

THE CONVERSATION GENERATOR



Making agility count

Customer Newsletter

November 2020

A WORD FROM KIM

As we are nearing the end of an unprecedented year, we look back, recognising and appreciating the many valuable lessons which the pandemic has taught us as individuals and as a company. I am truly humbled by the dedication and commitment our team has shown during this past year to ensure we continue to engage and support our valuable customers. We have had to navigate this storm with **agility** and leverage the post-lockdown phase of business recovery accordingly.

In line our parent company Atlas Copco Specialty Rental, Rand Air has adopted the global baseline: **'Making Agility Count'**. We know that you, our valued customers, always need to be one step ahead of your competitors, containing costs and optimising your technology. As far more than a rental equipment provider, Rand-Air is focused on **making agility count** for our customers: offering an adaptable, flexible and responsive partnership to address your technical and business challenges.

We trust you will enjoy reading

more about our people who make a difference, new technology we have in order to provide you with more enhanced solutions; and some of the exciting projects where we are privileged to be the solutions provider to you, our valued customers.

We also take this opportunity to salute our powerful South African women during these 16 days of activism against gender-based violence, and look forward to positive changes in this regard. We acknowledge and empathise with those fellow South Africans and their families touched by the scourge of Covid, cancer or other dread diseases this year. In addition, we are engaging in various outreach initiatives to make a meaningful difference to those less fortunate than ourselves - and will continue to do so going forward.

I close with a very heartfelt thanks to you, our valued customers, for continuing to place your confidence in Rand-Air during an 'exceptional' 2020. We wish you and your loved ones a blessed festive season and annual holiday break. We look forward to

engaging and connecting with you in 2021, so that together we can **'make agility count!'**

Warm regards

Kim

Kim Coetzee
General Manager: Rand-Air



Kim Coetzee | General Manager

FULL MARKS FOR RAND-AIR'S CAMPUS CONTRACT!

Recently, Rand-Air 'passed the test' with flying colours, delivering a 24-hour turnaround hire to a tertiary education college in Gauteng:

Rand-Air recently supplied generators to certain of the college's campuses, as part of a repeat hire contract agreement with this customer.

"This is a long-standing, loyal customer from way back in 2008, when Rand-Air developed a relationship with a college which has several campuses located throughout the province - and they have been a pleasure to service since 2014," says Benita Oosthuizen, Sales Consultant for Rand-Air Gauteng.

Oosthuizen explains that the college's campuses require standby power to be available during the bi-annual examinations which take place throughout the country.

[READ MORE HERE](#)



The generators supplied by Rand-Air, two 300 KVA and one 500 KVA

TUMI THELEDI: A REAL RAND-AIR 'BRIGHT SPARK'!

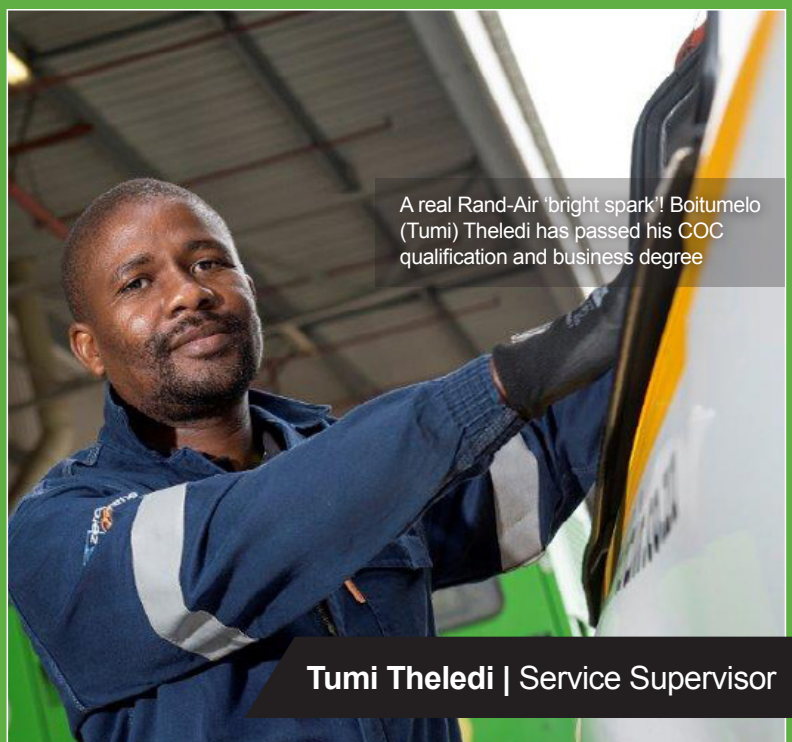
Service Supervisor Tumi Theledi is an inspiration to his Rand-Air colleagues as, through dedication and commitment, study and hard work, he is making impressive progress - at an 'electrifying' pace:

Theledi started his career with the company back in 2005, and then left to go lecturing.

In 2007 he returned to Rand-Air to do a two-year in-service apprenticeship. The 'study bug' then bit, and Theledi decided to improve his career potential and take whatever courses would support this decision: "As soon as I decided that I wanted to upskill myself and better myself, Rand-Air was behind me. They gave me the time to study, and assisted me financially with tuition fees," he says. "I believe that you can never know enough and that as a person, you must never stop studying," he observes.

True to this ethos, he enrolled at Tshwane South College in Pretoria, to study for a Certificate in Electrical Engineering. He completed this with a diploma in 2007, as well as qualifying as a millwright artisan - a good combination of electrical and mechanical engineering. As a high-precision craftsman, he is now well-qualified to install, dismantle, maintain, repair, reassemble, and move machinery in factories, power plants, mines and construction sites.

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A real Rand-Air 'bright spark!' Boitumelo (Tumi) Theledi has passed his COC qualification and business degree

Tumi Theledi | Service Supervisor

RAND-AIR STRIKES GOLD – AGAIN – WITH A REPEAT HIRE TO A LONG-STANDING GOLD-MINING CUSTOMER

Rand-Air secured a repeat hire with a long-standing customer in the gold mining industry - based on a relationship dating back to 2014 - when the need arose for underground compressors for the mine:

Rand-Air was the only company then – and still is now – able to supply the customer with underground compressors modified to their particular specifications.

This is according to Rand-Air sales consultant Marinda Enslin, who collaborated closely with the customer to ensure that their very specific requirements were met.

“Our most recent hire to this customer was two Atlas Copco GA110 electric compressors, for use in underground drilling and secondary support for expansion mining in high productivity areas,” she advises.

“When it came to this latest hire, we already had the compressors in stock and were able to deliver to the mine on the same day,” Enslin advises.



The Atlas Copco GA110 electric compressor for use in underground drilling and secondary support for expansion mining in high productivity areas.

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RAND-AIR ‘GOES LIKE THE WIND’ TO PROVIDE LIGHTING AND POWER IN THE EASTERN CAPE



Rand-Air supplied 12 QLV lighting towers, as well as portable power for the on-site offices, in the form of four 60 KVA generators.

Rand-Air services a wide variety of sectors including the renewable energy industry, providing rental solutions to projects such as a remote Eastern Cape wind farm:

Located in a remote part of the Eastern Cape province, this wind farm project forms part of a 700 MW wind capacity renewable tender, involving the erection of 46 wind turbines.

The contractor assembling these massive turbines generally works at night, when the site is cleared of riggers and the wind shear factor is lower.

“In the absence of defined roads, the terrain on-site is often unpredictable and hazardous,” says Liesel Johnson, sales consultant at Rand-Air responsible for this contract.

“This area is also snake-infested, so an adequate, reliable, and an efficient light source was required to illuminate the work area.” Through its Durban branch, Rand-Air supplied 12 QLV lighting towers, as well as portable power for the on-site offices, in the form of four 60 KVA generators, complete with distribution (DB) boards.

[READ MORE HERE](#)

A 'SOLID GOLD' 7-YEAR SAFETY RECORD FOR RAND-AIR AND MINING CUSTOMER

Recently, a South African gold mining customer announced a seven-year, unbroken safety record - and Rand-Air's rental equipment and technical support played a significant part in this accomplishment:

Neil Bezuidenhout, Regional Supervisor for Rand-Air and Team Leader on the gold mine, explains that the mine's seven-year injury-free record - in an industry fraught with potential danger – is very impressive: "Given the inherently demanding conditions of mining, this safety record is a remarkable achievement!"

The company's long-standing relationship with the mine goes back many years, and is all centred around ensuring safety:

"We therefore provide safe, reliable and high-quality machines; as well as an on-site team on standby 24/7 and available to fix any mechanical problems which may arise, thereby minimising any downtime for the customer."



Rand-Air's winning rental and technical support team (from left to right): Mathibelle Ramatisa, Neil Bezuidenhout, Theunis Badenhorst, Barnad Swartz. Absent in the picture but very much part of the team is Moluoane Khetha.

[READ MORE HERE](#)

RAND-AIR IS 'PUMPING' IN MINING, AGRICULTURE AND THROUGHOUT INDUSTRY!

Business Development Manager Henry Fourie gives the inside track on about the latest 'flow' solutions addition to Rand-Air's market offering:

"Although we have full access to the entire equipment range of our international parent company Atlas Copco, our focus is on serving specific vertical target and also niche market sectors," Fourie says.

Rand-Air therefore hires to specialist contractors within the oil and gas, mining and manufacturing industries; as well as the food and beverage, and some construction projects.

"We are very excited to announce a new pump range from Atlas Copco Power Technique, which is very well-suited for use in the agricultural sector," Fourie advises. "There are two types of pumps in the new range: the Weda electrical submersible pump, which features low to medium heads. The other type of pump is the PAS/VAR diesel-driven variety," he explains.

[READ MORE HERE](#)



The PAS/VAR diesel-driven pump from Atlas Copco Power Technique



25 YEARS OF CUSTOMER SERVICE DEDICATION - AND STILL GOING STRONG!

We are thrilled to be celebrating the 25th anniversary of no less than four of the Rand-Air team this year: our General Manager Kim Coetzee, together with team members Vincent Mgabi, Melanie Lake and Jo-lene Redelinghuys. We admire and appreciate the enduring commitment of these Rand-Air champions - heartiest congratulations!

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