

## Company Profile Vermeer Equipment Suppliers (PTY) Ltd.

### ABOUT US:



**Vermeer Equipment Suppliers (Pty) Ltd.** has been providing sales and after sales support to Vermeer equipment owners since 2004. With the Vermeer brand of equipment being supplied into sub-Saharan Africa for longer than 25 years, we at Vermeer Equipment Suppliers have prided ourselves on providing our clients with support and solutions at the highest level. From our headquarters in Chloorkop, Kempton Park, Johannesburg we supply parts and consumables to customers throughout the region. Our workshop facilities are equipped with most modern technologies and tools and allow us to carry out service and repair works on all Vermeer equipment models including our top of the range Vermeer Surface Miners, Pipeline Drill Rigs, Tracked Trenchers and Environmental Grinders. With more than 60 years of expertise within our service department and equipped with a mobile workshop and a fleet of heavy-duty service vans our 24/7 service organization provides on-site technical support to ensure maximum uptime to our customers.



### OUR BACKGROUND:

Backed by **Vermeer Corporation**, an OEM with over 70 years of history in the manufacturing of high quality, specialised Underground Construction, Mining, Environmental and Agricultural equipment. We strive to provide our clients with solutions that will assist them in becoming more productive on their various jobsites and ultimately become more profitable with their businesses. We are a proud member of the VERMEER group of companies, all family-owned and family-managed businesses who focus on distributing the VERMEER range of products and on providing first-class support to our customers.



### OUR VALUES:

At the core of Vermeer is the idea that we are always striving to do more. We never limit ourselves to the task at hand, but instead go above and beyond in everything we do. Each decision made is driven by the four values that reflect the Vermeer character and foundation – **principles, people, product and profit.**

A common set of **principles** help guide our behaviours and actions in a way that sets Vermeer apart. While we live out a caring culture, remain focused on the customer, demonstrate agility and keep stewardship top of mind, we also let the principle known as the Golden Rule, “Do unto others as you would have them do unto you,” shine through in how we do business each and every day.





As a company, we value our **people** above all else. By engaging our team members in a way that allows them and our processes to continuously improve, we eliminate waste and use our resources wisely. Vermeer Equipment Suppliers aims to help team members bring their best self to work. Last, but definitely not least, we care for our people and our people care for each other. We aim to send each team member home safely; in the exact same way they came to work every day.

Our customers have high expectations when it comes to their equipment and at Vermeer Equipment Suppliers, we aim to deliver. We distribute innovative **products** for niche markets that fit our customers' needs and build our machines to take on tough tasks. Our equipment has the durability to keep our customers moving forward over the long haul, while also providing a greater return on investment in the future. We strive to provide our customers with new products and market opportunities that demonstrate there's always a better way.



Our **profit** finances our growth long into the future and creates opportunities for us to constantly learn and advance. Simply put, it allows us to do what we do best: explore, create, test and improve.

## GLOBAL IMPACT:

Vermeer customers are at the forefront of progress as they rely on our high-quality equipment, reliable products, local experience and exceptional customer service to help them get tough work done - to more efficiently and responsibly improve infrastructure in communities to **connect people** to necessities of life, to **feed and fuel the world** and to **manage our natural resources** throughout the globe.

### Connecting the world to the necessities of life:

From telecommunications and electricity to water and sewer utilities and oil & gas pipelines, infrastructure contractors use Vermeer equipment to help connect the world to the necessities of life. Around the world there is work to be done. The Vermeer impact helps drive new and creative ways to connect people to the necessities of life.

Through some of the world's toughest landscapes, customers use Vermeer horizontal directional drills, as well as trenchers and reclaimers, to bring resources from the land to oil refineries and, subsequently, to communities around the world.

Vermeer equipment cuts through tough rock formations to drive pipeline installation. If a project encounters roads, railways, canals or rivers through the jobsite, a drill is used for underground installation, while reclaimers recycle drilling fluid at the jobsite.



### Feed and fuel the world:

Worldwide, farmers and ranchers use Vermeer agricultural equipment as they help nourish a healthy food supply and support alternative green energy sources. They excel at harvesting crops for haying, feeding and bedding applications as well as crop residues for the biomass industry. Vermeer hay tools help customers efficiently and better feed their livestock, and in turn feed the world.





**Managing natural resources:**

There are untold tons of minerals in the ground because it is difficult to reach them efficiently. The innovative Vermeer **Terrain Leveler® Surface Excavation Machines** can work where the traditional approach of extraction – like the use of drilling, blasting and primary crushing – doesn't work. Vermeer machines combine raw cutting productivity with the ability to carefully extract the valuable minerals, while minimizing ground vibration, reducing emissions of dust and noise and eliminating the need of hazardous explosives allowing these machines to work closer to developed areas to extract even more of our precious resources.

**OUR CUSTOMER COMMITMENT:**

Those who DO, DO MORE!

One thing ties Vermeer customers together - their drive to get more out of every day. Our utility customers are some of the unsung heroes behind the lights we turn on and off, the water we drink and the heat we turn up on a cold winter day. Battling existing underground infrastructure, tough soil conditions and extreme weather, they choose Vermeer to complete the job because their equipment must stand up to the challenges each unique jobsite brings as they connect us to the necessities of life.



Our Parts department supplies high quality genuine OEM parts, while achieving no less than an 85% off-the-shelf fill rate from our Johannesburg based premises.

For proven Excellence in Operations the company was honoured with the prestigious Vermeer Brand Ambassador Pinnacle Award for 2 consecutive years in 2019 and 2020 and belongs to the highest ranked exclusive Vermeer distributors globally.

The Service Department, with seasoned and knowledgeable technicians, provides business confidence to our customers. Equipped with a fully mobile workshop and ready to travel throughout Sub-Saharan Africa, the Technical Support Team will assist in ensuring that all Vermeer Equipment is “kept in the dirt”.

#### NEWS:



In January of 2020 Vermeer Corporation announced it had entered into a distribution agreement with CSF MutliOne Srl from Italy for the marketing of MultiOne compact articulated loader models to be sold, serviced, and supported exclusively through Vermeer dealers across North America.

One year later, Vermeer Equipment Suppliers is now the first Vermeer distributor outside of North America to take up distribution of the MultiOne brand.



Picture: a Vermeer branded MultiOne Mini Loader.

Early 2020, CSF MultiOne SA and Vermeer Equipment Suppliers entered into an agreement that outlined the transition of the MultiOne distribution rights to Vermeer Equipment Suppliers (Pty) Ltd. This included an asset purchase of all whole goods and spare parts inventory and the employment of commercial and technical support staff. Distribution of the MultiOne product by Vermeer Equipment Suppliers has commenced in January of 2021.



## ANACONDA®

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Vermeer Equipment Suppliers utilized the time that became available during the Covid-19 lockdown in 2020 to review its product and service offerings to the different industries and added a full line of **ANACONDA®** Mobile Crushers, Screens and Stacking Conveyors to its Vermeer product range of continuous surface mining machines.



**ANACONDA®** is an owner-managed equipment manufacturing company, based out of Northern Ireland, and is specialized in the design and manufacturing of heavy-duty mobile machinery for the mining and quarrying industry. The highly durable crushing and screening solutions also find application in the demolition and road construction industry, the aggregate industry, and other markets. For the addition of the ANACONDA® product range as complementary product to Vermeer's mining equipment, the company has increased its employee base with knowledgeable staff to ensure industry leading sales and service support.



Picture: ANACONDA Screening Technology in Action

**ASSOCIATIONS:**

Vermeer associates with other industry leaders. Vermeer cultivates mutually beneficial relationships with other leaders in each of our industries. Through shared knowledge and resources, we can achieve a higher standard of product for each of our customers.

**Alliances:**

- DCI – Digital Control Incorporated, [www.digital-control.com](http://www.digital-control.com)
- McLaughlin, [www.mightymole.com](http://www.mightymole.com)
- Kennametal, [www.kennametal.com](http://www.kennametal.com)
- Mincon, [www.mincon.com](http://www.mincon.com)

**Associations:**

- AEM – Association of Equipment Manufacturers, [www.aem.org](http://www.aem.org)
- AED – Association of Equipment Distributors, [www.aednet.org](http://www.aednet.org)
- NAM – National Association of Manufacturers, [www.nam.org](http://www.nam.org)
- FTTH – Fibre to the Home, [www.ftthcouncil.org](http://www.ftthcouncil.org)
- FTTX Council Africa, [www.fttxcouncilafrica.com](http://www.fttxcouncilafrica.com)
- IPLOCA – International Pipeline and Offshore Contractors Association, [www.iploca.com](http://www.iploca.com)
- ISTT- International Society of Trenchless Technologies, [www.istt.com](http://www.istt.com)
- SASST – South African Society of Trenchless Technologies, [www.sasst.org.za](http://www.sasst.org.za)
- N-BIG – Namibian Biomass Industry Group, [www.n-big.org](http://www.n-big.org)
- IWMSA – Institute of Waste Management of Southern Africa, [www.iwmsa.co.za](http://www.iwmsa.co.za)

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