





DONALDSON HISTORY

- 1915 - Frank Donaldson Sr. developed simple air cleaner to solve a farmers problem.
- 1915 - Donaldson started as a three-man shop, manufacturing simple air cleaners for farm tractors.
- Now: 140+ global operations
- ISO9001, 14001 and AS9100 certification

Industry Leader

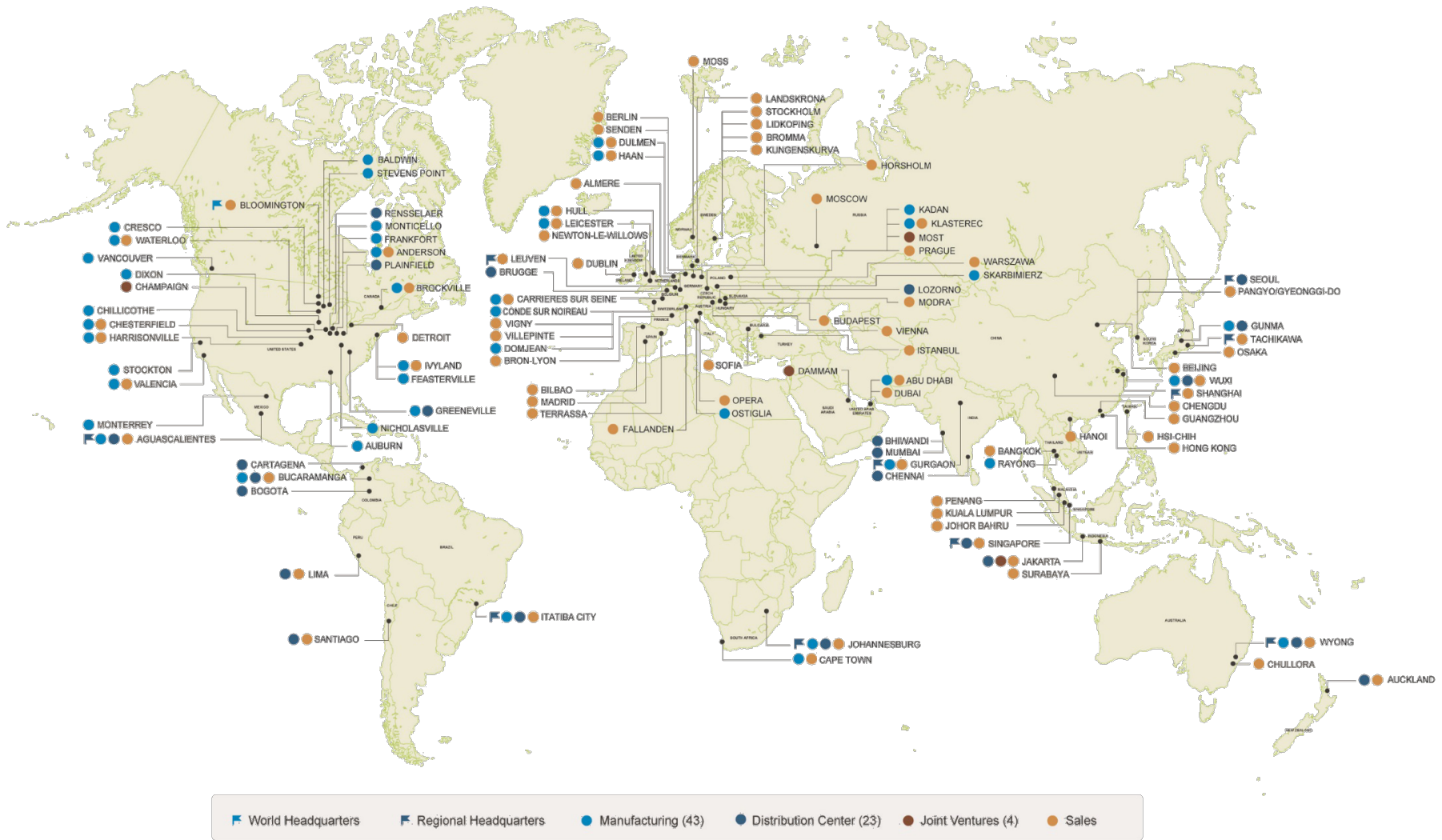


A Century of Filtration Innovation

In 1915, Frank Donaldson, Sr., invented the first effective air cleaner to protect a customer's farm tractor engine. Since then, we have remained the technology leader in our markets, using our innovative products to solve customers' filtration challenges.

Employees with a broad base of capabilities, education, backgrounds and perspectives are critical to our continued global leadership.

GLOBAL REACH



SOUTH AFRICAN SITE'S

Epping, Cape Town (Manufacturing)



Established in 1980

32 500m² Site

2 000m² Office

10 600m² Factory

Product Lines – Radial, Axial, Metal
Fabrication Lines

403 Employees

LMD, Johannesburg, (Distribution)



Established in 2007

32 868m² Site

750.53m² Office

6 588.68m² Warehouse

Distribution in South Africa and Africa

142 Employees

About Donaldson Distributor

H&F Hydraulics
South Africa



H&F Hydraulics
South Africa

COMPANY PROFILE

Filtration • Hydraulics • Mining Equipment • Parts • Trackless Mining • Mining Supplies • Engineering



VISION

Becoming the market leader, through correct conduct of ethics, honorable services and pro-active products. Not only becoming but also improving, as the sky is not the limit. Dreams are the visions of tomorrow and the missions of today. Without a dream there is no strive and therefore no success. Once you start moving forward you have already established the direction in which you are taking the "lead". You have to believe to be able to see.



MISSION

To provide the service our customers would expect, but not believe. To sell products that is trustworthy, well-structured, economical and sustainable. To determine and stay on top of the evolving needs of our customers. In short: not just providing ahead, but also thinking ahead, so nobody is left behind.

Integrity, may we never lose sight of where we came from or how we got to where we are. As the eye is the world's view to your soul, such it is your view to the sole of the world. It is not as what we do that counts, but rather how we do it. Our guidance - each one of us has equal importance in life.

PROMISE

- To remain loyal and committed to our customers.
- To keep our customers best interest as our first interest.
- To stay dedicated to our mission, our vision and our values.
- To be focused at all times on market trends and development.



H&F Hydraulics **COMPANY PROFILE**

About Donaldson Distributor

H&F Hydraulics
South Africa

H&F Hydraulics
South Africa

BRIEF HISTORY

A&M Spares was founded by Mr Mario Mendes in 1976 as a small motor parts and accessories supplier. Today A&M Spares have grown into market leaders in the motor parts supply industry and forms part of a group of companies.

In 1983 H&F Hydraulics was established and Hydraulic World followed a few years later.

Because each of the three companies in the group has their own expertise, we can offer you the very best in Motor Parts, Filtration Solutions, Hydraulics, Mining equipment and Trackless parts.

H&F Hydraulics is the official distributor and supplier for the North West and Limpopo provinces.



BUSINESS STRATEGY

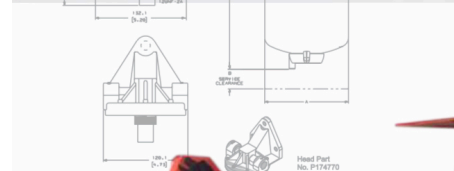
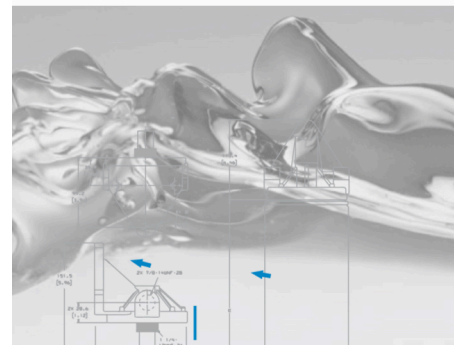
Our group of companies is a force to be reckoned with in the motor parts and filtration industry, primarily because we focus on the very essence of **QUALITY** and **RELIABILITY** at the **RIGHT PRICE**, coupled with **SERVICE EXCELLENCE**.

With more than 30 years of progressive experience, our team is able to provide clients with exceptional, unmatched service at all times.

Our competitive advantage in this field is operational excellence - the process by which we convert our skills and assets into a service. This allows us to deliver the highest levels of service whilst maintaining our cost competitiveness.

Being competitive in the market, we promise to serve our customers and continue the constant flow of professional service and advice at all times. We are confident in our ability to exceed expectations of market standards by providing, The right price - High quality - Widest range

H&F Hydraulics **COMPANY PROFILE**



SERVICES PROVIDED

A simple solution, this is a first in the trackless environment. The answer is one phone call. Bold, maybe, but not impossible.

We will provide you with not only the needed advice, but also will we deliver you the necessary product and if you require a service exchange it can be arranged (but, yes, only on certain items).

We resolve the problem, provide the parts and at no extra cost we personify a consultant.

H&F Hydraulics **COMPANY PROFILE**

About Donaldson Distributor



PARTS SUPPLIED

The following is a brief summary of part available:

- All parts on LHD's and Rigs
- Alternative Deutz Parts
- All pumps, valves and cylinders
- H-Frames and Buckets
- Consumables Products - Daily used constraints in kit forms for Artisans: Auto Electricians, Fitters and Electricians
- Bolts and Nuts



HEALTH, SAFETY AND ENVIRONMENTAL POLICY

We, are a diversified group of companies that supplies a wide range of products and services to the mining industries.

We are therefore committed to running effective management systems and employing preventative measures to minimize occupational health, safety and environmental risks.

The following are done:

- Identify, evaluate, reduce and control all Occupational Health, Safety and Environmental regulations.
- Ensure compliance with relevant Occupational Health, Safety and Environmental regulations.
- Develop remedial action and emergency response plans.
- Liaise with employees, regulatory authorities and all other interests and effected parties on a regular basis in order to promote constructive interaction in matters of common concern.



About Donaldson Distributor

H&F Hydraulics
South Africa



**Identify
Evaluate
Reduce
Control All**



Donaldson
FILTRATION SOLUTIONS



TIEFFE

TIEFFE is a major European manufacturer of fluid power hose fittings, with a wide range of articles and a warehouse fully stocked with ready-to-deliver items.

The bushing production is in keeping with all the international standards for hoses. Particular attention is given to the non-skive applications for braided hoses, to avoid hose skiving and to help speeding up the assembling operations.

The hose fittings production is designed to offer customers a complete range to fit all hose.

H&F Hydraulics **COMPANY PROFILE**

Donaldson
FILTRATION SOLUTIONS

About Donaldson Distributor



02 March 2015

Donaldson Filtration Systems (Pty) Ltd
Reg. No. 196509W16707
4 Lake Road, Longmeadow
Business Estate X8
Midderfontein
Gauteng 1609

PO Box 11548 **Tel: (011) 997 6000**
Randhart **Fax: (011) 608 0621**
1457 **www.donaldson.co.za**
South Africa **marketing.za@donaldson.com**

NORTH WEST REGION

Dear Sir or Madam

OFFICIAL DONALDSON DISTRIBUTOR

We hereby confirm that **H & F HYDRAULICS (PTY) LTD**, based in Rustenburg, is the official distributor for the Donaldson range of products within the confined areas as listed below:

- Brits (excl.)
- Koster (incl.)
- Botswana Border
- Thabazimbi (incl.)
- Maricana (incl.)
- Zeerust (incl.)
- Stockpoort
- Mokopane and Polokwane down to Marble Hall (Limpopo region)

Through this appointment **H & F HYDRAULICS (PTY) LTD** can offer the products with Donaldson technical and development support as well as the full Manufacturer's warrantee.

I trust this clarifies the Donaldson commitment to supporting our official distributor network in their territories.

Yours faithfully



Ian du Toit
General Manager: Commercial Division
Tel: 011 997-6029 Direct
Fax: 011 608-0021
Cell: 082 563-5059
E-mail: Ian.DuToit@Donaldson.com

R.M. Simpson NHDE (Mech) (Managing), G.E. Nieuwestad CA (SA), A. Wessels NHDE (Mech), M Borello BSc Eng (Mech),
W.J.V. Vermeersch (Belgium), J.F. Shaw (USA)



H&F Hydraulics
South Africa

H & F Hydraulics

Reg no.: 1983/007705/07
VAT no.: 4140114242

RUSTENBURG

Tel: (014) 596 6463 / 6313
Fax: (014) 596 6395
Email: sales@hfhydraulics.co.za

THABAZIMBI

Tel: 014 772 1183
Fax: 014 777 1382
Email: sales@hfhydraulics.co.za

MOKOPANE

Tel: 015 491 1614
Fax: 015 491 6374
Email: sales@hfhydraulics.co.za

www.hfhydraulics.co.za

WE'RE YOUR TECHNICAL PARTNER

- Whatever the filtration issue – Donaldson has 100+ years experience solving.
- Coverage for a tone of different markets and industries so you don't have to stock a bunch of brands of filters



FILTRATION PRODUCTS FOR EVERY PHASE OF MINING

Donaldson delivers the most comprehensive line of filtration solutions for above and below ground mining, processing and distribution.

Filters That Move the Earth.

Donaldson delivers increased engine and equipment protection, extended service intervals, reduced downtime and increased operating efficiency. It all adds up to maximizing your uptime across your entire operation with filtration solutions from Donaldson.

Processing Plant

Face Shovel

Drag Line

Haul Truck

Bucket Loader

Surface Mining

- Air cleaners and filters
- Lube, fuel and coolant filters
- Transmission and power steering filters
- Bulk fuel and lubricant filters
- Hydraulic housings and filters
- Compressed air and gas filtration
- Full line of replacement parts and accessories

Processing, Refining and Distribution

- Process liquid filtration
- Industrial replacement service parts
- Mobile and stationary on-compressor system filtration
- Air, lube and fuel filtration for diesel engines
- Bulk fuel and lubricant filtration
- Power generation filtration
- Bearing lube filtration
- Full line of replacement parts and accessories

Rail or Road Transportation

Processing Plant

Power Generation

Transfer House

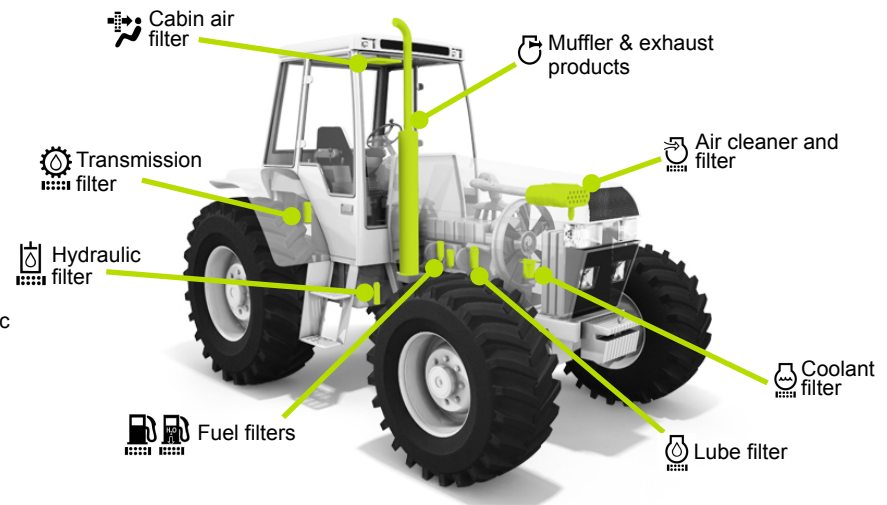
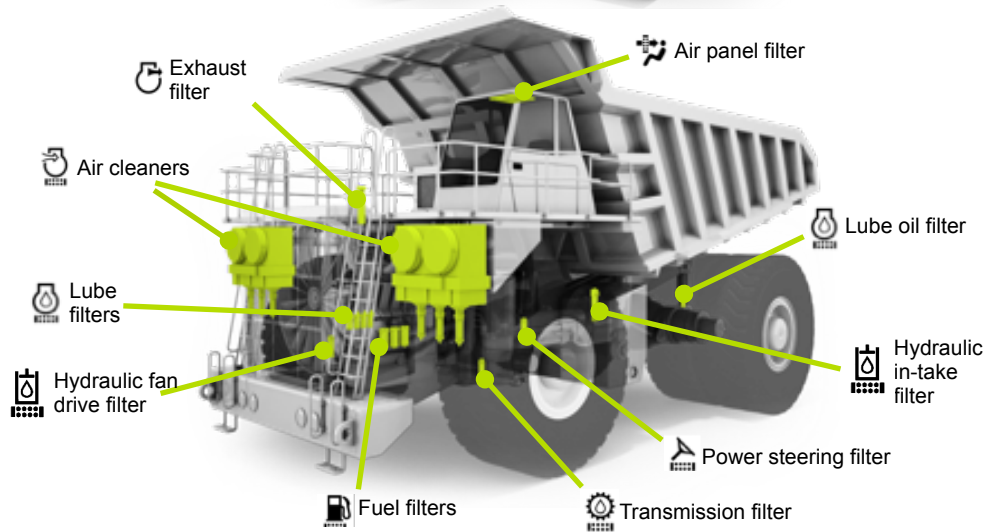
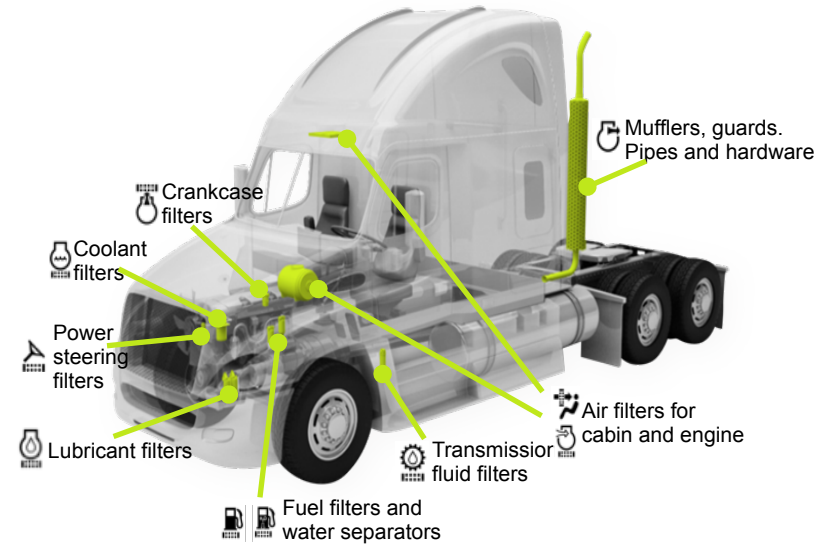
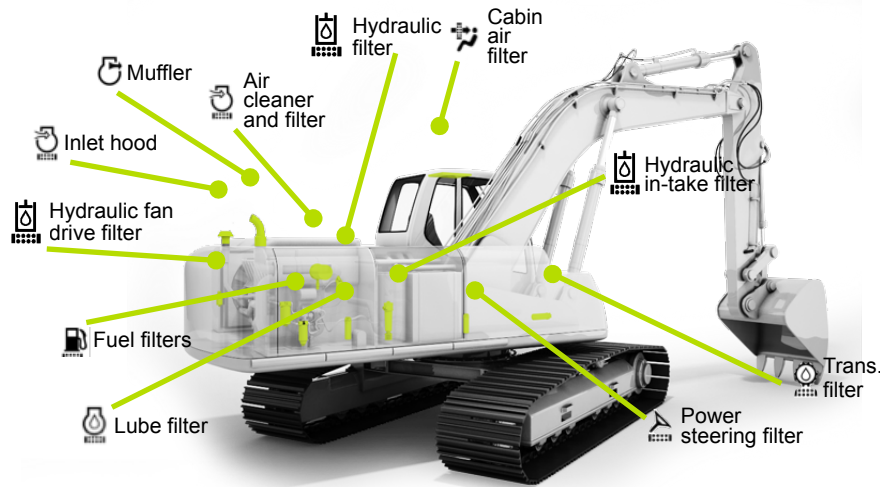
Conveyor

Continuous Miner

Underground Mining

- Industrial and mobile hydraulic filtration
- High temperature exhaust filtration
- Gearbox filtration
- Air, lube and fuel filtration for diesel engines
- Full line of replacement parts and accessories

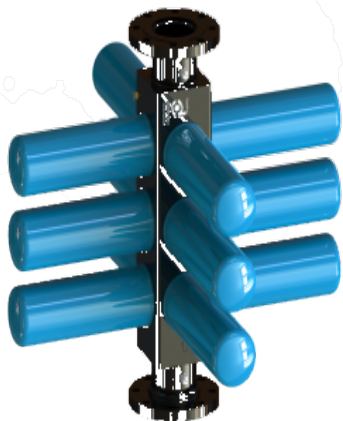
DONALDSON FOR EVERY APPLICATION



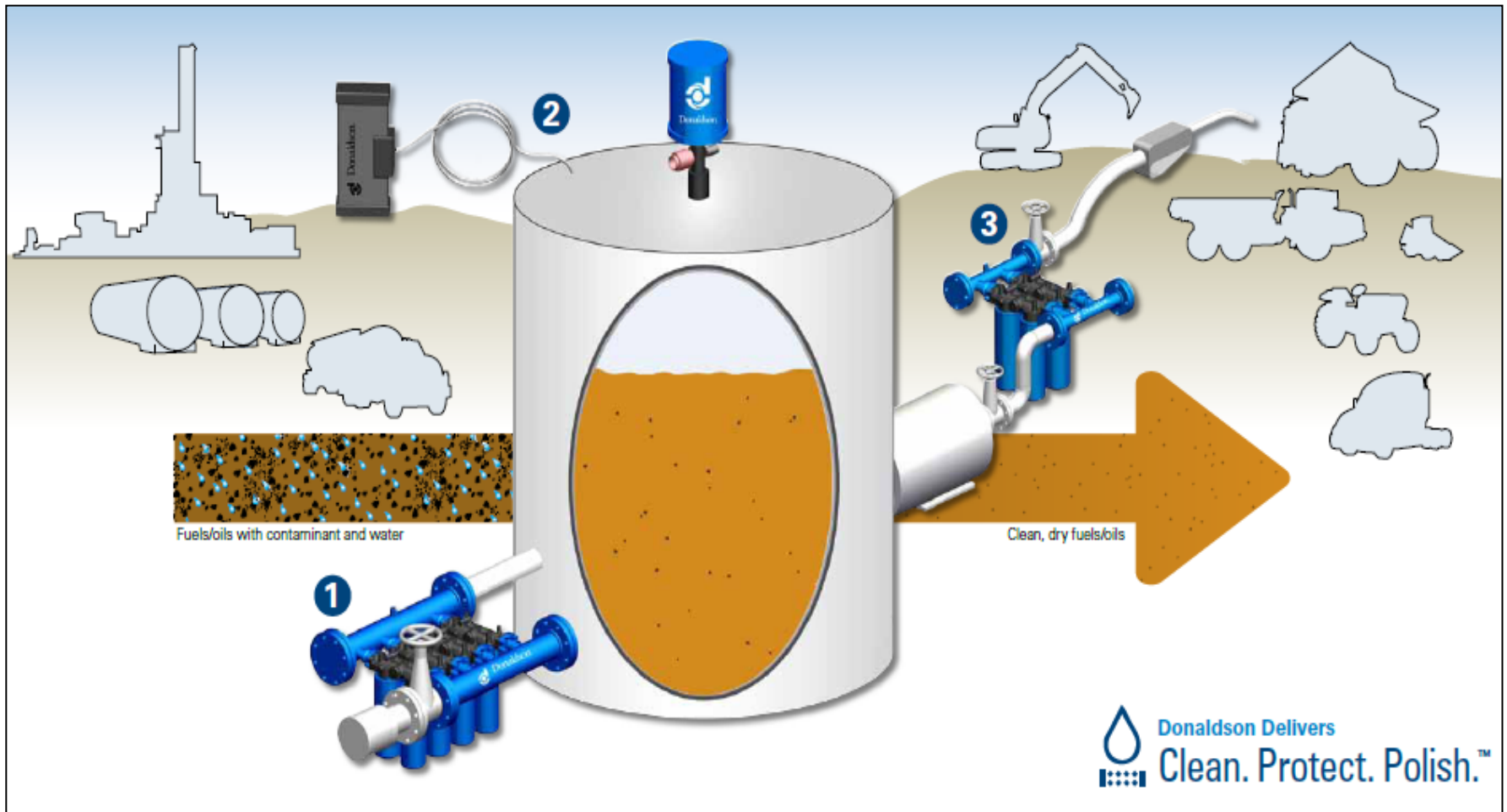
CLEAN FUEL & LUBRICANT SOLUTIONS



The screenshot shows the Donaldson Filtration Solutions website. The header includes the company logo and a navigation menu with links: CLEAN DIESEL, PROBLEMS, SOLUTIONS, CASE STUDIES, RESOURCES, NEWS & EVENTS, and CONTACT US. A search bar is located in the top right corner. The main banner features the text "MyCleanDIESEL.com" and "Be confident in your fuel". Below this, a paragraph states: "Clean, dry diesel is more important today than ever before. Without it, your operations are susceptible to unplanned downtime and increased costs. Is dirty diesel preventing you from achieving your goals?". A green button with the text "GET A CLEAN SOLUTION >" is positioned at the bottom of the banner. The background of the banner shows a large white storage tank with the number "6" on it.



CLEAN FUEL & LUBRICANT SOLUTIONS



GLOBAL ACQUISITION: HY-PRO FILTRATION

HY-PRO



**Fluid Contamination
Under Control
with Innovative
Products, Support
and Solutions.**

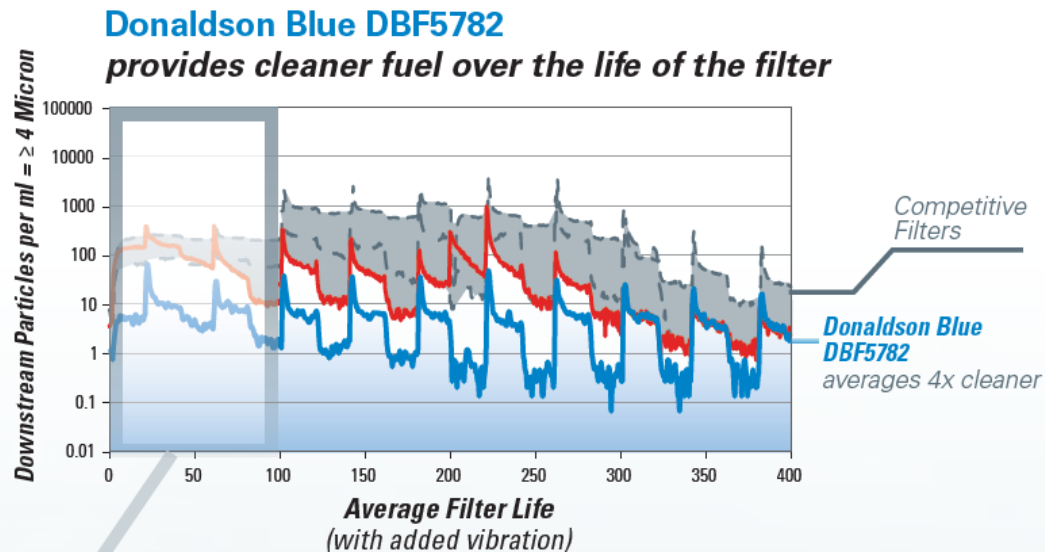
WHY PARTNER WITH DONALDSON?

START TO FINISH

4x cleaner fuel
THAN THE BEST COMPETITIVE FILTER

Donaldson Blue DBF5782 averages
4x lower particle concentration than
the competition's best product.

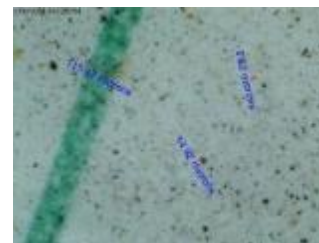
*Particle retention was tested under SAE J1985 single-pass
test standards with added vibration and increased particulate
concentration. Test conducted March – April 2013 with a
sample size of six filters per manufacturer.*



**EXCEEDING OEM
INJECTOR SPEC**

ISO 22 / 20 / 17

ISO 11 / 8 / 2



Typical diesel
storage tank
cleanliness



Donaldson
filtered fuel

WHY PARTNER WITH DONALDSON?

Benefits of Donaldson over competitors:

- > Synteq® Media
- > Up to 10x More Efficient
- > DCI 33% Lower Restriction
- > 56% higher capacity

OTHERS MAY HAVE CAUGHT ON
– **But They STILL Haven't Caught Up**

**Donaldson full flow lube is
10X more efficient but not 10X
the price**

DCI engineered media has
the best balance of life and
efficiency



Donaldson Delivers

Full-Flow Lube Oil Filters
for Cummins® X15 / ISX Engines

10x more efficient



WHY PARTNER WITH DONALDSON?



Donaldson Blue® Air Filters
with Ultra-Web® Nanofiber Technology
for Off-road Applications

Donaldson Blue® filters offer Twice the Distance Guarantee for on-highway fleets



Donaldson Blue® air filters — made using Donaldson's advanced Ultra-Web® nanofiber technology — are guaranteed to last twice as long as conventional cellulose filters, making them the best choice to reduce maintenance cost and increase uptime for on-highway trucks (see back page for Twice the Distance Guarantee). In addition, Donaldson Blue air filters protect engines and help them last longer by providing better initial and overall efficiency compared to conventional cellulose media.

WE RAISED THE STANDARD
IN FILTER PERFORMANCE.

**SAY HELLO TO
DONALDSON
BLUE.**

Donaldson.
BLUE®

Nanofibers make a BIG difference

As shown below, Ultra-Web nanofiber technology causes submicron contaminant to load on the surface of the media, which promotes lower restriction and longer filter life.

Up to 99.99%
Filtration Efficiency
0.1 gram dust

99.9%
Filtration Efficiency
1 gram dust

99.0%
Filtration Efficiency
10 grams dust



WHY PARTNER WITH DONALDSON?



51,000 REASONS
TO KEEP MOVING WITH DONALDSON FILTERS



51,000 HOURS IN USE  **6 YEARS** OF CONTINUOUS WORK*


WITHOUT ENGINE REPLACEMENT OR OVERHAUL

*This equipment customer operates in the petroleum refining application in a large refinery. Results may vary depending upon application and environmental conditions.

COSTS DOWN

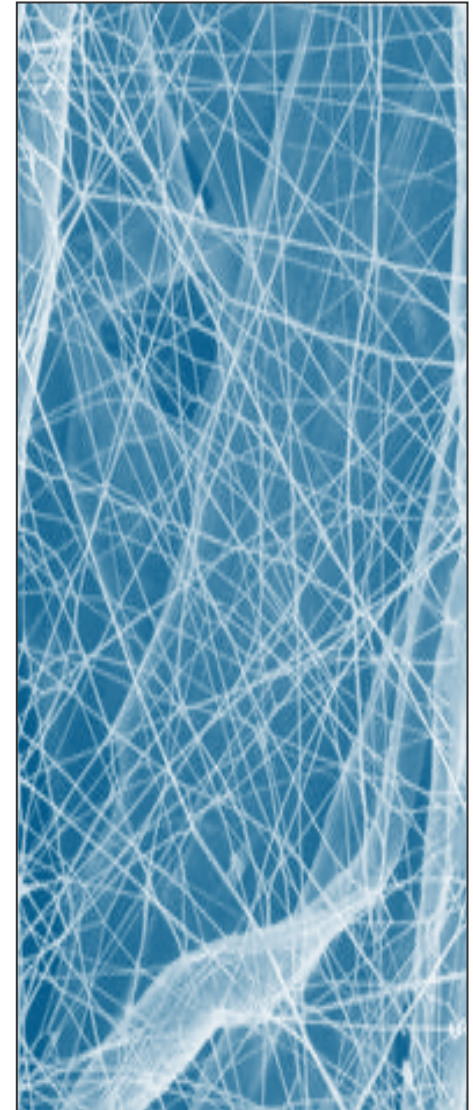


EFFICIENCY UP

4000 SERIES DETROIT DIESEL ENGINE  **9 YEARS** NO DOWNTIME ONLY SCHEDULED MAINTENANCE* 



*This equipment customer operates in the petroleum refining application in a large refinery. Results may vary depending upon application and environmental conditions.



WHY PARTNER WITH DONALDSON?



Blue media Oil filter
trial done on a CAT
745 Haul truck

**300% TCO on
Filtration Saving**

250Hr Change out
Cost R 189.21 each
Cost per Hr/R 0.75
on Oil Filtration

1'177Hr Change out
Cost R 300.22 each
Cost per Hr/R 0.25
on Oil Filtration



WHY PARTNER WITH DONALDSON?



P551808
ISO:
22/21/19

Improved
Cleanliness
Levels



DBL7405
ISO:
18/15/11



Filtration Enhancement:
Result – Entire Grader Fleet
Using The Blue Synteq Range
Of Filters





THANK YOU


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