapac is passionate about creating a long-lasting, positive impact on the local market and economy. We believe that by placing expensive equipment in the hands of SMME and B-BBEE contractors through Dyn@fin, will action and contribute to that change; they will be empowered to take a progressive step in their business growth journeys and benefit the communities in which they operate and ultimately contribute to the betterment of the construction industry.”

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Dynapac is a leading supplier of high tech soil and asphalt rollers, pavers and milling equipment, and light compaction equipment, committed to strengthen customer performance. Dynapac is represented worldwide via its own regional sales- and service offices, and also cooperates with an extensive and professional distribution network. Headquartered in Wardenburg, Germany, Dynapac has production facilities in Europe, South America, and Asia. Dynapac is part of the FAYAT Group.

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