



/ Q4 Marketing Wave 2018

BRINGING THE BEST TO YOU

INNOVATIONS
FOR YOUR
JOBSITE

HEALTH & SAFETY

How Important
It Is & How
Hilti Can Help

OUR FORERUNNER PRODUCTS

TE 2000-AVR
TE 3-M



INSERTS!
& MORE

* WANT BUSINESS OPTIMIZATION?

Tool Park Management
Is Your Answer!

PLUS

Stay On
Path With

 **ON!Track**

www.hilti.co.za /

Connect
with us



OPTIMISE YOUR BUSINESS AND ENHANCE YOUR PRODUCTIVITY

Hilti Tool Park Management

We understand that as your business develops your tool park has to develop with you, which can often result in ad-hoc tool purchases to get the job done.

The good news is, you've got a large range of plant. The bad news? This could be costing you more than you think.

Our research shows that inefficiencies in processes and unplanned costs can amount up to 25%* of the overall cost on a project, which could have a negative impact on your business and its profitability. That's all before you even consider Health and Safety and all the strict regulations you need to meet.

With 75 years' experience in the industry, we know tool purchase costs can be just a fraction of the real cost of the tool over its lifetime. But there are ways to reduce and even eliminate these hidden costs – the first step is to shine a light on them.



The purchase price of your tool is just the tip of the iceberg.

PURCHASE PRICE

REPAIR COSTS

ADMIN COSTS

BATTERY REPLACEMENT

COST OF CAPITAL

THEFT



Hidden costs of your business.

WE HAVE A SOLUTION

With Hilti Tool Park Optimisation, a Hilti Service Consultant will visit you at a location of your choice to assess your current tool park.

We assess the number of tools you have on-site, in your vehicles and at the warehouse.

We explore some of your tools' hidden costs which are caused by repairs, administration and downtime.

We suggest the optimal type and number of tools for your specific applications resulting in a more productive, cost-effective operation that meets the highest safety standards. We can also advise on the optimal way to manage your tool park.

Identifying inefficiency is the first step towards reducing hidden costs. By bringing transparency into the everyday processes of your business you can gain sight of the hidden issues and develop solutions to eliminate them, allowing you to complete your projects faster, at a lower cost.



*Sources
Five Ways to Improve Productivity at the Construction Site (M.P. Rollage, 2002)
Think Formwork – Reduce costs (R.H. Lab Jr, 2007)



TOOL PARK MANAGEMENT



An optimized tool park, tailored to your needs



Free repairs for the duration of the contract, also covering accidental damage



Loan tools, for when your tools are in repair



Flexible contract lengths



Unmatched performance, with tools always ready for use

FACTS AND FIGURES:
HOW MUCH IS IT
COSTING YOUR
BUSINESS?

200 DAYS

On average, customer's tools spend 200 days in repair every month.

32,000 ZAR

On average, customer spend ZAR32,000 a year on tool repairs.

25 %

Inefficiencies in processes and unplanned cost account for average increases in project costs of 25%.

Find more about Tool Park Management, its advantages by visiting www.hilti.co.za

www.hilti.co.za

WITH TRANSPARENCY COMES EFFICIENCY.

ON!Track asset management

One of the major challenges facing the construction industry is keeping track of plant and materials, especially for contractors who operate across multiple sites and locations.

Sound familiar? Hilti has a professional solution for managing all of your assets. regardless of manufacturer.

WHY ON!TRACK?

Where's the concrete mixer? How long will the diamond coring tool be needed at the main site? When does it need to be serviced?

It takes time and energy to get the answers you need to routine questions. There's also a lot at stake, because longer search times can mean additional costs. And if work cannot be completed without a certain tool, the original timetable might be put at risk.

WHAT IS ON!TRACK?

Hilti ON!Track is the professional solution for managing your plant and materials as well as driving health and safety in your organisation.

HOW ON!TRACK WORKS

Import and enter data

- Upload data from existing files
- Enter data for assets, employees and locations
- Use of templates

Transfer and assign assets

- Transfer assets to/from warehouses, jobsites and vehicles
- Confirm delivery of assets
- Assign assets to individual employees
- Define return dates and trigger reminders
- Track asset transfer history

Manage asset inventory

- Search for assets
- View assets by asset group, location or responsible employee
- View asset status
- Check inventory using a scanner or your smartphone

Manage repair and inspections

- Trigger alerts for proactive maintenance and safety management
- Track maintenance and inspection history
- Upload asset certificates and maintenance documents
- Manage employee certificates

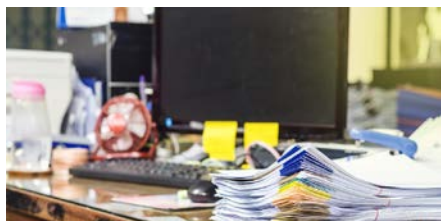
Analyze and export data

- Create reports based on flexible criteria
- Analyze utilization and productivity of your assets
- Export your data





TWO DIFFERENT WORLDS – BEFORE ON!TRACK AND WITH ON!TRACK



Before ON!Track

- **Time-consuming equipment management:** Equipment is tediously tracked with notes, lists or maps
- **Lack of transparency:** Employees have no reliable information on the location, use or condition of the equipment
- **High costs:** Companies lose money on deadlines due to missing tools and other assets, or hiring/purchasing additional unneeded equipment



With ON!Track

- **Increased productivity:** Equipment is managed transparently and is easy to find
- **Optimised processes:** Equipment is managed effectively and conveniently thanks to user-friendly software and modern hardware
- **Improved health and safety:** Employees are able to keep track of required certificates and maintenance



Find more about On!Track
and its features, advantages by visiting
www.hilti.co.za

FACTS AND FIGURES:
HOW MUCH IS ASSET
MANAGEMENT
COSTING YOU?

90_{HRS}

PER MONTH

are spent by companies searching for assets
across jobsites.

R9_K

ON AVERAGE

Six assets are lost every month, potentially
adding up to R108,000 a year.

65%

OF CUSTOMERS

having trouble managing certification and
monitoring due dates.

IMPACTFUL HEALTH & SAFETY TRAININGS

Trainings, seminars, and certification by Hilti

We help make construction sites safer and more productive through our exclusive health and safety construction services.

Preserve well being and the safety of your employees by offering them customized trainings and certification given by our experts.

Hilti provides specific seminars and workshops for appropriate, day to day procedures and safety guidelines to follow. Ensuring the well-being of all your employees and creating operational awareness, on and off the jobsite.

INTERNATIONAL HEALTH AND SAFETY STANDARDS FOR CONSTRUCTION

Health and safety is very important to us at Hilti. We design our technologies to keep our customers safe as well as productive. But we are also convinced that international standards for health and safety are needed for construction industries worldwide.

That is why we are working with our customers, partners and leading trade bodies and businesses to build common guidelines and goals.

We have joined ENCORD, which is a wide network of European construction companies, researchers and developers and a great platform to discuss and launch new ways of keeping construction sites safe. We've also established the HSE Manager Conference, which is a shared platform for the construction industry, where we can share experiences, best practices and talk through the needs of our customers.



SAFETY FIRST BECAUSE SAFETY INSPIRES PRODUCTIVITY.

Our corporate purpose “We passionately create enthusiastic customers and build a better future!” is the foundation of our approach and confirms that we take health, safety and the environment very seriously. As a consequence, health protection and the prevention of accidents and injuries at work have been Hilti's guiding principles for many years.

HEALTH, SAFETY & ENVIRONMENT

Although many manufacturers focus on reducing tool vibration, we believe that health, safety and the environment need to be examined as a whole. Therefore, we provide solutions that take into account all significant aspects to health and safety, as well as productivity and energy efficiency on the jobsite, including vibration, dust, noise and working at height.



IN-DEPTH UNDERSTANDING OF YOUR NEEDS

We place great value on our closeness to our customers. Members of the Hilti salesforce are in direct contact with customers every day. With the in-depth understanding of applications gained directly on construction sites and the technical product expertise, our people are in a position to provide tailor-made training and advice in all matters relating to health, safety and the environment in the relevant field.



Find more about Health and Safety
Trainings by visiting
www.hilti.co.za

www.hilti.co.za

POWER AND PERFORMANCE WITHOUT THE WEIGHT

TE 2000-AVR Demolition Hammer

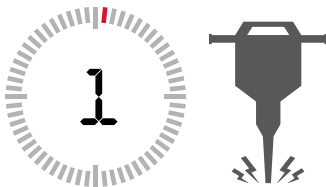
The TE 2000-AVR is the perfect blend of power, ergonomics, and weight. Weighing in at 15kg, it is easy to maneuver and transport throughout the jobsite, and is ready for use in minutes thanks to the detachable cord and quick TE S-connection. With a t-handle design and exceptionally low vibration from Hilti's innovative sub-chassis AVR (Active Vibration Reduction) system, the TE 2000-AVR allows for efficient performance and maximum working comfort.

The TE 2000-AVR utilizes a brush-less SR motor which eliminates the need for regular replacement of carbon brushes and the detachable power cord allows for quick replacement of broken or damaged cords right on the jobsite. Whether you are running the tool from a wall outlet or a 30.48m, 12-gauge extension cord, the tool electronics help ensure the performance will remain consistent.

Add the TE 2000-AVR to your tool arsenal today to handle a variety of demolition and breaking applications and you'll notice improved productivity while decreasing repair frequency.

Concrete demolition hammer for floor work with exceptionally low weight and low vibration. The TE 2000-AVR is a great fit for building and construction generalists who want to avoid unnecessary sub-contracting for lighter chiseling jobs.

1,800 IMPACTS PER MINUTE



The TE 2000-AVR is the perfect blend of both power, ergonomics, and weight. At 8m, -lbs of impact energy, and 1,800 impacts per minute, it boasts double the performance compared to tools in the same weight class (12-19kgs.), and similar performance to competitor tools in the 29.4kg lb. weight class. Weighing in at 15kg.

MEDIUM-TO-HEAVY APPLICATIONS



The TE 2000-AVR can handle floor demolition applications for base materials up to 20cm thickness. It can also perform tile removal and ground rod driving applications.



Detachable power cord allows for quick replacement of broken or damaged cords right on the jobsite.

APPLICATIONS

- Medium-duty demolition of concrete slabs and foundations (up to 20cm thickness)
- Breaking work on concrete or other materials in basements and on patios in residential applications
- Breaking out channels for laying pipe in plumbing applications
- Breaking in tight areas

ADVANTAGES

- Low weight makes the tool easy to handle and maneuver
- Longer service intervals and long life thanks to the brush-less,
- maintenance-free SR motor
- Detachable supply cord for quick and easy replacement of damaged supply cords
- OSHA (Occupational Safety and Health Administration) 1926.1153 T1 compliant when used with TE DRS-B and a Hilti vacuum cleaner

NEW



Tool warranty. Some limitations apply. Contact Hilti for details.



HEAVY-DUTY
MID-WEIGHT
CHAMPION

AVR

Reduce exposure
with Active
Vibration Reduction
Technology

THE PERFECT COMBINATION
CHISEL INSERT



TE-SPX Inserts
Please refer to page 00 for more accessories or
inserts.



Trolley
2-wheel trolley for easy transportation and mobility
around any jobsite.



INNOVATED AGAIN. MAXIMIZE YOUR PERFORMANCE AND REDUCE DOWNTIME.

Pointed chisels TE SPX SM

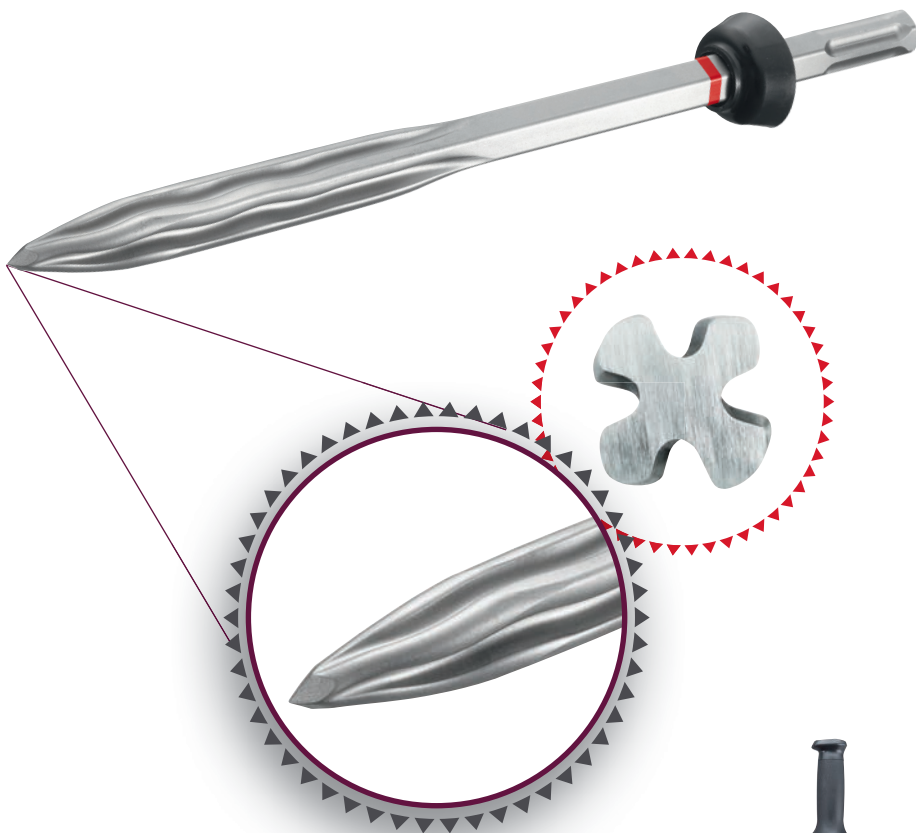
Hilti has innovated the pointed chisels again making the new TE SPX pointed chisels your best partner for breaking concrete daily. More breaking power, higher bending strength, and better dust control. The TE SPX pointed self-sharpening polygon chisel provides the highest reliability and a longer lifetime.

The innovative X-polygon wave design and tube effect maximizes your Hilti demolition hammer performance, reduces your downtime due to sticking or jammed chisels and provides optimized dust removal. With the TE SPX pointed chisels there is no more re-sharpening, jamming or sticking like conventional chisels, so you can get the job done everytime.



APPLICATIONS AND ADVANTAGES

- Constant high performance over the entire life of the self-sharpening polygon chisel — no resharpener, re-forging or re-hardening necessary
- Reduced sticking thanks to the unique wave design and new X-polygon tube effect for optimized dust removal — less downtime due to stuck chisels
- New X-polygon cross section for maximized strength and rigidity as well as maximum productivity and reduced risk of chisel breakage
- Extra-high breaking performance with wider crack formation thanks to wider X-polygon flanks for more efficient breaking
- High-alloy steel and unique induction hardening for highest reliability
- The dust cap helps keep dust out of the chuck for reduced wear and longer system lifetime



THE PERFECT
COMBINATION
BREAKING HAMMER



Find more about the TE-SPX and its
features, and advantages by visiting
www.hilti.co.za

TE 2000-AVR
demolition hammer

MEET THE BREAKER FAMILY.

Heavy Demolition/
Breaker tools
for a variety of
applications



BREAKER TOOLS GUIDE	APPLICATIONS / TRADE	CHIPPING	CHISELING		DEMOLITION		HEAVY DEMOLITION
	WEIGHT	3 KG	5 KG	7 KG	10 KG	15 KG	TE 3000
DIRECTION OF WORK	CUSTOMER NEEDS	BREAKERS PORTFOLIO					
FLOOR BREAKING	<ul style="list-style-type: none"> • Heavier use • More on concrete • Lifetime • Reliability • Health and safety sensitive 						
WALL BREAKING (MIX)	<ul style="list-style-type: none"> • Base material mix • Ease of use • Reliability 						

Weight	Work direction	3 KG	5 KG	7 KG	10 KG		15 KG	30 KG
Breaker Applications		TE 300	TE 500	TE 700	TE 800	TE 1000	TE 2000	TE 3000
Surface Chiseling <ul style="list-style-type: none"> • Mortar, tiles, etc. • Small corrections 	↕	🎯	🎯	👍				
Channel Chiseling < 3" for conduits	↗	👍	🎯	🎯				
Small Penetrations < 3" x 3" Pipes and cable trays	↗	👍	🎯	🎯	🎯			
Large Penetrations < 3" x 3" Elec. box. Pipes. HVAC, beams	↗		👍	👍	🎯	🎯		
Various Applications <ul style="list-style-type: none"> • Bushing • Tamping/Earth work • Heavy floor tiles removal 	↗			👍	👍	🎯		
Light Demolition < 6" thick <ul style="list-style-type: none"> • Renovation/mortar/screed • Thin slab demolition • Utility Channels • Rebar connection 	↗				👍	🎯	🎯	
Medium Demolition < 6" thick <ul style="list-style-type: none"> • Thick slab demolition • Foundation work • Piles, columns, rebar connection 	↗					👍	🎯	👍
Heavy Demolition > 6" thick <ul style="list-style-type: none"> • Thick slab demolition • Demolition area > 10"x10" 	✓							🎯
Asphalt cutting <ul style="list-style-type: none"> • Corrections (drains, etc) • Wider areas (parking, roads, etc.) 	✓						👍	🎯



Can be used



Optimal usage

BUILT TO DRILL MORE

Hilti TE 3-ML rotary hammer

Meet the all-rounder that's ready for anything.

Finish your applications fast, in comfort, and in complete confidence: the new TE 3-ML rotary hammer drill driver combines a powerful motor and gear technology.

Exceptionally low vibration makes the tool less tiring to work with even over long periods of time.

FEATURES

- Triple-mode SDS Plus rotary hammer (hammer drilling, rotary-only drilling and chiseling) for multiple applications
- 850 W motor provides high performance and overload protection
- Optional, easily attachable dust collector helps protect the operator from falling dust and fragments when drilling overhead
- TE-C Click chuck and user-friendly selector switch to enable rapid bit or mode changes
- 360° side handle with improved depth gauge design – easily adjustable to the required length or for use in tight spaces



TE-CX Insert



reddot design award





Multiple smooth-shank bits for the TE 3-M



Dust Collector



ADVANTAGES

- Triple-mode SDS rotary hammer (hammer drilling, rotary-only drilling and chiseling) for multiple applications
- Durable design with active cooling technology, thicker cable and separate oil chambers
- Optional, easily attachable dust collector protects the operator from falling dust and fragments when drilling overhead

Find more about the TE 3-ML and its features, and advantages by visiting www.hilti.co.za

APPLICATIONS

- Drilling and hammer drilling in concrete and masonry
- Corrective chiselling and light channel chasing in concrete and masonry
- Occasional drilling in wood and steel with the optional quick-release chuck
- Driving screws using optional bit holders
- Drilling overhead using the optional dust collector

MAKING THE CUT — THE NEW CORDLESS BAND SAW

Cordless Band Saw SB 4-A22

The new Hilti Cordless Band Saw SB 4-A22 now offers you the ability to cut various base materials with increased productivity. It boasts an ultra-bright LED light to provide maximum illumination of the material being cut. Offering superior performance in even the most extreme of applications with a compact size that helps you fit in tight spots.

The SB 4-A22 delivers unmatched reliability as the only 22V cordless band saw on the market, always making the cut.



ADVANTAGES

- Cutting with low noise and low debris
- Compatible with Hilti 22V batteries
- Built-in LED lamp for a shadow-free view of the cutting line
- Compatible with 28.875" x 0.5" band saw blades
- Impact-resistant, glass-fiber-reinforced tool and battery casings

NEW



APPLICATIONS

- Cutting metal installation channels and pipes with reduced sparks and low noise
- Cutting plastic pipes
- Cutting threaded rods
- Cutting 25mm and 25mm-50mm EMT pipes
- Cutting 41mm strut



Find more about the SB 4-A22 and its features, and advantages by visiting www.hilti.co.za

POWERFUL, CORDLESS, EFFICIENT

SCM 22-A cordless circular saw

The SCM 22-A cordless circular saw lets you experience all the advantages of cordless freedom.

Moreover, it not only cuts formwork boards, plywood, chipboard or insulating sheets effortlessly, with the power of a corded tool, it also features outstanding battery capacity.



ADVANTAGES

- More than 50 cuts in MQ41 channel possible with one battery charge
- Weight of less than 4kg for best handling and ease of use
- Blade brake stops the blade in less than 0.5 sec for maximum safety
- Effective chip collector for a clean working environment
- LED lamp built into the front section of the blade guard for shadowless illumination of the cutting line



APPLICATIONS

- Cutting channels and pipes on the jobsite quickly, with the highest possible accuracy
- Cutting openings in sheet metal in heating and air conditioning installation work
- Cutting sandwich panels, mesh and corrugated sheet metal
- Corrective cutting and trimming of sheet metal on the jobsite



SCB M X-Cut 165



Find more about the SCM 22-A and its features, and advantages by visiting www.hilti.co.za

HANDY, CORDLESS FREEDOM.

/ SCO 6-A22 cordless cut-out tool

With the new SCO 6-A22 cordless cut-out tool you're well equipped to tackle a whole range of jobs. Including, all basic drywall cut-outs, outlet cutouts, around doors and windows.



FEATURES

- Optimal airflow management guides dust away from the user's face and the motor
- Compatible with all Hilti 18 V and 22 V Li-ion batteries
- Two bright LEDs at the front for good visibility of the cutting area, even in dark corners
- Compatible with 3mm, 4mm and 6.35mm bits
- Brush-less motor provides superior lifetime and cutting performance similar to that of a corded tool

APPLICATIONS

- Plunge cutting in thin metal: HVAC, sure boards, steel studs, etc.
- Cuts in dense materials such as abuse-resistant board, cement board
- All basic drywall cut-outs
- Fast cutting of long openings in drywall for doors and windows
- Easy, controlled cuts around outlet boxes, can lights, etc.



SCOB M cut out bits for metal base materials
Please refer to page 00 for more accessories or inserts.



SCO A dust collector kit



Find more about the SCO 6-A22 and its features, and advantages by visiting www.hilti.co.za

THE ALL-IN-ONE SOLUTION

Hilti PM 40-MG multi-line laser

It's clear: with better visibility comes higher productivity.

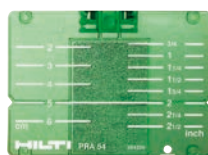
The Hilti PM 40-MG multidirectional laser sets new standards in interior layout applications. A green laser, which enhances visibility by up to four times, is present in the form of four vertical lines and one horizontal line which spans a complete 360 degrees, providing all the linear assistance anyone could want or need when carrying out interior finishing, mechanical or electrical measuring applications such as transferring reference heights, leveling suspended ceilings, positioning drywall tracks for partitioning or installing pipes and cable trays.

The PM 40-MG features Hilti Li-ion battery technology that is compatible with any Hilti cordless tool on the B12 platform.

FEATURES

- Green beam for 4 times better visibility than with red beam
- All the lines you need - 4 vertical and a 360° horizontal lines, bottom plumbing point
- Fast, easy alignment thanks to the rotating platform with improved fine adjustment
- Hilti B12 Li-ion rechargeable battery with status indicator
- Unique Hilti robust housing with newly designed rubberized head

ACCESSORIES



Target plate PRA 54



PMA 36 Track Adapter



PMA 85 Wall Mount



PMA 20 Tripod Stand



PMA 31G Receiver

APPLICATIONS

- Setting out drywall tracks on floors, walls, ceiling
- Transferring reference heights
- Vertical alignment of pipes
- Levelling electric sockets, cable trays, radiators and pipe installations
- Levelling and aligning doors and windows

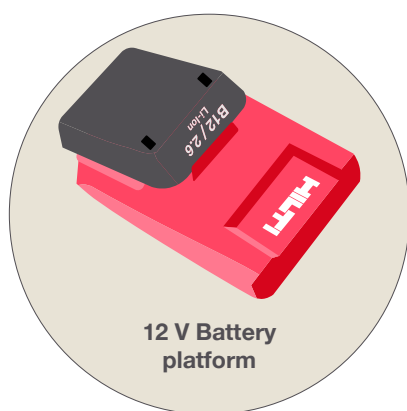


Full Laser Kit for the PM 40-MG

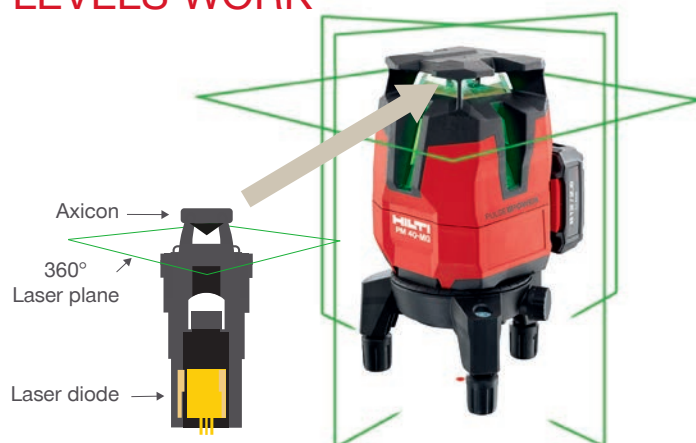




PM 40-MG IS PART OF THE HILTI CORDLESS PLATFORM AND RUNS ON THE B12 BATTERY THAT LASTS ALL DAY



HOW THE LASER LEVELS WORK



www.hilti.group

Find more about the PM 40-MG and its features, and advantages by visiting www.hilti.co.za

SO SIMPLE. SO SMALL.

PD-S Laser Range Meter

The new Hilti PD-S Laser Range Meter concentrates solely on the fundamental task of measuring distances.

Working alone with this tool can accurately measure distances of up to 60 meters at the touch of a button. Just aim at the target, press the button and read the distance from the display. The PD-S takes the harshest jobsite conditions in stride. Thanks to the well-protected rugged rubberized casing, it is water and dust resistant.



SMALLER THAN A
FOLDING RULER,
BUT MEASURES
UP TO

**60
Meters**

NEW



**CALCULATE
AREAS**



FEATURES

- Simple and intuitive to use
- Single-button operation
- New compact design fits in every pocket
- Water-resistant and dust-tight
- Rugged and durable

APPLICATIONS

- Measuring distances from 0.25 m - 60 m quickly and accurately
- Measuring heights where alternative measuring methods fail
- Measuring quickly and safely in places where access is difficult



Find more about the PD-S and its features, and advantages by visiting www.hilti.co.za

LITTLE THINGS, BIG DIFFERENCE!

The right insert, consumable
and accessory for the right job



Insert/Accessory/Consumable



Trolley, for breaker
transportation

SM, FM,
SPM Chisels



TE 2000-AVR

Insert/Accessory/Consumable

SCB M X-CUT 165



SC-C MU 168



SC-C MS AL 165



SCM 22-A



SCOB M
cut out bits



SCO A dust collector kit



SCO 6-A22



TE-CX Insert



Dust Collector



TE 3-ML



Full Laser Kit



PMA 20 Tripod Stand



PMA 36 Track
Adapter



PRA 54
Target Plate



PM 40-MG



Scaffolding Hook



Cover



SB 4-A22

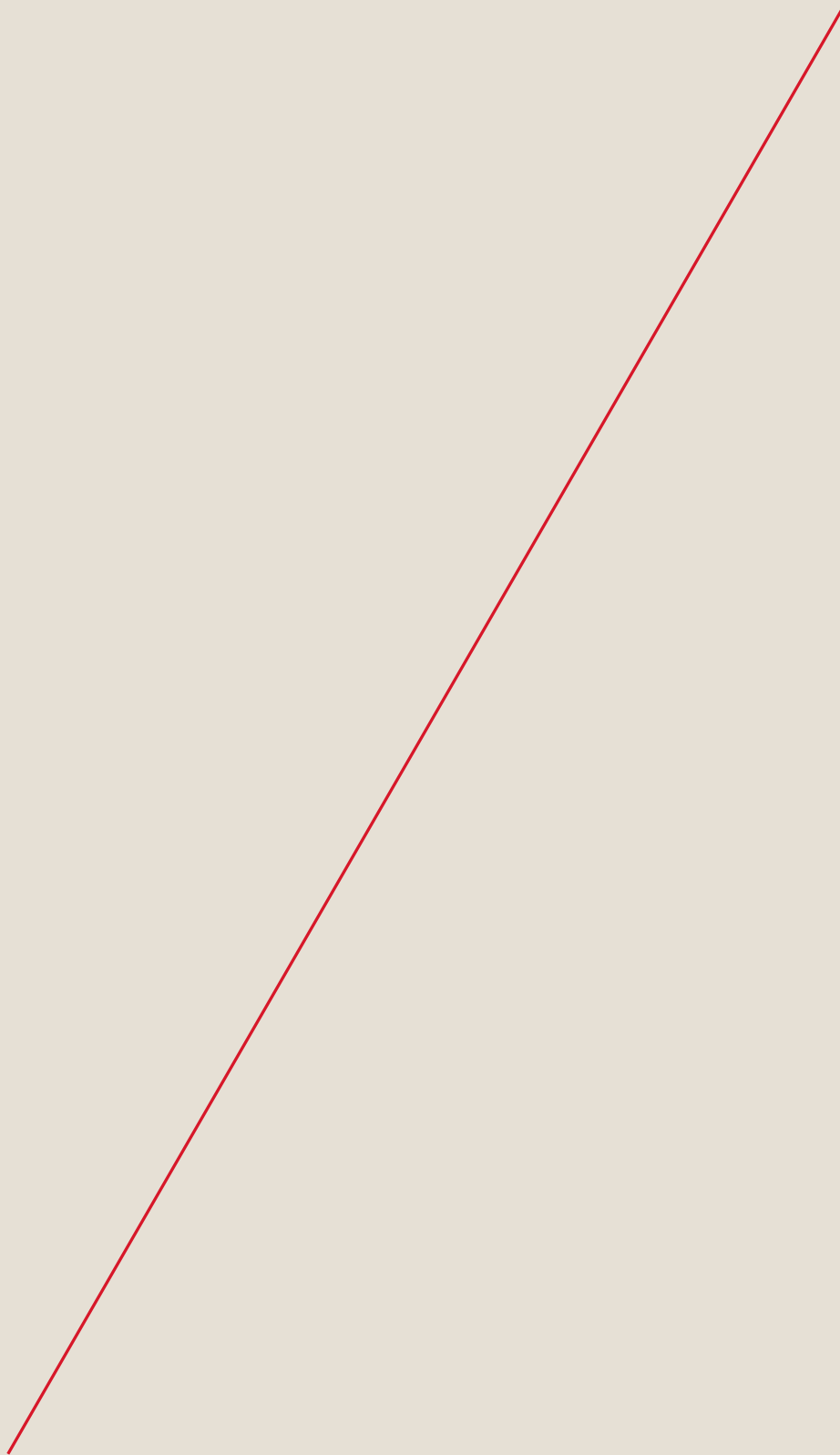


PMA 85
Wall Mount



PMA 31G
Receiver





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