

Press release

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Kemach Equipment to supply and support locally-built Stampede pedestrian rollers

Kemach Equipment (Pty) Ltd. has partnered with Stampede Compaction Equipment to supply locally manufactured walk-behind/pedestrian rollers to the South African market. Donned in the renowned Kemach Equipment yellow, the new-look machines will proudly display both Kemach and Stampede brands.

As a leading distributor of JCB earthmoving equipment and service solutions in South Africa, Kemach Equipment holds an approximate 2.5% market share in walk-behind rollers in southern Africa with sales exceeding 100 machines over the past seven years. "Although the local market may not be massive, we believe it holds significant opportunities, especially in the plant hire space," says Kemach Equipment's National Support and Marketing Manager, Mark Senyard. "So, when JCB decided to discontinue its range of walk-behind rollers, we were keen to continue supplying this type of machine, prompting us to look for a suitable partnership. We could not have asked for a more qualified partner in Stampede Compaction Equipment. The compatibility and shared synergies between the two businesses make for a textbook collaboration."

Stampede is a proudly South African company that boasts a solid 25-year reputation as a local manufacturer and supplier of compaction equipment. The company's range of walk-behind and ride-on rollers, rammers/tampers and plate compactors are engineered and built at its well-equipped 2000sqm manufacturing operation in Isando, Johannesburg. "What was important for us is that Stampede is all about local. In addition to the fact that Stampede boasts a proven track record for building tough, reliable and efficient equipment for Africa, the business contributes to the local economy through job creation and skills development." Senyard also points out that as Stampede specialises in the smaller compaction product range there is zero conflict with Kemach Equipment's other product ranges.

The scope of the agreement will see Kemach Equipment supplying Stampede's complete walk-behind roller range; the PR39 trench compactor, the PR 62 and 75 general purpose rollers as well as the PR90 heavy duty roller. "These robust machines, available in drum widths ranging from 380mm to 890mm with operating weights from 495kg to 1080kg, are versatile workhorses renowned for their simple, easy operation and efficiency; we are eager to unleash these machines into the market," remarks Senyard.

"Stampede is rightfully proud to partner with a company like Kemach Equipment that is a market leader, an organisation with a pedigree that is renowned for excellence in sales and after-market support," states Marco Capazario, Managing Director of Stampede Compaction Equipment. "The timing of this partnership could not have been better for us as we want to concentrate all our efforts on our core competencies of manufacturing production and product development. As a customer-centric company, we pride ourselves on our technical expertise which enables us to continuously improve our machines based on customer feedback as well as through significant investment in R&D. We are passionate about developing cutting-edge technology to drive up efficiencies and extend the life cycle of our machines for lowest possible total cost of operation and subsequently ownership for our customers."

“This partnership gives us the assurance of Kemach’s ability to sell and support the Stampede range of products throughout southern Africa, enabling us to achieve our ultimate objective of securing, through our competencies, the market leadership in smart walk-behind rollers that will prompt service intervals and predict failures,” states Capazario.

Senyard emphasises that Kemach Equipment is well-equipped to integrate the Stampede range of products into its solid after-market structure. “We will take on service and parts supply not only for the Stampede walk-behind units sold by Kemach Equipment but also for units already operating in some of our regions. Our key focus will be on ensuring exceptional parts availability and service support throughout our extensive branch and dealer network.” Senyard also assures all customers currently using the JCB walk-behind units of Kemach Equipment’s commitment to continue providing full support in terms of after-sales service and parts availability.

Kemach Equipment dispatched its first six rollers from Stampede to each of its main branches. The Stampede team rolled out a regional road show to all the Kemach regions in April 2019 with the objective of bringing the Kemach Equipment sales and technical teams up to speed on these machines through in-depth technical training coupled with parts support.

According to Senyard, Kemach Equipment’s initial focus will be on the South African market and in particular the plant hire space where there is the biggest demand for walk-behinds, followed by the construction and government sectors. “Once we have successfully accomplished this, the opportunity is there to offer this product to our sister companies in Botswana and Zambia and further afield to other JCB Dealers in Mozambique and Zambia,” concludes Senyard.

Kemach Equipment is a focused dealer of distinguished equipment and support, Kemach Equipment continuously strives to put the customer at the heart of its business, fixated on meeting each client’s unique needs.

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