

Successful delivery and happy customer! Duane van Zyl (Cabletech Marketing's technical sales representative) with Richard Brady, owner of ISA Components with the FIRST of the new Mars IIS series injection moulding machines to be delivered in SA



# New Mars IIS series *latest addition to Haitian family*

*Cabletech Marketing installs nine Mars IIS series injection moulding machines in 6 months*

CABLETECH Marketing had a very successful year; even with the currency instability. Their payment terms and the partnerships with financial service providers made investing in injection moulding and extrusion equipment an easy choice and a much smoother process for their customers, according to Pierre Jurgens, MD of Cabletech Marketing.

"We ended 2018 on a Haitian high!" he says.

Haitian International is one of the largest manufacturers of injection moulding machinery. Its Mars series has been on the market for more than 10 years and has created a legendary record in the industry with over 230 000 Mars units delivered worldwide.

The new Mars IIS series was introduced at Chinaplas 2018 and only released for the export market in July 2018. Cabletech Marketing has installed over 60 Mars II series in the past two years and since its launch in July, has installed nine Mars IIS series injection moulding machines.

The new IIS series provides next

generation, optimised core technology which incorporates a high-efficiency injection unit, high-precision control, high-standard drive system and a durable clamping system; all guaranteed to give even greater quality and efficiency of production.

Changes from Mars II include the screws and cylinders with an upgraded design (shorter screws, longer screw tips). There are also important upgrades in the system pressure and injection unit. In

addition, the oil tanks on the MA IIS have been downsized to lower the consumption costs and increase eco-friendliness. The plug & play version for 70% of all standard applications is available in clamping forces from 600 up to 10 000 kN.

Cabletech offers a full turnkey solution, specialising in extrusion, recycling, injection moulding, blow moulding, robots, and ancillaries. With various largescale extrusion and injection moulding projects on the horizon, Cabletech Marketing will start 2019 with a bang.

*"We ended 2018 on a Haitian high!" says Pierre Jurgens, MD of Cabletech Marketing.*



Top view of one of ISA's warehouses where some of the Haitian machines are grouped

**Haitian Mars IIS series commissioned at ISA Components**

Cabletech Marketing recently commissioned one of the new 320-ton Haitian Mars IIS series injection moulding machines at ISA Components in Midrand, near Johannesburg.

“After spending a great deal of time researching all the different brands available on the market as well as considering new versus second-hand machines, we eventually decided to buy and import new equipment. We settled on the Haitian and Shini range of products and have been very happy with our decision. Plus the after sales service we receive from the agents, Cabletech Marketing, has been excellent so far,” says Richard Brady of ISA Components.

“The rigging, installation and

commissioning was all done within a week and since then the machine has been running perfectly. We still need to learn and understand all the new added features of this machine, but so far we are very impressed with the improvements, especially the easy of maintenance and the cost of operating,” comments Brady.

ISA Components was established in 2002 to supply quality components to the office chair and desk manufacturing industry and have gained respect in the office furniture industry.

Initially, the majority of our products were imported from selected and approved manufacturers in the Far East, as well as sourcing certain stock items from local SA manufactures, Brady explains.

“We also invested in a number of

our own moulds that we placed with local plastic injection moulding companies.

However, over the past 18 months we have taken the decision to set up our own in-house plastic manufacturing plant.

“This has obviously been a big decision for us as we had to invest a large amount of capital into the business to import the necessary machines, as well as all the accessories needed to run the plant efficiently,” says Brady.

“However, despite the cost and all the time that has been spent on setting up the plant, the effort has been worthwhile and we are very proud of the what we have been able to achieve,” he adds.

Brady comments that the investment has also provided ISA Components with an excellent ROI on capital and that the company is now able to use its warehouse space more effectively and are receiving more productivity from its staff, vehicles and distribution channels. The company is now also able to purchase its raw materials (both nylon and polyprop) in bulk and at better prices.



*Cabletech Marketing grows from strength to strength! 2018 brought exciting changes at Cabletech Marketing, starting with the move to a new home! It was clear that Cabletech's rented premises were bursting at the seams and becoming much too small to accommodate Cabletech's growth as it performed better than ever, In May 2018, Cabletech bought their new home in the Lanseria Corporate Estate. The move was met with great enthusiasm and it was a smooth transition. The location of Cabletech's new home is ideal and the wonderful branding on the outside of the building, as well as the fleet of branded vehicles, cannot be missed. The building boasts large spacious offices and a huge warehouse, housing all Cabletech's stock, which includes Shini and Haitian machinery, as well as various spare parts*

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