



# ESS EQUIPMENT KENYA

EXPERIENCE THE SUPPORT

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COMPANY PROFILE | KENYA



# ESS EQUIPMENT KENYA

EXPERIENCE THE SUPPORT

The story of Kanthu N'khama is an African folklore tale about a small bird that flies into a dark forest and overcomes challenges to emerge wiser and more resilient. It is the story of how 'Hard work pays off' and is the inspiration behind Kanu Equipment. Launched in 2012, Kanu Equipment and its hummingbird logo stands for the 800 men and women across Africa who live by the founding values of integrity, flexibility, continuous improvement and exceptional customer support.



# OUR VISION



At Kanu Equipment we pride ourselves on our ability to provide top-of-the-range machinery, world-class maintenance teams and high spare part availability across 17 countries in Africa.

**OUR VISION - To be the Most Supportive Dealership on the African Continent.**

**OUR MISSION -** We aim to reduce the cost of operations on the continent by providing innovative solutions, timeous on-site technical support and access to a wide range of genuine OEM spare parts.

Our entrenched relationships with **Liebherr, Bell, CASE CE (Construction), McCloskey, Superior** and **Kemach Forklifts**, and our competent, highly skilled service technicians puts us in the prime position to offer the very best customer service and support with minimal machine downtime, maximum output and a positive ROI.

Our vast experience in underground and open cast mining affords us the utmost confidence to support any operation in the toughest of African climates and territories.

Our facilities are professionally staffed and well-equipped to support you when and where it matters most.

A handwritten signature in black ink, appearing to be 'S. Smithyman', written over a horizontal line.

STEPHEN SMITHYMAN  
Group CEO



STEPHEN SMITHYMAN  
Group CEO

# OUR VALUES



We will not compromise our values, ethics, integrity, passion or professionalism in our dealings with all stakeholders.



## ACCOUNTABILITY

We are involved, responsible and dedicated to our organisation, its investors and our customers.



## INTEGRITY

We are committed to being honourable and disciplined.



## COURAGE

We are bold, always striving to believe in bigger and better achievements.



## INNOVATION

We are determined to find the best available solutions to solve problems quickly and effectively.



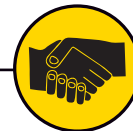
## SUPPORT

We are in the industry of service and know that our primary focus on offering the very best levels of support is what sets us apart from our competitors.



## LEADERSHIP

We endeavour to work smartly, always finding ways to improve our service offering, to do more – faster.



## PARTNERSHIP

We try to find common ground in all our interactions, as we all like to work with people that we can relate to.



## COMMITMENT

We are deadline-driven to achieve maximum productivity on all levels.

# OUR RAPID EXPANSION

Kanu Equipment began its work in 2012 and the company's reputation of providing strong customer support and reliable equipment and spares is expanding into Africa and even further across the globe.

 **2012**

Kanu Equipment was founded in the CONGO with the purchase of a much sought-after LIEBHERR DOZER, the first of its kind in central Africa.

 **2013**

Dealership rights for LIEBHERR EARTHMOVING and MOBILE CRANES and BELL were awarded.

 **2014**

Opened the IVORY COAST and GHANA dealerships.

 **2015**

Branched into SIERRA LEONE, LIBERIA and CAMEROON and adopted the WIRTGEN and TIGERCAT brands.

 **2016**

Took ownership of the BOTSWANA dealership and claimed a 50% stake in the ZIMBABWE branches.

 **2017**

Expanded into KENYA and TANZANIA and adopted the CASE IH and CASE CE brands in certain territories.

 **2018**

Took ownership of the NAMIBIA dealership and opened in the DRC.

 **2019**

Adopted the MANITOU brand in Botswana and NORMET brand in certain territories.

 **2020**

COVID OUTBREAK didn't break the Kanu spirit and we continued strong throughout the pandemic so our customers could "Experience The Support"

 **2021**

Expanded into UGANDA and RWANDA

 **2022**

Kanu Equipment turns 10 years old - and going strong

 **2023**

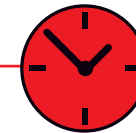
Acquisition of KEMACH EQUIPMENT South Africa. Adopted the MCCLOSKEY, BOMAG and KEMACH FORKLIFTS brands in certain territories and NEW HOLLAND\* (South Africa ONLY). Expanded into ZAMBIA.

 **2024**

Adopted the SUPERIOR brand in certain territories. Expanded into MALI.

 **2025**

Adopted the HYUNDAI brand in Zambia ONLY. Adopted the MACLEAN & DRILLCUBE brands.



## 2026 & BEYOND

With our continual support and hard work in earning our OEM's and Customer's trust, there are no limits to where Kanu Equipment can go from this point on - The Bird has spread it's wings and there is no stopping it now.

***OUR VISION "To be the Most Supportive Dealership on the African Continent" is currently being realised.***



# OUR KEY NUMBERS



Kanu Equipment has **800 EMPLOYEES** who are dedicated in providing timeous SERVICE DELIVERY and superior CUSTOMER SUPPORT.



**80%** Aftermarket Parts Market needs fulfillment

**80%** fulfillment of Market Equipment needs

**85%** on time parts delivery



presence in

**17 COUNTRIES**

across Africa



**1 FOCUSED** mindset



**3 TRAINING CENTRES** (regional)



**+80M \$** invested



**10 WORLD-CLASS MINES** supported



**25 WORKSHOPS** across the group



more than **170** qualified **TECHNICIANS**



**2140 FLEET** (active)  
**300 MODELS** (various)



## FOCUS AREAS



Access to Finance with Best Interest and Payment Terms



OEM & Aftermarket Spares



Dedicated Technical Teams

# OUR NETWORK & TEAMS



Kanu Equipment has expanded into **17 COUNTRIES**, organised as regional teams, supported by Finance in Mauritius and Sales in Europe.

Our teams are dedicated to performance delivery and service excellence at its best. We live true to our motto “EXPERIENCE THE SUPPORT” which resonates from the CEO throughout the organisation.



# OUR SERVICE & SUPPORT PROMISE



We at ESS Equipment Kenya are dedicated to the supply of competitively priced spare parts and maintenance support to offer our customers an advantageous extension to their business operations. We guarantee 24/7 support with a maximum 48hr delivery promise on top-line stock items held in country.

We hold local in-house OEM product and technical training, and apprenticeship programmes.

We offer:



**STRONG OEM PARTNERSHIPS**



**LOCAL UPSKILLING PROGRAMMES**



**SKILLED ON-SITE SUPPORT**



**ON-SITE SPARES AVAILABILITY**



**REAL-TIME EQUIPMENT MONITORING**



**OPERATOR SUPERVISION**



**IMMEDIATE RESPONSE**



**STREAMLINED LOGISTICS**

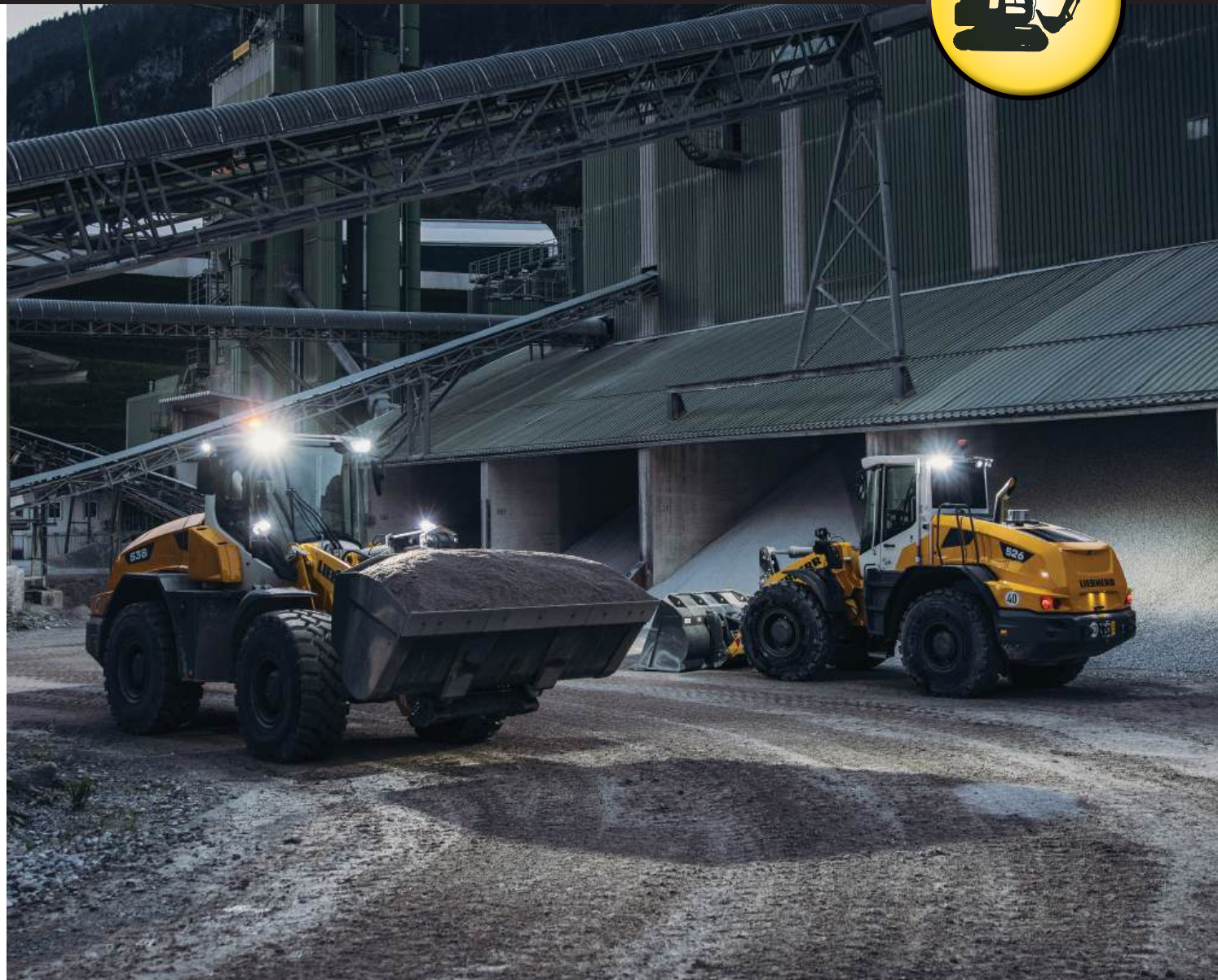


## EARTHMOVING/CONSTRUCTION

In the area of earthmoving, **LIEBHERR** offers an extensive program of hydraulic excavators and duty cycle crawler excavators, crawler tractors and wheel loaders. Highest quality standards are achieved by in-house production of main components.

These components include, for example, the drive and control technology systems comprising of diesel engines, hydraulics and gearboxes.

A full international service network ensures qualified customer services at every operational site along with the supply of original spare parts.





## MINING/CONSTRUCTION

While reliability has become synonymous with **BELL**, the main reason that they're the best ADT sellers in the industry is that they simply deliver the lowest cost per ton. The flagship B50E and B60E ADT has been specifically designed for mining and, together with an ideally-matched Excavator, strengthens **BELL'S** product offering and support to this sector.

Their comprehensive range also includes; Low Profile ADT's (for underground mining), Motor Graders, Articulated Haulers and Tracked Carriers.

**BELL'S** flexibility, technical know-how and 50 years of providing tailor made, innovative solutions and support ensures absolute peace of mind, not to mention the performance leadership, safety, ease of operation and fuel efficiency of their wide equipment range.





## AGRICULTURE

**BELL** was born into the sugar industry and our agricultural equipment range remains an integral part of our business. Our focus is to provide innovative agriculture machinery that contributes to pioneering solutions for the agricultural markets.

## FORESTRY

**BELL** Equipment's presence in the forestry sector dates back to the 1960s when the **BELL** Tri-Wheeler was adapted as a versatile Logger by fitting a robust timber grab.





## CONSTRUCTION

**CASE CONSTRUCTION** Equipment is built on the principle that simple is better. Our equipment is an evolution of fine-tuned products designed to solve real world challenges. Every customer experience begins and ends with support from people at a company with a heritage of strong values and steeped in more than 175 years of knowledge.

As your business grows ever more complex and competitive, we're here to provide you with versatile, productive machines and reliable support so that you can spend time on what matters most – running your business. To us, Experts for the Real World is more than a slogan – it's our rallying cry. It's why customers count on **CASE CONSTRUCTION**.





## CRUSHING/SCREENING

**McCLOSKEY** International leads the screening and crushing industry with a complete line of mobile equipment including: crushers, screeners, trommels, stackers/conveyors and washing systems. Built with power and durability the products are deployed to a wide range of industries which include compost screening, aggregates processing, waste recycling, construction & demolition, landscaping and wood recycling.

Since the company's inception in 1986, **McCLOSKEY** International has been a pioneer in design and innovation, with patents granted on many of its designs, including radial stockpiling conveyors and the lift-axle mechanism for maximum stockpiling flexibility.

**McCLOSKEY** trommels high production rates, versatility, ease of use and unrivalled strength has ensured the popularity with top soil producers, contractors and landscape supply operators.





- CRUSHING • VIBRATORY • SCREENING • CONVEYING • WASHING
- FUSION MODULAR PLATFORMS • CONSTRUCTION MANAGEMENT
- PORTABLE PLANTS • SHIP LOADING CONVEYORS • CONVEYOR PARTS



## BULK MATERIAL PROCESSING/ HANDLING

**SUPERIOR INDUSTRIES** provides equipment options that include both movable/portable units and stationary units, to suit different operational needs.

- **Mobile / Portable Machines**

They offer mobile screening plants (portable vibratory plants) that can be moved from site to site.

They also produce mobile conveyors such as the RazerLink® Mobile Conveyor with tracks or tires, capable of relocating on site.

They have developed mobile ship-loading conveyors that include truck unloading capability – i.e. multi-purpose mobile systems.

- **Static / Stationary Machines**

In their conveying equipment portfolio, they list stationary conveyors (stationary truck unloaders, in-plant conveyors, stationary stacking conveyors) in addition to mobile conveyors.

They also design static screening machines (e.g. horizontal / inclined screens) used in fixed installations (“static producers”) and have made design enhancements for static applications.





## MATERIAL HANDLING

The **KEMACH FORKLIFTS** range, in partnership with Anhui HELI CO., LTD, will complement our existing quality earthmoving products. The range offers customers a South African forklift warranty first – a five years/12,000hr warranty on the complete machine, and not just on certain parts of the machine.

Anhui HELI CO., LTD is the biggest forklift manufacturer in China and complies with all European standards as well as being ISO approved.

The **KEMACH FORKLIFTS** range has Japanese engines, Anhui HELI CO., LTD built ZF transmissions and robotically manufactured chassis, ensuring premium brand quality at very competitive pricing for the materials handling markets.





# REPLACEMENT PARTS



From humble beginnings in 1980, **COSTEX TRACTOR PARTS (CTP)** has grown into a global leader in heavy equipment replacement parts, serving over 150 countries with the same dedication that shaped our early days. What started as a bold vision and a passion for quality has evolved into a company that continuously sets new industry standards, staying true to our motto: “Quality with Value Guaranteed™.”

Throughout the decades, they have expanded their facilities, optimized their operations, and embraced new technologies to better serve their customers. From opening their state-of-the-art headquarters to introducing cutting-edge product lines, every milestone reflects their relentless pursuit of excellence and innovation.





**EXPERIENCE THE SUPPORT**

with  
**KENYA**

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Nairobi

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*The images shown are for illustration purposes only and may not be an exact representation of the product ordered and supplied. E&OE.*



[www.kanuequipment.com](http://www.kanuequipment.com)