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ON TRANSPORT AND LOGISTICS

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TALKING TRUCKS

at Futuroad Expo 2017

SADC BORDERS:

Desperate conditions, dangerous cocktail

R2,6 BILLION LOST!

How Brazil is managing cargo theft

METROBUS AND PUTCO:

Middling and mediocre according to
Joburg commuters



MICHELIN X MULTI RANGE

"NEVER STOP DRIVING YOUR BUSINESS FURTHER"

MICHELIN Tyre Company South Africa has refined its current 315/70 tyre range by replacing the X MULTIWAY range with the new X MULTI tyre range. The X MULTI range has been designed to assist fleet operators to reduce their operating costs and improve their business efficiency.

The tread pattern with the addition of carbon on the X MULTI range significantly boosts mileage performance, and is more resistant to abrasions. The X MULTI range reduces fuel consumption and lowers cost per kilometre.

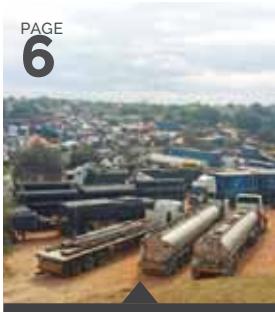
"The MICHELIN X MULTI range has added safety features which provide added safety for the driver, the load and other road users. It has enhanced the braking distance, the grip, traction and handling over the entire lifespan of the tyre. The resistance to shoulder damage has also been improved" says Yoliswa Nkomo, Operations Marketing Manager B2B.

Environmental factors were considered when developing the MICHELIN X MULTI tyre range, the tyres are re-groovable and have up to 88% retread acceptance rate, this extends the life of the tyre and saves raw material utilised to produce new tyres.

"MICHELIN Tyre Company South Africa believes that this tyre will be a more robust tyre to suite the current road conditions and the temperature range in South Africa" explains Yoliswa Nkomo.



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THE NEW CV SHOW IN TOWN

The **FOCUS** team went to the Futuroad Expo see what it offered.



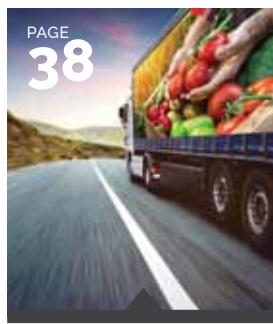
A GLIMPSE OF WHAT THE FUTURE HOLDS

The RFA Operations Conference at Futuroad offered delegates insight into improving transport operations.



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Maintaining the quality of products is essential in the transportation of food.



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The Scania S730 meets the Bentley Bentayga V8 Diesel in the Austrian Alps for a different comparative test.



JOBURG'S COMMUTERS AND INEFFECTIVE PUBLIC TRANSPORT

Are Johannesburg's commuters satisfied with their public transport?

COVER STORY

The Shell Card platform helps fleet managers control costs.
Details on page 5.



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SHOW THE PASSION

**WHEN BUSINESS IS TOUGH,
IS ATTENDING AN EXPO A
SUPERFLUOUS WASTE OF TIME,
OR EXACTLY WHAT ONE SHOULD
BE DOING?**



GAVIN MYERS

At the beginning of September I attended the 2017 South African Motoring Experience, which was sponsored by WesBank and organised by SA Shows Messe Frankfurt.

The event was being held for the second time and 57 600 people flocked to the Kyalami Grand Prix Circuit to see the latest models from a selection of South Africa's automotive original equipment manufacturers (OEMs).

(That number was 12 600 more than the organisers had anticipated and approximately 7 600 more than the inaugural 2016 show.)

Visitors were also able to experience the vehicles by being driven around the Kyalami circuit as well as on the 4x4 track. There were classic cars, race cars, interactive activities set up by the various OEMs and displays by aftermarket exhibitors and related suppliers. The grounds were abuzz and the queues were long.

By the end of that same month I found myself – along with the rest of the **FOCUS** team – trawling the halls of the Johannesburg Expo Centre, Nasrec, for the first ever Futuroad expo.

Another event from SA Shows Messe Frankfurt, Futuroad was co-located with the well-established Automechnika Johannesburg show (now ten years old and in its fifth edition) and the Scalex Johannesburg logistics and materials-handling show.

It's been four years since South Africa had a major show dedicated to commercial vehicles, trucking, transport and everything one would associate with the industry. Back then, the show formed part of the Johannesburg International Motor Show (JIMS), which was far more of a consumer-oriented event (much like the SA Motoring Experience that replaced it) that added little value to the commercial-vehicle side of the industry.

Futuroad was designed to right

that: bringing three related shows to one venue to give commercial-vehicle operators access to the latest models, aftermarket products and services, as well as the latest in best practice through the many adjoining conferences. One could even test-drive new models.

Despite this appealing concept, it was impossible to ignore the fact that the Futuroad halls were disappointingly quiet. At the time of writing the organiser had not totalled the number of visitors. However, the organisers and exhibitors alike – who invested much money and effort and had some top-notch exhibits – could not have been anything but disappointed.

Now, I know it is unfair and unwise to compare an event like the SA Motoring Experience with Futuroad. They have completely different objectives and speak to completely different audiences, and having a relative handful of decision-makers spend time on your stand is undoubtedly better than having a tonne of tyre-kickers drifting around.

Sure, business is not exactly booming and the transport industry is still fighting its way forward. However, I, personally, really had expected more of a showing. Especially knowing how passionate local commercial vehicle and transport operators are about their trucks and businesses, and how they continually search for maximum uptime and cost efficiency.

Automechnika, Futuroad and Scalex 2017 certainly catered to that (see our full report starting on page 16) and provided insight and opportunity for taking business forward in a tough environment. Here's hoping the next instalment attracts greater excitement... **F**





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LETTERS

CHANGING THE ATTITUDE AROUND FUEL TRANSPORT

I couldn't agree more with what Vic Oliver writes in his piece entitled *Fuelling the Fire*, published in your previous issue.

There are too many shortcuts being taken in the fuel transport industry. As a facilitator of advanced driver training, we are working very hard to make a change in the industry. Our focus is on educating drivers. We would like to talk further with Vic.

Gert Vorster
MasterTrucker division manager

Vic Oliver replies:

Thank you for your letter, Gert. It is encouraging to know that there are people and companies in the market that are concerned about the safety of vehicles transporting fuel. I am also pleased to see that you promote advanced driving skills training. In my opinion drivers who are trained in advanced driving skills are much safer drivers. It would be a pleasure to meet you and discuss road safety.

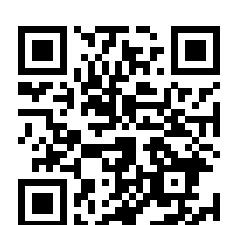
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The Shell Card provides drivers access to **600** fuel sites nationwide, of which, more than **450** are Shell Card participating sites where you can earn Customer Loyalty Bonuses in the form of savings across the Shell network.



MIKE FITZMAURICE is the CEO of the Federation of East and Southern Africa Road Transport Associations (Fesarta). He has 42 years of experience in the transport and logistics industry with several major companies in South Africa, as well as overseas exposure with some of the leading transport companies in six European countries. Since 2004 he has established and run Transport Logistics Consultants. In May 2015 he became CEO of Fesarta.

DELAYS AND DEATH AT SADC BORDERS

HUNDREDS OF VEHICLES CARRYING FUEL AND FERTILIZER – WHICH ARE AMONG THOSE IN A TEN-KILOMETRE-LONG QUEUE OF VEHICLES – MAKE THE FORBES-MACHIPANDA BORDER POST A DANGEROUS COCKTAIL

During September, a child, who was playing under a tanker in the queue at the Machipanda Border Post between Zimbabwe and Mozambique, was driven over when the vehicle moved forward; a terrible situation that has left the driver of the truck traumatised.

The tragedy is regrettable, but probably unavoidable under the circumstances. It will, hopefully, bring home to the Zimbabwean authorities the dangers of having large numbers of vehicles queueing in uncontrolled areas, with no security or facilities, for extended periods of time.

The chaos at Zimbabwean borders has followed the amendment of the Customs and Excise (General) Regulations by the Zimbabwe Revenue Authority. The amendment requires that authorities fit all vehicles with Customs seals.

The seals are to be paid for by transporters in American dollars, and unsealed vehicles must be escorted in convoys, as and when organised by the Commissioner. This sometimes causes delays of up to five days.

The amendment is already causing considerable obstruction with vehicles being delayed for up to 24 hours while waiting for seals; removal of existing seals (which are required by consignors

to verify load integrity); refusal to endorse documents (when seals are tampered with or removed); damage to vehicles (when drilling holes to fit seals); further harassment regarding routes; and police road blocks.

The costs of the seals and penalties are unacceptable additions to the already high cost of crossing Zimbabwean borders. The increased delays and stoppages experienced on the corridor are significant barriers to efficiency and contribute to reduced safety of vehicles and cargoes.

Fesarta initially addressed this matter by registering Non-tariff Barriers (NTB-000-782) as well as by engaging with the South African Development Community (SADC) in terms of the Protocol on Transport.

Fesarta representatives have also arranged urgent meetings in Harare to voice their condemnation and to insist on a review of the entire process.

The chaotic conditions are endemic to the SADC corridors, and the border and corridor management in the region indicate minimal intention by

the member states to adhere to the principles of the protocol on transport, and almost total disregard for the effects of the resulting inefficiency.

Fesarta will be seeking an opportunity to engage with the international donor agencies spearheading the funding of several current and proposed developments, as there are indications that these are likely to increase the bureaucratic obstructions and continue to incur costs without addressing the root causes of the inefficiencies.

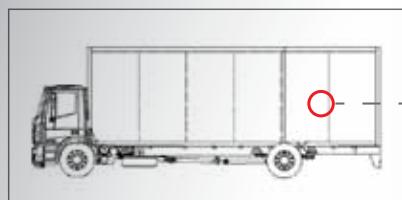
It is essential to change the apparent official perspective in many countries that see borders as the simplest point at which to extract maximum revenue from transport and trade, rendering the issue of cost-efficiency of the movement of goods as a secondary consideration.

A coordinated, analytical, professional and pragmatic appraisal of the entire SADC transport and trade network is urgently required to provide the basis for making the necessary changes. **F**

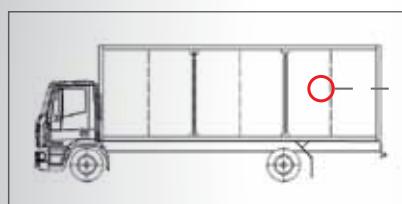


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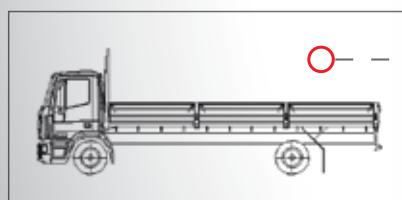
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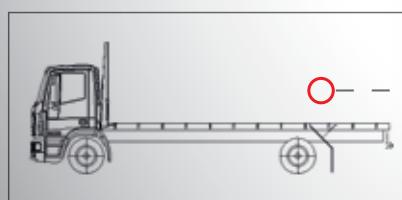
Cargo Van



Curtain Sider



Drop Side



Flat Deck



Models

MLC120E22

Purchase Price

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Body Type

Flat Deck/ Dropside

Free Signage

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SAM ROLLAND is an automotive and transport economist at Econometrix. He is responsible for writing the *Quarterly Automotive Outlook* at Econometrix, as well as commentary and analysis on vehicle sales and transport price drivers. Prior to joining Econometrix, Rolland spent a number of years as an economist for the National Treasury of South Africa. He has also worked at Bloomberg New Energy Finance as a research analyst in conventional power.

WAITING FOR THE OTHER SHOE TO DROP

BOTH THE GOVERNMENT AND THE PUBLIC BREATHED A SIGH OF RELIEF WHEN THE SECOND-QUARTER GROSS DOMESTIC PRODUCT (GDP) RESULTS SHOWED AN EXIT FROM THE RECESSION AND EXCEEDED THE EXPECTATIONS OF MANY ECONOMISTS

Our own forecast was proudly close to the mark. While the statistics make up a portion of the growth story, unfortunately, so does confidence.

The agricultural sector's recovery from the drought and an improvement in mining have been the main drivers of the country's exit from the recession. The recovery is important as it provides for increased activity in sectors such as land transport.

The majority of goods transported over the past few months were mining products followed by manufactured food, beverages, tobacco and agricultural products. Indeed, the quarterly numbers showed positive growth in all sectors excluding government and construction.

With the short recession seemingly in the rear-view mirror, many will ask when momentum will begin to take effect. The global economy and our major trading partners continue to show improved growth prospects, as reflected by the contribution of vehicle exports in 2017.

The stronger rand has pushed vehicle and food inflation down, and the lower inflation outlook led to a cut in interest rates in July, providing a potential boost to credit growth. It



would appear that macroeconomic indicators remain poised on the side of growth.

Much of 2017 has been characterised by political shocks that have dented business and consumer confidence. When making capital investments, businesses consider the expected future trading conditions. While the start of 2017 showed resilience, as many believed the economy had successfully weathered the storm, the latest results show a return to negative sentiment and a decline in growth of fixed capital investment.

Business confidence also remains strongly linked to the consumer. A weak business climate limits real wage growth, bonuses and promotions. Consumers then negatively perceive their own expected future income, which is a strong determinant when considering the purchase of new vehicles.

We have seen this as consumers have remained reluctant to commit to new vehicle purchases throughout the year. There has also been a

decline in credit extensions for leasing finance.

Much of the transport numbers reflect both sides of the economy. The latest releases have shown improvements in demand for bakkies and light commercial vehicles, which we believe to be a reflection of the positive numbers out of agriculture and manufacturing.

Conversely, the trucking industry reflects the subdued fixed capital investment environment and low business confidence. In the latest manufacturing release, the Purchasing Managers' Index (PMI) showed a decline, despite suggestions of an improving manufacturing sector.

This effect highlights the fact that confidence may not always accurately reflect the situation in real time.

Unfortunately, while the political situation remains unpredictable, a lack of confidence will place certain economic decisions on hold and transport operators looking for "green shoots" will be left waiting for "the other shoe to drop".



@NLawGlobal

CAROL HOLNESS is a senior associate in the Norton Rose Fulbright admiralty and transport team based in Durban. She focuses on shipping, admiralty and international trade issues as well as marine, transport and logistics insurance. Holness has represented local and international clients in many aspects of transport law, including questions of marine insurance cover and subrogated insurance recovery actions.

MARITIME CASUALTIES AND THE RISKS OF UNINSURED CARGO

IF A VESSEL EXPERIENCES A MARITIME CASUALTY, CARGO OWNERS MAY HAVE TO CONTRIBUTE TO THE EXPENSES INCURRED BY SHIP OWNERS, IN ADDITION TO ANY LOSSES SUFFERED AS A RESULT OF DAMAGE TO CARGO

If a ship owner incurs extraordinary expenses in efforts to preserve maritime property (such as cargo), or to continue the voyage and deliver cargo to its intended destination, some of these costs may be recoverable from the other interests involved in the voyage.

If a ship experiences a fire, a grounding, or suffers a mechanical breakdown and the ship owner incurs costs to complete the voyage, then the principle of general average provides that cargo owners, the ship's hull and machinery insurers and any charterers may have to contribute

to such expenses on a proportional basis.

What are the merits of insured cargo? Most marine cargo insurance policies cover loss or damage caused to cargo by a fire or vessel grounding. The cargo owner must show that the loss or damage is sufficiently related to the peril insured.

In addition, most marine insurance policies also cover the cargo owner's liability to the ship owner for general average.

Most marine insurance policies exclude a cargo insurer's liability for consequential losses (such as currency fluctuations, commercial penalties and loss in value) and losses caused by delays in the cargo reaching its destination.

These losses can be significant as a maritime casualty can delay the vessel reaching its destination for several months. Such losses are also generally not recoverable from the ship owner or other parties.

If cargo is uninsured, then it is the

cargo owner who is exposed to the risk of loss.

It is also important for owners of insured cargo to put up a general average bond.

It can take several years for a general average adjustment to be issued, which will set out the allowable expenses and each party's proportional contribution. In practice, ship owners will not release any cargo until the cargo owner's general average contribution is either guaranteed or secured by way of a cash deposit.

The cargo owner signs a general average bond stating that, in exchange for release of the cargo, they undertake to pay the general average contribution. Cargo insurers then sign a guarantee in terms of which they undertake to pay the general average contribution.

In practice, it is unheard of for cargo owners who have proper marine insurance to have to pay general average themselves, because their cargo insurers guarantee that payment.

The need for marine insurance is therefore clear. Cargo owners and insurers need to be aware that maritime casualties expose them to the risk of large general average contributions.

If they don't properly insure their cargo, they risk damage to their cargo, which they cannot recover from the ship owner, and large claims for general average expenses. **F**





VAUGHAN MOSTERT lectured on public transport issues at the University of Johannesburg for nearly thirty years. Through Hopping Off, Mostert leaves readers with some food for thought as he continues his push for change in the local public transport industry.

OF CHANGE, CHARGING AND CHALLENGES

LET'S COUPLE CONGESTION WITH SO-CALLED TECHNOLOGICAL PROGRESS (READ: HYBRID BUSES) THAT IS NOW THE RAGE IN MANY DEVELOPED COUNTRIES

Everyone is trying to reduce emissions, and different countries and cities have started setting deadlines for stopping the production and use of internal combustion vehicles. And lately someone has also discovered a new concept called "in motion charging (IMC)". Please Google it!

I had plenty of time to think about this a few months ago as I sat, together with two other passengers, upstairs in EH44; a London hybrid bus dragging its way northbound on route 42. There's nothing special about route 42, except that it has crossed the iconic Tower Bridge since 1914.

Since 1943 it has shared the bridge with route 78, and since 2002 with route RV1, which currently has the distinction of being the only London route fully operated by hydrogen buses – eight of them.

EH44 is one of over 2 500 alternative-fuel buses on London's streets, but I doubt that alternative fuels are making much difference to the pollution. An almost-empty hybrid bus probably churns out more particles per passenger than a car carrying four people.

I got on to EH44 at Camberwell Green at 16:55; a trip that was scheduled to arrive at the destination (Appold Street, in London's business district) at 17:38. It got there at 18:08.

Our delay was almost entirely caused by gridlock along the final stretch of about 500 m approaching the bridge itself.

I had planned to enjoy the view of the Thames, but decided instead to do a quick count of traffic going the other way. During the go-odd seconds it took to cross the bridge: there were 57 vehicles. One was a bus on route 78, carrying about 40 people; fifteen were two-occupant cars or metered taxis; and 41 were single-occupant cars or metered taxis.

In Gdańsk (Poland) researchers have found that trolleybuses fitted with high-capacity lithium-ion batteries could help out on diesel bus routes to the tune of 29 km. They're not saying that IMC buses are cheaper to run; other research from Germany suggests that diesel buses will remain the most economical bus technology (in Europe) until 2025.

A reorganised public transport network in every South African city will allow bus routes to be at least



That means that 97 percent of the road space was occupied by 55 percent of the people and the remaining 45 percent were using only three percent. That's a Gini-type of inequality that needs fixing in many places, including South Africa.

This brings me to the subject of hybrid transport economics. There are now so many options along a route that the number of hybrid scenarios has become infinite. We can now expect widely divergent claims about the economics of different types of motive power.

partially electrified right now, given the volumes of passengers currently travelling along them. IMC will allow smaller vehicles to use the system. No one seems to have thought about that yet!

Before we start rolling our eyes at the prospect of 15-seater minibus taxis with poles on the roof, I challenge anyone to come up with something better. How about a 30 or 45-seater bus? While we think, we can always make a start by electrifying the Moloto Road – a much more sensible idea than building a railway line. F

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VIC OLIVER is one of this country's most respected commercial vehicle industry authorities, and has been in this industry for over 50 years. Before joining the FOCUS team, he spent 15 years with Nissan Diesel (now UD Trucks), 11 years with Busaf and seven years with International. Do you have a comment or thought you would like to share based on this column? Visit www.focusontransport.co.za and have your say!

THERE ARE ONLY PROS TO REGULAR MAINTENANCE

REGULAR VEHICLE MAINTENANCE AND THE USE OF GENUINE OR APPROVED PARTS WILL LOWER OPERATING COSTS AND IMPROVE PROFITS

There is no doubt in my mind that regular vehicle maintenance – which is carried out by a qualified technician and done in accordance with the recommendations of the original equipment manufacturer (OEM) – will lower the operating costs of any commercial vehicle and give the operator a better profit margin.

A well-maintained truck or bus will also provide the owner with peace of mind.

In today's tough operating environment, it is important to achieve the full life expectancy of trucks and buses without the need to replace expensive major components; like engines, gearboxes and differentials.

To achieve these objectives, vehicles must be well maintained and operated using the correct clean fuel, air and oil. It is extremely important to use genuine or OEM-approved filters and to follow the OEM's specifications when replacing or adding lubricants and when using anti-freeze.

A well-maintained truck or bus that is kept in a roadworthy condition at all times will also reduce the risk of the vehicle being involved in an accident.

Road transport operators cannot afford to have a vehicle off the road



A three-axle truck tractor costs an estimated R4 000 a day when the vehicle is in the repair shop.

waiting for an accident repair, as the fixed costs (which are also known as the vehicle standing costs) are extremely high.

For example, a three-axle truck tractor that is coupled to a set of superlink trailers costs an estimated R4 000 a day when the vehicle is in the repair shop. This is because the vehicle instalment, the crew, the insurance, licence and overheads all still need to be paid, irrespective of whether the vehicle is on the road working or standing in the repair shop. Plus, the business is not generating any profit if the vehicle is not working.

There are many other advantages that result from running commercial vehicles that are well maintained. These vehicles will attract buyers

who will pay a premium price when it comes time to replace them.

The risk of expensive vehicle roadside breakdowns will also be reduced. Vehicle breakdowns are very costly as they contribute to upsetting the company's valued customers and impose a risk of the driver, the vehicle and load being hijacked.

Good, professional drivers are also more motivated if the vehicle that they are driving is well maintained and kept in a clean condition.

To optimise vehicle operating profit, owners should not fall into the trap of assuming that if the vehicle is regularly serviced there is no need to carry out the daily pre-trip inspection, as these will highlight any tell-tale signs of a pending failure or problem. **F**



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OTM, WHAT'S ALL THE FUSS ABOUT?

OCTOBER IS TRANSPORT MONTH DURING WHICH THE DEPARTMENT OF TRANSPORT (DOT) WILL REMIND US ABOUT ROAD SAFETY AND BOAST ABOUT SOME OF ITS ACHIEVEMENTS OVER THE LAST 12 MONTHS. NKOSINI NGWENYA ASKS WHETHER THERE IS ANYTHING WORTH BOASTING ABOUT

In 2005, the DoT declared the month of October transport month. The then Minister of Transport, Jeff Radebe, said: "The objective is to celebrate achievements in the transport sector, to raise awareness on the important role of transport in the economy and to encourage participation from civil society and business, including the provision of a safe and more affordable, accessible and reliable transport system in the country."

The enthusiasm and euphoria that met the launch of October Transport Month (OTM) seems to have died a slow death over the past 12 years. Evidence of this can be found on the DoT website where very little effort has been made to advertise the 2017 OTM.

At the time of writing, the *Twitter* handle provided on the DoT website – #OTM2017 – has not been shared or received any retweets. In fact, the handle #OTM2017 seems to clash with an event in India (Outbound Travel Mart) that uses the same *Twitter* handle.

This comes as no surprise to experts in the transport sector, who have repeatedly pointed out that since the launch of OTM there has been no substantial progress in public transport. In most cities in South Africa commuter rail and bus services are being operated haphazardly without reliable timetable schedules, or maps. As a result, public transport systems are underperforming.

"One of the first things the cities can do to prove that they are serious about service delivery is to scrap any plans



for OTM. For decades this tiresome charade has wasted resources on silly activities that have merely boosted the catering, conference, printing and t-shirt industries," says Vaughan Mostert, **FOCUS** columnist and retired lecturer in transport and supply chain management.

This sentiment is also echoed by Gavin Kelly, technical and operations manager at the Road Freight Association (RFA), who argues that most OTM programmes that the DoT has initiated have been aimed at a select audience and not the general public as proclaimed.

"This explains why there have been no improved public transport and new mass commuter systems. Corruption has remained high and the DoT seems to be immune to the negative effect it has on our society," he says.

In 2016, OTM was celebrated under the theme "Together we move South Africa forward" with former Transport Minister, Dipuo Peters, urging the South African public to work together in advancing the public transportation system.

She further pointed out that the government would be investing extensively in the transport sector in the hope of rejuvenating public transport, stimulating development and creating jobs.

Mostert is not surprised that the DoT has failed to meet the targets it set for itself last year. "First, the main purpose of public transport is not to create jobs, but to enable other sectors to function properly," he says.

"We could perhaps create 20 000 jobs overnight by requiring every bus to have a conductor, but where will the money to pay them come from?" he asks.

Mostert further explains that public transport has been monopolised by highly organised cartels that will resort to any means, including violence and murder, to deter new entrants from operating on certain highly profitable routes. As such, only a select few can actively participate in the public transport industry.

"Public transport in South Africa is of such a low standard that many people are being forced to use expensive private cars for their journey to work. Many others, who cannot afford cars, are being forced to pay expensive, unsubsidised private minibus-taxi fares. This not only undermines the economy, it also perpetuates inequality," says Mostert.

All is not lost, however, and Kelly is of the opinion that OTM can be resuscitated from its current state. He argues that for this to happen the DoT needs to remove outdated and irrelevant legislation currently in place.

"The DoT also needs to improve service delivery in the administration of traffic management services and vastly improve road-safety initiatives," he notes.

With this in mind, it remains to be seen what will be positively reflected upon and celebrated during this year's OTM. Following a cabinet reshuffle by President Jacob Zuma, on March 30, Peters was replaced by Joe Maswanganyi.

Since his appointment, it seems Maswanganyi has been inundated with problems relating to the violence between metered taxi drivers and Uber drivers – so much so that he has done very little to improve transport, or to champion a new OTM mandate.

One aspect of public transport that could be embraced by OTM this year is the use of technology in transport. With the advancements in technology, the transport sector has the potential to play a pivotal role in the development of future smart cities.

"As governments look at transportation projects to support national objectives such as job creation, strategic growth and industrialisation, they are looking at ways to optimise transport operations, improve network efficiency and scheduling and increase passenger usage through improved customer experience – and many are turning to technology and Wi-Fi to do just this," explains Andries Janse Van Rensburg, Ruckus channel manager with Westcon-Comstor.

Let's see what comes October 31, from OTM 2017. **F**



THE NEW CV SHOW IN TOWN

FOR THE PAST FOUR YEARS, SOUTH AFRICAN COMMERCIAL VEHICLE OWNERS AND ENTHUSIASTS HAVE LACKED ANY LARGE-SCALE TRADE SHOWS THAT SPEAK TO THEIR INTERESTS. THE FUTUROAD EXPO, CO-LOCATED WITH AUTOMECHANIKA JOHANNESBURG, AIMED TO REMEDY THAT. THE FOCUS TEAM WENT ALONG TO SEE WHAT IT OFFERED

E

ICHER

Following its reveal of the Pro 3000 medium-duty range earlier this year, Volvo Eicher Commercial Vehicles South Africa (VECV SA) launched its Pro 6000 Series range of heavy-duty trucks.

Surrender Singh, vice-president and country head VECV SA, explained that the 25 to 40-t range is targeted at construction and haulage applications.

"This series has won awards in many countries, and has been adapted to suit the demands of South African businesses. In adapting the Pro 6000 to local requirements, we have undertaken 24 months of testing," he said.

The Pro 6025T tipper model runs the VEDX8 engine that's claimed to offer class-leading performance and economy. This model is designed for high uptime and low maintenance.

The Pro 6016 freight carrier runs the VEDX5 four-cylinder engine with 156 kW (210 hp) and 825 Nm, which is developed for high power density and low maintenance. The chassis is made of Domex.

"Eicher sold 58 604 trucks in the 2016/17 financial year. In the next four years, the aim is to sell 100 000 trucks a year – ten percent of which will be exported. In 2016,

8 000 Pro Series units were sold. The goal for 2017 is 10 000 units," Singh explained.

According to Singh, the Skyline Pro bus range could follow in the next phase of Eicher model introductions.

EQSTRA

Eqstra Flexi Fleet, a division of Eqstra Fleet Management and Logistics, in partnership with New Way, Ice Cold Bodies and Javgro Transport Refrigeration Solutions, revealed a new, locally designed and engineered cold trailer featuring new refrigeration technology to power the refrigeration units.

Significantly, the trailer was conceptualised by Eqstra Flexi Fleet to support a green initiative. Design elements include a fully curved roof, which increases the strength of the body. It also improves the aerodynamics of the trailer, fuel consumption and air circulation within the trailer. Side skirts help channel airflow away from the wheels to reduce turbulence.

New refrigeration technology eliminates the need for the inefficient diesel engine (which generally powers refrigeration units) by utilising the engine power of the truck. A Hydro-Joule unit is mounted to the side of the truck and is powered via a hydraulic pump, driven by a clutch-independent engine power take-off.



FAW

Chinese truck manufacturer, FAW, which has been present in South Africa since 1994, has been on an expansion drive in recent years. This included building an assembly plant at Coega, near Port Elizabeth.

The company says that this strategy has resulted in increased sales of FAW trucks, both locally and into African export markets.

The FAW display included a preview of the 33.420FT truck tractor, which goes into local production early in 2018; as well as an example of the 8.140 freight carrier, which was fitted with an Allison automatic transmission; and a 33-seater bus, built by Busmark, on an 8.140 chassis.

HINO

The star of the show on the Hino stand was the new 500 Series Wide Cab (detailed extensively in Issue 9 of **FOCUS**), which was joined by the 700 Series, 300 Series and Dyna.

"Introduction of the new 500 Series Wide Cab is the second step in our future product strategy. We want to achieve increased market share within the heavy (HCV) and extra-heavy commercial vehicle (EHCV) segments. We currently have four percent of the EHCV segment and are looking at six percent, while we would like to grow our HCV share from 18 to 23 percent," said Ernie Trautmann, vice-president of Hino South Africa.

Trautmann explained that the new Hino 700 will be the final pillar to reach Hino's Vision 2020 of being the number one truck brand in the country – although he was mum on exactly when the new model might arrive on local shores.

Masahiro Kumasaka, senior GM product planning division, Hino Motors Limited (HML), explained that the new 500 Series is the driving force behind Hino's global strategy.

"This is because it achieves three targets of the design concept: first, radical, ground-breaking evolution; second, ensuring high-quality, even after customisation; and third, to expand model variation to meet wider needs of the customers," he said.

Shuichi Kaneko, senior general manager sales and marketing, HML, explained that global Hino sales in 2016 reached a record high of 174 000 units. He added that JD Power has rated Hino number one in customer satisfaction for eight years in the heavy-duty segment and for three years in the light-duty segment.

"The importance of the African market is increasing rapidly. We are currently celebrating our 45th anniversary in South Africa. Hino is committed to continued investment in this market. Together, HML and Toyota South Africa Motors are endeavouring to provide total support for our customers and to be true business partners with them," he concluded.

OILY SA

South Africans were formally introduced to Oily SA for the first time at Futuroad. The company, which is based in Cape Town, was formed six months ago. It is distributing Rospolychem (lubricants for aviation and military applications) and oils and lubricants produced by Gazpromneft-Lubricants, the third-largest oil producer in Russia. One such range is G-Energy (a premium brand of engine oil).



Additional add-ons include vehicle tracking and driver management systems designed by GPS Tracking Solutions, a division of Eqstra Fleet Management and Logistics.

"Greener technology, increased efficiencies and cost savings are what most fleet operators are looking for," said Jacqui Carr, CEO of Eqstra Fleet Management and Logistics.

Turn to page 32 for more details.



Gazpromneft-Lubricants produces 500 000 t of oil per year. It is delivering products to 70 countries worldwide, and its product range includes more than 500 lubricants, greases and technical fluids.

It produces oils for passenger cars, commercial vehicles and industrial applications. The company's oils are approved by many of the leading vehicle manufacturers, including Mercedes-Benz, Volvo, MAN, Scania, Cummins, Renault (both trucks and cars), Mack, Ford, Voith, General Motors, Volkswagen, BMW, Kamaz and GAZ.

POWERSTAR

There was much to celebrate at the Powerstar stand, with the brand revealing its V3ET long-distance hauler as well as a new range of three-, five- and eight-tonne medium commercial vehicles.

Bob Wang, CEO of Ever Star Industries, commented that the brand has spent four years honing the V3 to create the V3ET.

"The V3ET has covered 100 000 km in testing. It features new drivetrains and is vastly improved. The Powerstar dealer network has also been rebuilt – and we think we're now ready for the long-distance business," he exclaimed.

In developing the V3ET, Powerstar has teamed up with Cummins to provide its 320 kW (430 hp) engine, which will be coupled to a 12-speed AMT gearbox. Weichai 344 and 358 kW (460 and 480 hp) engines will also be available with AMT. The chassis has been lightened for optimised payload and driver comfort has been improved.

The new models will be assembled locally at the Powerstar plant in Pietermaritzburg and will hit the market at just over R1 million.

Rodney Selesnick, senior head: sales and marketing, Ever Star Industries, hinted that the brand also plans bring to market a lightweight 6x4 freight carrier, fitted with a 201 kW (270 hp) engine with an eight-speed manual and AMT transmissions.

The brand's new babies, however, attracted much interest. Developed in partnership with Foton, the new FT range has been spec'd to Powerstar's requirements and feature a 115 kW (153 hp) Cummins engine and six-speed ZF gearbox.

"Selected bodybuilders will supply clients with body solutions that meet high standards and offer maximum quality and payload," Selesnick said.

The FT range is currently entering homologation and will be available in the first quarter of 2018. Pricing is expected to be in the mid-R200 000 range.

A full report on these new models will be published in the next issue of **FOCUS**.

Q8OILS

Originally established in 1983, Blue Chip Lubricants secured an agreement to blend and distribute lubricants from Q8Oils in 2015. The company has now completed construction of its new blending facility in Kya Sands, Johannesburg, to embark on large scale blending of lubricants from Q8Oils.

Q8Oils is part of the Kuwait Petroleum Corporation (KPC), one of the world's largest oil companies. With all the infrastructure of Q8Oils concentrated in Europe, having a blending facility located strategically in South Africa



effectively gives Q8Oils a gateway into the larger sub-Saharan African market, which represents an untapped region for the oil giant's future expansion plans.

Blue Chip Lubricants also aims to investigate the local manufacture of more specialised products presently imported at premium prices. It plans to engage with major original equipment manufacturers (OEMs) represented in South Africa in order to secure the necessary approvals to become a preferred supplier to these international companies.

"Our extensive product range includes specialised and general-purpose greases, automotive and industrial oils, cleaning and cutting fluids, as well as various complementary products such as grease pumps, rags, hand cleaners and degreasers," said Blue Chip Lubricants director Kathleen Marais.

"We offer products to increase operational efficiency by optimising production processes and reducing lubricant consumption. These products have all the mandatory OEM approvals and consistently meet, or exceed, the highest technical requirements and specifications of the industry," she added.

SCANIA

It was impossible to miss the star of the Scania stand! It was an enormous 8x4 mining tipper, the G460 CB8X4 EHZ CP14



ABOVE: FAW previewed the 33.420 FT truck tractor. It enters local production in January.

RIGHT: Serco (above) and Eqstra (below) both launched advanced trailers.

to be precise. This monster tipper offers a 40-t payload, which equates to an average productivity increase of 25 percent.

The Scania experts on the stand were very excited about the display. They pointed out that, in addition to the superb equipment-to-payload ratio, this 8x4 boasts an extremely robust design, high uptime, long vehicle life, high residual values and a low total cost of ownership.

The tipper has heavy-duty rear axles with cast-iron housings. The oil filter, drain plugs and brake chambers have been placed in well-protected positions.

This monster tipper is also not lacking in creature comforts; both rear axles are equipped with shock absorbers, improving traction as well as comfort. This tipper also has reinforced front axles with very good ground clearance.

Read a full report on page 24.

SERCO

Serco launched the FrostLiner at Futuroad. This Protec steel-reinforced reefer attracted a huge amount of attention, because of its many innovative features. Panels on the new trailer, for instance, are manufactured using steel facings.

The trailer manufacturer invested in special equipment in order to produce these panels. For example, it acquired a de-coiler for the steel sheets and a clinching machine to join the coated steel facings into a single, full length sheet. These sheets, which are up to 15.5 m in length, are then lifted, using a spreader crane with suction cups, and transferred into the 600-t panel press.

A state-of-the-art system then mixes the Polycol and Isocyanate with an environmentally friendly blowing agent to create high-density polyurethane foam, which is injected

into the panel. The outer skin has a durable smooth finish and UV protection for the weather elements, while the interior skin incorporates a food-safe PVC coating.

Serco also promoted its "smart trailer" concept, which includes park-distance control, electronic braking and temperature-monitoring systems.

TATA

Tata Truck and Bus is celebrating 20 years in South Africa, and one thing that was made clear at Futuroad 2017 is that the company is investing in its local operations.

Len Brand, executive director at Tata International, said: "Our main priority is to make sure that our customers' vehicles stay on the road. We've made changes to our parts operation, and are focusing on developing our footprint to be where our customers operate. We are also investing in training centres."

The company also launched the new Tata Ultra range of 4.5: 5.5 and seven-tonne trucks. Since initially previewing the Ultra in 2013, Tata has completed 60 000 km of testing at the Gerotek facility outside Pretoria, and 100 000 km on road and with customers.

"Tata trucks are known to get the job done and the Ultra platform takes the game further. The Ultra platform allows for the creation of 605 unique products," said Rudarup Maitra, head of commercial vehicles. For example, as a bread van it's claimed to offer 21-percent more volume over its competitors.

The walk-through cab is claimed to be the widest in its class and features air-conditioning and hydraulic tilt. The Ultra is powered by a Euro-3, 104 kW (140 hp) engine, which can be coupled to a manual or AMT transmission. It is the only vehicle in its class with a full air-braking system.

The Ultra is backed up by a two-year, unlimited-mileage warranty. Tata is aiming to commence assembly at its Rosslyn plant in the next four months.

Turn to page 20 for full details.

TOTAL

Total South Africa revealed its new Total Rubia Optima 1100, 15W-40 heavy-duty engine oil.

"We are delighted to launch the new Rubia Optima 1100, 15W-40, which meets and exceeds the latest API CK-4 specification. In doing so, Total South Africa becomes one of the first lubricant companies to introduce this new specification for the South African market," said Kamil de Villiers, Total South Africa Lubricants manager.

Total Rubia Optima is claimed to provide better engine protection, while limiting carbon dioxide emissions and keeping the engine clean. Its oxidation resistance allows longer oil-drain intervals in line with manufacturer's recommendations.

"Total's Rubia Optima range is the direct result of the Total Group's continued investment in research and development. The launch of this product also reconfirms Total's commitment to introducing the latest high-performance products for the South African market," De Villiers concluded.

Full reports from more exhibitors follow over the page, including Maxe, Tata, SAC and Scania. **F**



TATA STARS AT FUTUROAD!

TATA WAS UNDOUBTEDLY THE STAR OF THE SHOW AT FUTUROAD 2017, WITH THE LAUNCH OF A NEW BUSINESS UTILITY VEHICLE, A VISIT FROM THE INDIAN HIGH COMMISSIONER TO SOUTH AFRICA AND A PLATINUM AWARD UNDER ITS BELT BY THE CONCLUSION OF THE EXHIBITION. CHARLEEN CLARKE REPORTS

T

here wasn't a glum face on the Tata stand at Futuroad. The dancers and entertainers, who were there to celebrate the launch of the Ultra – Tata's new business utility vehicle – were, of course, in top form, but so, too, were the many Tata executives on the stand.

No one was more proud than Rajiv Jaiswal, regional manager (Southern and Eastern Africa) at Tata Motors – and for good reason.

"We are celebrating so many things here today," he told **FOCUS**. "First and foremost is the launch of the new Ultra, which is a magnificent vehicle in so many respects. Furthermore, we were honoured by a visit from Ruchira Kamboj, the Indian High Commissioner to South Africa.

"In addition, we are launching a new app, which is exceptionally good news for the Tata sales team and our customers alike. We have so many reasons to celebrate!"

Kamboj visited Futuroad to inaugurate the stand and unveil the Ultra, and she was enthusiastic in her praise of the vehicle and the company that produces it. "India is proud of the Tata brand; it's a brand like no other. Tata has a unique business ethic; the brand personifies honesty, integrity and honour. It always aims for perfection in the belief that only then can it achieve excellence."

"This brand is 145 years old. It is spread over 100 countries and across six continents and spans several industries of national importance in India, including steel, hydropower, hospitality, automobiles and airlines. Africa is important for the company; it has a strong presence in 13 African countries, where it has invested US\$ 145 million (R1,9 billion).

"The Ultra, on the other hand, is engineered for versatility, performance, comfort, style and safety. The Tata Ultra is designed and tested for South Africa, drawing on the

company ethic that no success or achievement is worthwhile unless it serves the needs or interests of a country and the people, and the success is achieved by fair and honest business dealings," she pointed out.

Echoing her comments, Jaiswal said that versatility, performance, comfort, style and safety are the five pillars central to the Ultra. "We know that these factors are key to transport operators, which is why we have focused on them," he explained.

A total of R5 billion was invested in the development of the new truck. "The cab is all new, the axles are all new, the chassis frame is completely new and the driveline is new ... this is a totally new truck. Not one single component has been carried over from the previous range," he stressed.

Commenting on the occasion, Mr. Rudrarup Maitra, Head of Commercial Vehicles, International Business, Tata Motors said: "The Tata ULTRA range is a result of extensive feedback from customers in the South African market and we are proud to introduce this pioneering range of trucks here in South Africa. The Tata Ultra 814 is the first variant to be launched in South Africa and we are looking forward to launching the Ultra 1014 and the AMT versions of both models in the new year. The Ultra range will be assembled locally at the Tata Motors South Africa (TMSA) plant situated at Rosslyn, Pretoria."

Three variants – 4.5; 5.5 and 7.5-t variants – will become available in South Africa shortly. A 3.5-t derivative will launch in 2019.

The new Ultra is extremely versatile because it boasts two deck lengths (4.3 or 5.2 m) and two load-body options (deck load body and cab chassis). There are a whopping 605 options based on the Ultra platform! "With three wheelbase options and payloads ranging from three to eight tonnes, the



Ultra platform is designed to deliver across many applications, making this offering a true business utility vehicle.

"With this platform (which has a wider track and cab), bodies with a width of 2,4 or 2,5 m can be used. That's normally the case in a seven- or eight-tonne vehicle. So, we're offering a premium benefit at a much lower cost. This is a paradigm shift that will alter the dynamics of transport in this sector."

"Previously, it was only possible to use a 2,3-m body. Practically, the new Ultra offers a 21-percent better volume

is one of the most stylish trucks on the road. The cabin is class-leading in terms of styling, width, space and versatility. We have taken the best of what the Japanese can offer and improved on that."

"The LED integrated tail lamps are extremely good looking, yet enhance visibility, too. The cab, which was designed in Italy, is very elegant. The new-generation headlamps are very stylish and they also ensure very good visibility," Jaiswal pointed out.



ABOVE: Versatility defines the Tata Ultra. The all-new vehicle offers more than 600 options on one platform.

LEFT: A Prima racing truck (far left) attracted the crowds. Tata's stand included vehicles from the lightest SuperAce Mint to the heaviest Prima.

capability – and an operator who previously required five trucks can now manage with four. That's a massive advantage," Jaiswal explained.

Mr. Len Brand, Executive Director & Head Distribution Vertical of Tata International Ltd said: "The Tata ULTRA is a true Business Utility vehicle in every sense and is an important milestone in Tata's continued focus on South African market. After the success of Tata Prima vehicles, the Tata Ultra is another future-ready range, designed for comfort & performance."

Superior performance is guaranteed thanks to the reliable and efficient next-generation common rail engines. Two Euro-3 engines are up for grabs: 3,0 or 5,0-litre diesel powerplants. The former has an output of 103 kW (140 hp), while the latter delivers 134 kW (180 hp). Both are currently paired to a manual six-speed gearbox.

When it comes to comfort, the Ultra ticks all the boxes. "It boasts three-way adjustable seats, power steering, parabolic leaf suspension, a walk-through cabin, hydraulic tilt cabin and a dash-mounted gear lever," Jaiswal noted.

The Ultra is undeniably stylish. "There is no doubt that this

Safety features include full airbrakes, tubeless radial tyres, side-intrusion beams, a panoramic windscreens for superb visibility, power steering, LED taillights and wider outer mirrors. Furthermore, the Ultra meets the ECER-29 crash test standards.

"Lots of our competitors have not invested in tubeless radial tyres, but we insisted; the rolling resistance is lower and the ride comfort and stability are much better," Jaiswal commented.

The Ultra also differs in that it has a hydraulically tilted cab. "No other competitor has this feature," Jaiswal told me. "It's very important because this is much safer." Accessibility for maintenance is excellent.

The Ultra 814, which is the first of the Ultra series to be launched in South Africa, comes with a two-year/120 000 km service plan and a two-year/unlimited kilometre warranty.

Once Jaiswal had told me all about the new Ultra, I was keen to take it for a drive. Fortunately, there was a test track at Futuroad, so this was easily facilitated. However, before going for a spin, I was introduced to the new Tata Ultra app, which is a treasure chest for sales staff and customers alike ➤

(Tata has a Prima app, too, which works in a similar fashion). That's because this app takes one through all the features of the truck – easily and succinctly.

I was really impressed with the app (South Africa is the first country in the world to get it). It only takes a minute or two to understand how the app works; it's well suited to novice app users and it's ideal for novice sales staff. With this app, practically anyone can sell a truck. "Thanks to our app, a salesperson can demonstrate a truck without an actual vehicle," Jaiswal noted.

The app shows individual models within the range. It takes one through the various applications, and then it gives the user a six-point demo. The key selling points are highlighted, too. For instance, the app points out that maintenance is extremely easy (thanks to features such as the propshaft

yield strength of 650 N/mm², whereas 350 to 400 N/mm² is the norm with our competitors.

"This chassis is strong enough for the most challenging African roads. We have a customer who has a Tata that has done 4,2-million kilometres. Thanks to this frame, we will soon be seeing many more high-mileage Tatas on our roads," he adds.

It's also a boltable frame, which is great news for bodybuilders. Mounting points are also incorporated in the frame. This means that no welding is ever required. The batteries are also locked away to prevent theft.

Before I climbed into the vehicle, I adjusted the seat according to my weight (there's a lever that's easily adjusted in seconds). It's a three-way adjustable suspended seat and I was able to set it to the perfect driving position. "We



joints, which are sealed for life, and rubber bushes that eliminate the need for repeated greasing, for instance). It's just like walking around the truck – which is exactly what I was doing five minutes later.

A fully loaded Ultra 814 was awaiting me and I started off by walking around the vehicle – in real life this time. Thanks to the app, I was already aware of many of the exterior features, such as the LED taillights, which improve visibility by a whopping 40 percent.

We took a look at the snorkel-type air-intake system located behind the cab and the Fleetguard air filter, which is extremely efficient and has radial-type sealing. "This improves the sealing capability. There is absolutely no chance that the air filter will get choked, which could result in the engine being damaged," Jaiswal pointed out.

We also examined the frame of the vehicle. "This is a micro-alloyed, high-strength steel straight-frame chassis (as opposed to the previous ladder frame)," Jaiswal explained. "This is very important because makes it very strong; it has a

The new Ultra offers a 21-percent better volume capability – and an operator who previously required five trucks can now manage with four.

believe that this is very important. An operator's productivity is dependent on the driver," Jaiswal commented.

Egress and ingress is very good, as is the interior of the cab. It's incredibly spacious, thanks to the fact that the standard cab measures 2,2 m in width. "The Ultra also has the widest track in its class, which means that we have enormous flexibility when it comes to bodybuilding. Our competitors only offer a cab width of 1,9 m. That makes a big difference," Jaiswal noted.

It looks surprisingly upmarket – especially the upholstery on the seating. I pointed out to Jaiswal that it almost looks like a passenger car. He grinned. "That's exactly what we aimed to achieve. It's not just a workhorse, although it's very capable. That's why we are calling this a business utility vehicle and not a truck."

"It's the only business utility vehicle in South Africa, by the way. Lots of people are moving out of cars and into sports utility vehicles. We will appeal to a lot of people who have their own businesses. We wanted to offer them the feeling



of driving a utility vehicle and not a truck. We believe that the Ultra will offer them some pleasure; it won't just do a job."

Well it certainly offered me some pleasure when I looked around. The controls are all accessible (the ergonomics are very good) and there are lots of storage areas all over the cab. The Ultra even has a lockable glovebox, which is ideal for crime-prone South Africa...

Speaking of crime, I was pleased to see the battery cut-off switch inside the cab. "It used to be on the exterior of the vehicle. With the Ultra, we have moved it inside so that it's not accessible to thieves or hijackers," Jaiswal explained.

I also gave the thumbs-up to the dashboard-mounted gear lever, which means the driver and/or his assistant can walk through the cab. I'm constantly surprised that this isn't a standard feature on each and every truck in South Africa.

I feel the same way about an air-conditioner, which is standard on the Ultra. In my mind, it's inhumane to send a driver out on the road in South Africa sans this feature. As we all know, it gets terribly hot and cold in our country. On the subject of air-conditioning, Jaiswal told me that the compressor (a Mitsubishi scroll compressor) is vastly superior to those fitted to competitor vehicles – because it's extremely efficient.

ABOVE LEFT: Rajiv Jaiswal shows off the new Ultra.

ABOVE RIGHT: Rudarup Maitra, head of commercial vehicles, (centre) hosts a delegation at the Tata stand.

LEFT: Introducing the new Ultra are, from left: Rajesh Khanna, head product management, IB-CV, Tata Motors; Rudarup Maitra, head, IB-CV, Tata Motors; Ruchira Kambaj, Indian High Commissioner to South Africa; Len Brand, executive director & head distribution vertical of Tata International; Niraj Srivastava, head, Tata Africa – Auto Business; Rajiv Jaiswal, regional manager Southern & Eastern Africa.

Visibility is excellent, thanks to the panoramic windscreens and large mirrors. "Night visibility is very good, too," Jaiswal stressed. "We have fitted halogen headlamps, and they offer excellent visibility. We also have fog lamps as standard on the vehicle. The headlamps have a swivel design and they can be replaced easily and in the minimum period of time."

All the instrumentation is clear and easy to read. I particularly enjoyed the green band driving indicator; later, when I hit the road, it kept me on my toes.

Speaking of which, I thoroughly enjoyed my test drive. The 3.0-litre motor was very capable and there was more than enough torque on tap (the motor delivers 390 Nm at 1 400 to 2 000 r/min).

I was curious to experience the G550 six-speed gearbox and 330 mm diameter organic clutch, and I was pleasantly surprised. The transmission was smooth and little clutch pedal effort was required. "Did you notice that you need hardly any effort to shift?" Jaiswal, who was seated next to me, asked. I most certainly did.

Hopping out of the truck at the end of my drive, I asked Jaiswal about the possibility of an AMT transmission one day. "It is coming! After we launch the 5.5-t model, we will launch the AMT," he responded. "We're currently testing it at Gerotek."

I have a feeling that AMT will be just one of many new developments at Tata in the not-too-distant future. Watch this space! **F**

WANT THE TATA APP? GET IT HERE





SUSTAINABILITY AND CONNECTIVITY TO THE FORE!

SCANIA'S STAND AT FUTUROAD CENTRED AROUND THE COMPLETE SUSTAINABLE TRANSPORT SOLUTION THAT THE COMPANY OFFERS. CHARLEEN CLARKE CAUGHT UP WITH THREE MEN AT THE HELM OF THE COMPANY DURING THE EXHIBITION, AND DISCOVERED THAT, THANKS TO ADVANCES IN SUSTAINABILITY AND CONNECTIVITY, TRANSPORT AS WE KNOW IT IS ABOUT TO CHANGE

A

paradigm shift is happening in transport – and it's all thanks to sustainability and connectivity, two issues that are extremely high on the Scania agenda. Raimo Lehtiö, MD of Scania South Africa, says the company is doing everything within its power to promote sustainability.

Lehtiö says that northern Mozambique holds considerable potential when it comes to gas-powered vehicles. "Ships could also be powered by gas in the not-too-distant future. "There are many huge container ships on our seas. They are massive vessels, transporting 15 000 containers. They are heavy polluters – the emissions of 15 of these vessels equate to those of 750-million passenger cars! As such, powering these ships by gas will be exceptionally good news for our environment," Lehtiö points out.

Of course, as Alexander Taftman, GM product and marketing at Scania, notes, sustainability is about more than just alternative fuels. "Sustainability is a three-pillar model, which creates mutual benefits for people, planet and profit. This is based on the premise of commitment from Scania towards contributing to a viable commercial proposition, based on smart and safe transport, energy efficiency and alternative fuels/electrification," he says.

Taftman points out that sustainability contributes to customers' revenue streams. "In considering alternative fuel sources to traditional diesel, we can see that vehicles running on locally produced gas have a lower fuel cost per kilometre

driven. This lowers operational costs, which contributes to customers' revenue streams."

As such, Scania is driving the shift towards a sustainable transport system, which allows sustainability and connectivity to work hand in hand. "We want to create a world of mobility that is better for business, society and the environment. These technologies have already started to show great value for operators when it comes to risk control and operating revenues," says Taftman.

Scania's vision is to be the leader in the shift to sustainable transport solutions, but Taftman says this is about much more than changing to gas or biodiesel-powered vehicles. "In order to live the sustainability dream, we must move to the next level," he points out.

This is where connectivity comes into play. "The two subjects are inextricably linked," Taftman notes. "Connectivity is evolving at a rapid pace. The vehicle of the future won't only be able to connect with the driver and owner, it will also be able to connect and communicate with other vehicles. We will be looking at an integrated transport grid – with the truck being one essential part of that grid."

Connectivity could have a major impact on congestion. "As we all know, congestion is a major source of waste. We all sit in traffic every day, but imagine if all vehicles in the grid could speak to each other. They would be able to direct the flow of traffic, making it as lean and as safe as possible. The infrastructure would be far better utilised."

"Thanks to connectivity, we will be able to eliminate,

or avoid, waste in the transport system. This will have an extremely positive impact on cost, transport flow and the wellbeing of people. People also suffer because of pollution and stress," Taftman points out.

Mark Erasmus, GM service at Scania, agrees. "The world of transport is changing. Thanks to advances in connectivity, the truck of the future will 'talk' to the workshop. If a truck breaks down, the driver won't need to telephone his manager or a workshop.

"He also won't need to surmise as to the cause of the breakdown either. The truck will do all that itself. In fact, the workshop or call centre will know about a breakdown before the owner of the transport company," he predicts.

As more and more data becomes available to

scraping the tip of the telematics iceberg. "We have already achieved so much with telematics, but I believe that this field is still in its infancy. What's coming is going to be even more exciting.

"Telematics already measures the hard stuff (fuel consumption, for instance). In future, it will measure the soft stuff, too – such as weather conditions and the prevalence of dust (and its impact on the engine), for instance. Trucks will become more self aware; their behaviour will almost mimic that of a human," he believes.

Taftman notes that these predictions may sound far-fetched, but, in fact, they're not. "This may sound like science fiction, but it will be reality one day," he stresses.

Erasmus agrees. "Today's science fiction is tomorrow's



ABOVE RIGHT: Pictured in front of a new 8x4 tipper, which offers 25-percent more payload than conventional tippers, are (from left) Taftman, Erasmus and Lehtiö.

truck manufacturers, they will be able to serve their customers better. "Going forward, we will be thinking in new and different ways. We will have access to a huge pond of data. It's all about fishing in that pond, getting the right data and using it appropriately. Connectivity will help us to serve customers better – because we will have better access to information. As such, we will be able to produce tailor-made packages for customers," says Lehtiö.

While we have already seen massive advances in connectivity, Erasmus believes truck manufacturers are only

reality. "There are no limits to what our industry – and Scania specifically – can achieve," he maintains.

It sounds as though operators have a lot to look forward to! **F**

SCANIA'S NEW G460 CB8X4 MINING TIPPER WAS THE COMPANY'S THE STAR ATTRACTION AT FUTUROAD. FIND OUT WHAT ELSE SCANIA HAS TO OFFER THE MINING INDUSTRY



AS STRONG AS STEEL

SOUTH AFRICAN SUPPLIER OF AUTOMOTIVE ACCESSORIES, MAXE, CELEBRATES ITS 20TH ANNIVERSARY THIS YEAR. WE VISITED THE COMPANY'S STAND AT THE FUTUROAD 2017 EXPO TO FIND OUT THE SECRETS OF ITS SUCCESS

W

ith its manufacturing facility in Pinetown running 24-hours a day, Maxe has obviously done something right to build its reputation since entering business in 1997.

The company began as a supplier of stainless steel accessories to the automotive industry for bakkies and sports utility vehicles (SUVs), adding heavy commercial vehicles to its repertoire ten years ago.

Today, on the light commercial vehicle side, the product portfolio offered by Maxe has increased to include everything from nudge bars, bumper wrap-around bars, headlight wrap-around bars, sports bars, side steps, rear steps, tow bars, scuff plates, exhaust tips and taunneau covers.



For the truck market products include stainless steel and black bull bars, nudge bars, seat covers, anti-siphon units, screen guards and abnormal-load boards.

All these products are designed and engineered in house by a dedicated research and development team of 15 engineers. Naturally, as a direct supplier to the original equipment manufacturers (OEMs), high standards are non-negotiable.

"Our products are approved by most major OEMs and we build in accordance with ISO 9001 standards," says Clayton Wait, new business development manager. "We don't think that's enough, though, and are heading to the IATF 16949 standard in the next 12 to 18 months."

All products are tested by accredited third parties, following a programme of five strict tests that are both computer simulated and mechanical. "For example, we're the only company in South Africa that can provide the OEMs with airbag-compatible bars," Wait explains.

The company's focus on quality and durability has earned it a number of service-level awards over the years. For example, it's won the Toyota Supplier of the Year award for the last four years, and seven times in total.

Over the years, Maxe has diversified its product range to keep up with a changing market, but all new offerings have remained close to its core business. A range of LED lighting products are one example.

"Our key goal is to grow in the truck market," Wait says. Undoubtedly, the Maxe range of modular-design bull bars is central to this strategy. The modular design allows damaged components to be replaced quickly and easily. Customers are provided with fitting instructions and can perform the repair in their own yard.

"The concept has proved popular in the mining industry and a lot of our return customers insist on these bars because of their design," Wait notes. Taking into account

LEFT: The mirror-finish components displayed by Maxe at Futuroad attracted a lot of attention.

BELLOW: From left: Werner Holtzhausen, Henry Du Toit and Clayton Wait show off a Maxe bull bar.



the cost of replacement, the bars are not necessarily more expensive in the long run.

"The brackets are the most important aspects within the design. We've optimised the material and design for light weight and strength, while the brackets are designed to account for vertical resonance, meaning they are durable enough to remain on the truck for the full period of its life," Wait explains.

Furthermore, the oval bar design makes for better airflow to radiators and condensers. "The OEMs are very sensitive to how our products affect the performance of their vehicles," says Wait.

Not that the team from Maxe should worry – 20 years in the business has definitely proved its capability. **F**

[FIND OUT MORE ABOUT MAXE HERE](#)



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SAC SOARS!

SAC TRUCKS HAS BEEN RENAMED SAC COMMERCIAL PARTS. CHARLEEN CLARKE CAUGHT UP WITH THE COMPANY'S CEO, HEINRICH LATEGAN, AT AUTOMECHANIKA, TO ASK HIM ABOUT THE REASIONING BEHIND THE NAME CHANGE

S

AC Trucks is dead! Long live SAC Commercial Parts! Lategan explains that the name change was necessary because the company has expanded its service offering.

"We used to sell parts for European trucks, but now we are selling parts for those trucks plus trailers, vans, bakkies and buses," he explains.

The growth in SAC's product offering is in line with the expansion of the company itself. SAC Commercial Parts is a far cry from SAC Trucks, which, when it opened its doors in 2000, comprised a single truck workshop in Centurion.

"Today we have ten retail outlets and we're opening another two next year (one in Alrode; the other in Port Elizabeth). They supply parts for Volvo, Scania, Mercedes-Benz and MAN trucks and buses; DAF trucks; Henred,

some cases, the Diesel Technic spare part is produced in the same factory as the OE product," he reveals. While the quality of these parts is identical or similar to the OE product, SAC's prices are lower.

A total of 16 000 line items are stocked by SAC, which makes daily deliveries to all its retail outlets. Additionally, SAC can draw on Diesel Technic's parts inventory, which comprises 30 000 line items.

"We pride ourselves on always having the part in stock. When a truck breaks down, the transport operator wants to get the vehicle back on the road again – really fast. We make this possible," Lategan explains.

This is thanks to exceptional stock planning within SAC. "We have invested in a purpose-built integrated logistics system, which controls stock availability and planning. It analyses stock levels and, thanks to the fact that we're mindful of trends, we're able to predict what stock is required and when."

"We believe in connectivity; the world in which we're living is highly connected. This system is indicative of that. Furthermore, we have made a huge investment in having the stock in South Africa. We also have great suppliers and strong partners," the SAC CEO reveals.

Not surprisingly, SAC already has 6 000 regular customers, and this customer base is growing daily. "Our clients like the fact that we have outlets all over the country. So, no matter where their truck, bus, trailer, bakkie or van is operating, parts are available. They also like the fact that we offer a full bumper-to-bumper parts service; there is no reason to shop elsewhere."

The past 17 years have been exceptional for SAC; its growth has been nothing short of sensational. Where to next? What about parts for other marques, for instance? Lategan says growth will always be "sensible and balanced".

"We will grow the company organically. Yes, we could add other marques in the future, but we will only do this if we can do it properly. Customer service is our number-one priority," he insists. Given this ethos, it's certainly not hard to see why SAC is soaring! **F**



ABOVE LEFT: Tiaan van Wyk (SAC graphic designer) and Andre Walters (marketing manager) show off the exhibit.



ABOVE RIGHT: Lategan aims to grow the company in an organic way, while prioritising customer service.

BPW, Swift, Hendrickson, Weweler and Protea Trailers; Mercedes-Benz Sprinter and Iveco Daily.

"They also supply spares for seven bakkie ranges, namely Toyota Hilux, Ford Ranger, Mazda BT-50, Chevrolet Utility, Isuzu KB, Nissan NP and Volkswagen Amarok," he tells **FOCUS**.

SAC owns majority shares in all the outlets. This means that all stores provide uniformly high levels of customer service. They also have access to the technical expertise for which SAC is famous.

Over 70 percent of parts sold by SAC are sourced from the renowned German company, Diesel Technic. "We have been named a Premium Partner by Diesel Technic," Lategan notes proudly. SAC is the only company on the African continent to have achieved this honour. SAC offers a 24-month guarantee on all Diesel Technic parts.

Lategan explains that these parts boast exceptional quality that is very similar to original equipment (OE) products. "In

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A GLIMPSE OF WHAT THE FUTURE HOLDS FOR SA TRANSPORT

THE ROAD FREIGHT ASSOCIATION (RFA) OPERATIONS CONFERENCE TOOK PLACE AT FUTUROAD 2017. IT OFFERED DELEGATES INSIGHT INTO IMPROVING TRANSPORT OPERATIONS AND A GLIMPSE INTO THE FUTURE OF THE SOUTH AFRICAN TRANSPORT INDUSTRY. MARISKA MORRIS REPORTS

Steven Cornelius, head of special risks at Indwe Risk Services, was the first speaker at the RFA Operations Conference, which was held on September 28. He discussed the RFA Insurance scheme available to members and highlighted ways companies could save on insurance costs.

He advised transport companies to look at alternative ways of structuring their insurance packages and noted that companies have a right to approach insurance brokers about discounts on insurance for any risk management solutions implemented by the business.

Eugene van Niekerk, GM of product solutions at Ctrack, built on this idea. He discussed technology currently available to assist companies in improving driving practices. He noted: "Driver behaviour has the biggest impact on a truck and company's performance." Van Niekerk used the 2017 **FOCUS** Truck Test as an example.

Even if a truck has the most advanced technology, a driver who speeds or breaks harshly will cause unnecessary fuel consumption. Technology such as dashboard cameras (facing the road and driver) as well as on-board navigation could assist fleet managers to identify risky driver behaviour.

The data gathered from this technology can assist companies in training drivers. Van Niekerk highlighted the benefits of improved driver behaviour with a case study.

A company with more than 250 vehicles focused on reducing speeding among its drivers and debriefed them

regularly. In the second quarter of 2016, the company had reduced speeding by 48 percent and achieved fuel savings of 1.89 percent. The company also reduced its CO₂ emissions by two tonnes.

While Van Niekerk argued that lowering fuel consumption is the only way to reduce CO₂ emissions, Andre Jacobs from Opti-diesel introduced additive technology that could help companies reduce fuel consumption.

Opti-diesel technology was introduced in South Africa in 2016. It is added to a vehicle's diesel and is currently used by mines. "Opti-diesel changes the chemical composition of the fuel by forcing the carbon to accept more oxygen," Jacobs explained.

A dosing tank with a flow meter is installed at the refuelling station. The flow meter uses the temperature of the diesel to calculate the amount of opti-diesel that needs to be added. Jacobs commented: "About half a drop (25 microlitres) of opti-diesel is needed per litre of fuel."

The use of opti-diesel at the mines has resulted in a 12-percent fuel saving and 50-percent reduction of harmful emissions. While this product could be immensely beneficial to the transport industry, it has not been made widely available.

Jacobs noted that the opti-diesel doesn't have the same fuel-saving effect when it is added manually. Companies with central refuelling stations where dosing tanks can be installed, and that use around 200 000 litres of fuel per month, will reap the most benefit.

"If a driver refuels at a petrol station that doesn't have opti-

diesel, it counteracts the benefit of the opti-diesel," Jacobs said. It is also very expensive to run a quarterly emissions report during which the number of gasses released through the exhaust is calculated to determine the effectiveness of the truck's combustion. One report will cost a company between R1 000 to R2 000 per vehicle.

This doesn't mean that South Africa is not moving towards alternative fuel. The breakfast conference ended with a panel discussion on whether the South African transport industry will focus more on sustainability or alternative fuels over the next five years.

Technical executive at Unitrans, Bruce Fraser, noted: "Technology is moving so fast. With more investment in technology, the older trucks are falling behind. South Africa may move towards cleaner fuel faster than we think. It comes down to economics. If it makes sense to run an environmentally friendly vehicle, we will."

Blake Ferguson, from Barloworld Logistics, disagreed with Fraser. According to Ferguson, reducing carbon emissions is not a top priority for the South African transport industry at the moment. He said: "It will be part of the transport industry's mission, but it will not be as prevalent as it is in Europe."

Instead, he argued that the transport industry will continue to reduce its fuel consumption by reducing the estimated 350 000 trucks currently on the road through smart trucks and the performance-based standards (PBS) project.

The panel was also asked about the challenge of preventing overloading. Gavin Kelly, RFA technical and operations manager and chairperson of the panel discussion, said: "About 95 percent of overloads are axle overloads." The panel also highlighted this challenge.

Fraser pointed out that it is particularly challenging to prevent axle overloads when transporting liquefied petroleum gas (LPG). "We load very close to the limit. It sloshes and surges around. The law is written in such a way that the weighing takes place instantaneously. If the LPG had time to settle, we would not have an axle overload," he said.

Greg Vaughan, national marketing executive of Bakers Transport, noted that the weighbridges currently used in South Africa were lacking. "The difficult discussion we should have is who will build weighbridges that can accurately weigh axle weight," he pointed out. According to Vaughan, Bakers Transport is investigating implementing axle weighbridges.

While accurate axle weighbridges and the mass use of products like opti-diesel still need to be realised, the RFA conference gave delegates good insight into what the future of road transport in South Africa might look like.

In the meantime, transport companies could focus on reducing costs by improving driver behaviour and considering alternative structuring of insurance policies. **F**



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TECHNOLOGY DRIVES THE REFRIGERATED TRAILER SECTOR BY PROVIDING THE LATEST COOLING SOLUTIONS TO ENSURE THE SAFETY OF GOODS AND THE SUSTAINABILITY OF REFRIGERATION FLEET BUSINESSES. WILLIAM GEORGE FINDS OUT ABOUT SOME OF THE LATEST SOLUTIONS

E

rika Smets, marketing communications leader at transport temperature-control solutions manufacturer Thermo King, says: "The science of refrigerated transportation is advancing. Exploring and employing present and emerging technologies is key to navigating these times."

Thermo King launched a series of educational videos for its customers to help them improve their business operations. The videos are aimed at keeping customers up to date with the fundamentals of refrigeration and the latest technological innovations, and to help optimise their business operations.

"Our goal at Thermo King is to have true partnerships with fleet operators and drivers by understanding their needs and offering them solutions to improve their business processes, increase efficiency and achieve operational savings," says Smets.

Refrigerated trailers have to offer the best solutions to make distribution and operations simple, safe and efficient for those involved in the cold supply chain.

In terms of security, solar energy solutions provider, Trailer Sol, offers its clients the Ranger TX – a tracking unit for trailers to assist in pinpointing the exact location of a trailer at any given time.

Ranger TX provides daily health checks. A web view is offered to the client to monitor a vehicle's status and location and an early warning trigger is activated in the event of towing being required. The device also monitors the temperature of the trailer in real time. Ranger TX offers a live and historical record of the door openings in spreadsheet format.

Trailer suppliers are advancing by using technology to provide support along with their products. "Customers demand good-quality trailers that offer the best performance and are up-to-spec," says Llywelyn Madikizela, brand manager at Henred Fruehauf. "We aim to provide a one-stop shop, where our clients will have all that they need."

Companies such as Henred Fruehauf and Trailer Sol also extend their support to clients on Sundays and public holidays to ensure less downtime and increased productivity.

When developing its cold trailer, Eqstra Flexi Fleet – a division of Eqstra Fleet Management and Logistics – considered the nature and demands of the environment in which businesses operate.

Partnering with New Way, Ice Cold Bodies and Javgro Transport Refrigeration Solutions,



Eqstra Flexi Fleet designed a cold trailer that will withstand challenges of the rough terrain, long distances and high ambient temperatures encountered in the South African Development Community (SADC) region.

CEO of Eqstra Fleet Management and Logistics, Jacqui Carr, says it is the company's strategy to keep ahead of current technology and to offer customers the latest sophisticated systems to ensure increased efficiency and subsequent cost savings in the daily operations of their fleet.

Eqstra Flexi Fleet's new trailer design includes a fully curved roof (the first of its kind in South Africa), which increases the strength of the body. It also improves the aerodynamics of the trailer, fuel consumption and air circulation within the trailer. Side skirts help channel airflow away from the wheels to reduce turbulence.

"Another design first is that the aluminium extrusion floor is bonded to the floor structure during the vacuum process. This greatly enhances durability and strength, as do the three-millimetre stainless-steel kick plates," says Burt Gildenhuys, MD at Ice Cold Bodies.

"In addition, a newly designed lightweight aluminium bulkhead has been fitted to prevent damage to the front wall, while a stainless-steel fridge protector has been installed on the outside to protect the cooling unit."

GM at Eqstra Flexi Fleet, Johnnie Marais, says: "Truck engines now are designed to meet the strict emission laws and are significantly more efficient than the diesel engines within the cooling units."

"It was mandatory for us to develop technology that draws on this sophisticated engineering to make our cooling units more efficient and more environmentally friendly," says Marais.

A Hydro-Joule unit is mounted to the side of the truck and is powered via a hydraulic pump, driven by a clutch-independent engine power take-off (PTO). Once the system is active, the hydraulic pump delivers high-pressure hydraulic fluid to a hydraulic motor, which, in turn, powers an AC generator and produces the 400 VAC/50 Hz needed to power the cooling unit.

The driver is able to switch the system on and off from the cabin by means of an auxiliary PTO switch.

The cooling unit can now run off both its own diesel engine and its electric standby motor. However, by powering the unit from the more efficient, more environmentally friendly truck engine, it will reduce maintenance costs, reduce fuel consumption and will, ultimately, reduce harmful emissions. **F**

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SCHMITZ CARGOBULL, ONE OF THE BIGGEST TRAILER COMPANIES IN THE WORLD, MADE BIG NEWS IN THIS COUNTRY EARLIER THIS YEAR WHEN IT ACQUIRED 33 PERCENT OF SOUTH AFRICAN TRAILER MAKER, GRW HOLDINGS. THIS YEAR IT IS ALSO CELEBRATING ITS 125TH ANNIVERSARY.

CHARLEEN CLARKE TRAVELED TO ALTENBERGE WHERE IT ALL BEGAN

T

he origins of Schmitz Cargobull can be traced back to February 8, 1892. That's when a chap by the name of Franz Heinrich Schmitz was issued with a very special document from the local authorities. This certificate stated: "The blacksmith Franz Heinrich Schmitz from Altenberge in the district of Steinfurt, born on 15th November 1856 in Altenberge, has obtained the grade 'good' before the undersigned board of examiners, in the examination for certification of ability to operate a horse-shoeing business."

We don't know how Schmitz actually obtained that grade, but one thing is certain: that's when the massive company now known as Schmitz Cargobull was actually conceived.

It's unclear what the Altenberge-based company's name was back then – because documents relating to these years are rare. The heading "Reparatur-Werkstatt" (repair workshop), "Eisenwaaren-Handlung" (hardware trader) and "Düngemittel" (fertiliser) can be found on an invoice from 1905.

An invoice from 1909 shows the company name "Heinrich Schmitz Altenberge Lager in landwirtschaftlichen Maschinen u. Geräthen" (Heinrich Schmitz, Altenberge, agricultural machines and equipment in stock). Franz Heinrich Schmitz did eventually register a company name – FA Heinrich Schmitz – at the district court of Burgsteinfurt on October 8, 1934; the founding year was, however, given as 1892.

While the early name was uncertain, as Andreas Schmitz, the current CEO of the company, says, it is clear that Franz Heinrich Schmitz had "a good nose" for the international transport and logistics business – even back then. "The roads were both hilly and bumpy and, when travellers took a break, he would take care of the horses' shoes and the damaged iron rims on the wooden wheels of the wagons," he explains.

Franz Heinrich Schmitz's business owned a forge, which – in time – provided other services, too. For instance, it also traded in agricultural machinery and ironware.

Once freight transport became motorised in the 1920s, the company started manufacturing trailers. Reflecting this, the company name was changed to Heinrich Schmitz Maschinen- und Fahrzeugbau (Heinrich Schmitz Machinery and Vehicle Construction) in 1932. Around 75 people were working for the business at that stage.

Heinrich Schmitz Maschinen- und Fahrzeugbau had an interesting way of doing business. Records from 1935 indicate that it offered "two-percent discount if two trailers are ordered, four percent for three trailers and delivery in three weeks".

The company introduced innovation after innovation – from semitrailers in the early 1930s to the Schmitz self-steering axle, which was launched at the IAA in Berlin in 1937.

In 1943, the company changed hands, but, of course, it remained in the Schmitz family. Josef and August Schmitz, the founder's two eldest sons, took over the reins. August was responsible for sales and customer service; Josef took



ABOVE AND ABOVE RIGHT: The company has come a long way since freight transport became motorised in the 1920s.

RIGHT: Celebrating the company's anniversary are (from left): Sakkie Liebenberg, Lieben Logistics; Cobus van Rhyn, Frost Logistics; Justin Wolf, GRW Germany; Gerhard van der Merwe, GRW; Dwain Butler, GRW; Gavin Wilson, Unitrans; Florian Hesse, Schmitz Cargobull; Martin van Wyk, GRW.

care of product development and also ran the factory.

For some reason, both brothers were extremely camera shy; while there are hundreds of photographs of Schmitz trailers from their era in existence, there are hardly any photographs of Josef and August.

This was an extremely difficult time for the business; following the end of the Second World War, trailer production was banned. There was still demand for the company's trailers, as a 1946 letter from Hentze & Co, a freight forwarding firm from Gütersloh, confirms.

In it, Hentze & Co requests permission to buy trailers, but this was declined, with one Theodor Rox replying: "I regret to inform you that trailer production cannot be resumed, solely trailer repairs are permitted." It was those trailer repairs that kept the company alive; in 1946 it still employed 71 people.

In 1948, the brothers registered a second company: Schmitz-Anhänger Fahrzeugbaugesellschaft (Schmitz-



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Trailer Vehicle Manufacturer Association). It ran alongside Heinrich Schmitz Maschinen- und Fahrzeugbau, which was responsible for administrative affairs. In 1949, the Federal Republic of Germany was established and, soon thereafter, trailer production recommenced.

The 1950s was a decade of dynamic development in Germany: gross national product increased by 80 percent between 1952 and 1960. In 1955, the millionth Volkswagen Beetle was produced.

Meanwhile, under the motto "Schmitz-Anhänger vollenden jeden Zug" ("Schmitz trailers pull off every move"), the trailer manufacturer from Münsterland produced hundreds of trailers, semi-trailers, box bodies, tippers, tankers and tracking units in Altenberge.

It was also successful in the export market. By 1961, the company employed 300 people, produced more than 300 trailers a year and boasted an annual turnover of DM10 million (the DM doesn't exist anymore, hence the lack of a conversion to rands).

With the Altenberge production facility soon bursting at the seams, more plants were opened in Berlin (1967) and Vreden (1969). Heinz Schmitz (son of August) and Peter Schmitz (son of Josef) took over at the helm in the early 1970s.

Bernd Hoffmann (who was initially responsible for marketing and was eventually chairman of the board) joined the team in 1974, and played a significant role when it came to opening up international markets.

This was a very turbulent time for the German commercial vehicle industry. Within a few years, many household names ceased to exist. Krupp ceased truck production in 1968, MAN acquired control of Büssing in 1971 and Hanomag-Henschel was taken over by Daimler-Benz in 1974.

In 1975, Magirus-Deutz was acquired by Iveco. Opel, the largest producer of light trucks in the German Reich, ceased production of its hugely successful Opel Blitz in 1975, and then stopped building trucks altogether. Most trailer companies faced tough times, too.

Meanwhile, Schmitz-Anhänger was enjoying unprecedented growth. The oil-producing nations were experiencing a boom: the price of oil was going through the roof. They had money to spend and, as such, they were Schmitz-Anhänger's saviour.

The company sold hundreds of low-loaders, heavy oilfield vehicles with winches, dump trucks, tankers, silo trailers for grain transport and insulated reefers to countries such as Saudi Arabia, Iran, Iraq, Egypt, Oman and Libya.

In 1977, Schmitz-Anhänger employed more than 500 people. In 1986, this number had risen to over 1 000. It employed more than 2 000 people by 1992. Turnover increased tenfold to more than DM250 million between 1970 and 1990 – with the company becoming Germany's largest trailer manufacturer.

The market changed fundamentally when the project business with oil-producing countries dried up, with German reunification in 1990, and the

creation of the European single market in 1993. Management decided to make a radical shift and focus on "growth through sacrifice".

With this in mind, the so-called Genesis project was launched in 1994, whereby Schmitz-Anhänger focused on the most profitable areas of its business. From then on, it built only trailers with platforms and tarpaulins, box bodies and tipper bodies or container chassis.

Through process-driven industrial production, the lead time per vehicle was reduced from five weeks to five days and production hours from 190 to 35. The concept worked: 5 100 vehicles were manufactured in the 1992/93 business year and 17 000 a year by 1998/99, with turnover reaching almost DM1 billion (DM944.3 million).

The company was renamed Schmitz Cargobull in late 1998, with shares divided equally between the three families of Peter Schmitz, Heinz Schmitz and Bernd Hoffmann.

Peter Schmitz was chairman of the board from 1999 to 2003, followed by Bernd Hoffmann up to 2008. Long-time manager Ulrich Schümer then became chairman of the board of Schmitz Cargobull, until a member of the original Schmitz family, Andreas Schmitz, again took over the reins in 2016.

He is passionate about the group's future development in the age of digitisation and globalisation. Speaking at the trailer maker's 125-year celebrations, he announced the



formation of a new digital company that will be launched within the next three months. Schmitz Cargobull will invest more than €15 million (R238 million) in the new company.

Today Schmitz Cargobull has six plants in Germany and plants in Spain, Lithuania, Russia, China and Turkey. It employs 5 700 people, who produced more than 57 000 vehicles in the 2016/17 business year. Annual turnover exceeds €2 billion (R32 billion). Its tentacles reach as far as South Africa, via its interest in GRW.

Not too shabby for a company that started out fiddling with horses' feet. F



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FOOD TRANSPORT WHIPPED INTO SHAPE

MAINTAINING THE QUALITY OF PRODUCTS IS ESSENTIAL IN THE TRANSPORTATION OF FOOD, ESPECIALLY WITH THE INTRODUCTION OF THE NEW NOTICE R364 DRAFT REGULATION.
MARISKA MORRIS REPORTS

F

ood is delivered to restaurants, supermarkets and spaza shops daily. Aside from delivering food on time, companies in the food transport business are also responsible for delivering quality, safe food. To ensure food on the supermarket shelves is safe, the Department of Health has updated the Foodstuff, Cosmetics and Disinfectant Act.

A new draft regulation, Notice R364, is set to be introduced in South Africa. It will require food transport companies and vehicles to have a certificate of acceptability similar to that of a food establishment.

Venisha Bachulal, MD at Aspirata, a food auditing, testing and certification company, notes: "It is a legal requirement in this country for companies that prepare food to have a certificate of acceptability. This is provided by the local authority in the Department of Health."

"It has now been decided that a vehicle used to transport food will also have to have a certificate of acceptability, which is a good thing. We will now be able to ensure that food is safe when it is delivered," she adds.

Bachulal notes, for example, that food for hospitals and mines is prepared in a centralised kitchen, after which it is transported to various smaller kitchens. While the centralised kitchen might comply with food preparation standards, the smaller kitchens might not. The food also needs to be transported in a suitable vehicle. The temperature of the food needs to be kept at an acceptable level and cross-contamination needs to be prevented.

Meat transportation has been specifically highlighted in the new regulation. Bachulal notes that meat transporters often wore dirty clothes and carried meat on their backs. The delivery vehicle would often be switched off during the delivery process to save fuel. This could affect the freshness of the meat especially in areas such as Durban where temperatures can be as high as 38°C.

According to Bachulal, fresh food products need to be kept at a maximum temperature of five degrees Celsius. In more developed countries, such as the United States (US), when meat is transported it is kept at a level temperature.

Bachulal explains: "In the US, the receiving point is usually flat. The truck pulls up to a docking station and docks into



included in legislation in First World countries. According to Bachulal, this is because offal is not as popular in many other countries as it is in South Africa.

"Offal is one of the biggest sellers in South Africa. There are many stores where you'll find a cow, sheep or pig's head wrapped in plastic and kept for sale," Bachulal points out. For this reason, it was important for the transportation of offal to be included in the new regulations.

The Notice R364 states that: "No offal that has not been cleaned or scraped, or hides or related products, or any other food or materials that can contaminate the interior surface, may be transported in the vehicle used exclusively for the transportation of meat and meat products."

Other requirements for the transportation of meat are:

- A suitable vehicle must be provided for exclusive use for the delivery of meat or meat products;
- The compartment must be lined with a suitable impervious, joint-free material that can be cleaned and disinfected;
- No tarpaulins or cloths are allowed in or on the vehicle;
- The box and the body of the vehicle must be clean when meat is loaded.

The new regulation also requires that the person in charge of food premises must be suitably qualified, or adequately trained in accordance with the relevant Sector Education and Training Authority (SETA) requirements. Companies will need to be able to prove that adequate training has been provided.

Compliance to the new regulation remains a challenge. Bachulal notes that the Department of Health has its own challenges. She estimates that around 90 percent of food establishments in Ekurhuleni, for example, don't have a certificate of acceptability, or an updated certificate of acceptability.



the receiving area. The temperature in the truck is kept at five degrees Celsius and the receiving point is no higher than five degrees. The worker at the receiving point walks into the truck and pulls out a rail with the meat and goes into the delivery location."

The new regulation aims to introduce a similar high standard to meat transportation in South Africa. A unique addition to the local law is offal, which is often not

Food establishments also often don't display their certificate of acceptability. Since the Department of Health is struggling to enforce current regulations, it is possible that this new regulation may not be implemented sufficiently.

One can only hope that large supermarkets, which undergo frequent audits, will demand a certificate of acceptability from their transport suppliers. **F**

ONE FOR THE LOYALISTS



THE ALL-NEW NISSAN NAVARA FINALLY LANDED IN SOUTH AFRICA EARLIER THIS YEAR. WAS IT WORTH THE WAIT? GAVIN MYERS FINDS OUT IN THE 4X4 LE DOUBLE CAB

O

ne of the most highly anticipated bakkies to be launched this year has been the Nissan Navara – especially because South Africans had to wait more than two years after its international reveal to get their bakkie-hungry paws on it.

By now you would know that, while the new model is still underpinned by a traditional ladder-frame chassis, it benefits from a first-in-class (one-tonne pickup) five-link rear suspension system with coil springs.

The advantages are twofold: the rear axle is noticeably softer, aiding ride comfort, and the rear wheels are kept in contact with the ground. The noticeable absence of rear-wheel squeal under cornering imparts a sense of confidence in the grip levels.



The rear is softer, but it's not as supple as expected, while the front end feels more "choppy" than one is used to. Overall, it can't beat the balance between ride comfort, refinement and carrying capacity displayed by the Volkswagen Amarok and Mitsubishi Triton.

The Navara employs Nissan's 2.3-litre, twin-turbo, direct-injection diesel engine, which produces 140 kW at 3 750 r/min and 450 Nm torque from 1 000 to 2 000 r/min. Although the engine can be noisy under full acceleration, the early torque plateau is its most endearing aspect. Coupled to the short-ratio, six-speed manual transmission it's easy to keep the engine in the power band for quick progress.

(Electrically selectable four-wheel drive is the only drivetrain currently on offer, but you can opt for an automatic gearbox.)

Nissan claims the 80-litre tank of 50 ppm will drain at a rate of 6.5 l/100 km, though I managed a more realistic 9 l/100 km in mixed driving conditions.

Weighing 176 kg less than its predecessor, the Navara can carry up to 1 002 kg and tow a braked trailer at 3 500 kg. The double-cab's load bay is now 67 mm longer (1 503 mm) and 18 mm deeper (474 mm).

Standard spec in this top LE version is generous, with the likes of navigation; cruise control; auto headlights, wipers and dual-zone climate control; keyless entry and start; and seven airbags. An option on LE models is heated leather seats.

The cab architecture follows a similar design to the Nissan SUVs. A comfortable amount of space is fronted by a bold fascia with clean lines and good ergonomics. As is the norm in most modern bakkies, utilitarian plastics abound, although the Nissan's are among the nicest in terms of look and feel.

One area in which the Navara cannot be faulted is in its looks – bold, brash and up to date, it's surely one of the most handsome bakkies available today.

Is it, however, the one you want to buy? Currently the range is limited, but the pricing of this model falls near the midpoint among its rivals; at R567 900 the 4x4 Double Cab LE comes with a Nissan Assured warranty that includes a six-year/150 000 km mechanical warranty and a three-year/90 000 km service plan.

Nissan loyalists will delight in the Navara's package of bold looks, strong engine and improved ride and handling. It's good, but the wait as been long and many competitor vehicles now provide a more complete overall package. **F**

FIND OUT MORE ABOUT THE NEW
NISSAN NAVARA



MOVING TO THE FUTURE

THE PROFESSIONAL MOVERS' ASSOCIATION (PMA) CONGRESS 2017 PROVED TO BE A GREAT SUCCESS AND WAS INDICATIVE OF A POSITIVE TREND IN THE REMOVALS INDUSTRY

M

ore than 100 delegates descended on the Champagne Sports Resort on September 15 for this year's three-day congress.

Day one kicked off with a fun, novel and undoubtedly 21st-century way to get delegates to know each other ... a "selfie hunt", in which groups of delegates darted around the hotel taking selfie photos. "It was a great way to break the ice and get the spirit going," comments outgoing PMA president Ian Pettey.

Following the selfie hunt everyone enjoyed a welcome braai around the pool, before getting some vital rest ahead of conference proceedings on the second day.

First-time PMA congress sponsor, Iveco South Africa, hosted the evening's event; the Iveco Magic Gala Dinner. The company made an impression and pulled out all the stops for a beautiful and memorable evening.

Speaking of sponsors, Iveco was joined by a host of companies keen to show their support for the local removals industry. The PMA wishes to thank: Air Menzies, Aon, Boxlee, Future Packaging, Isuzu Trucks, Mediterranean Shipping Company, Pet Port, Pets Travel, Trudon and Work Force. Davene Pitallo and all the Event-Pro staff did themselves proud and again organised and ran a fantastic conference!

The conference wound down with a fantastic day of bonding with colleagues and sponsors on the golf course.

"The Champagne Sports Resort golf course is fun, beautiful and challenging," comments Pettey.



LEFT: Julie Romanis hands over the SAIMA reins to Morne Rudolph (far left). Dirk Smit replaces Ian Pettey as PMA president.

BETWEEN: Teambuilding and networking were central to the success of the conference.

As chairman of the congress organising committee, Danny Amaral took on the role of master of ceremonies for the day. The official business session kicked off with the PMA AGM – at which Pettey handed over the reins to the new PMA president Dirk Smit.

The incoming PMA regional chairpersons were introduced. These are Duncan Schulze (KZN region) and Ryan Kruger (Western Cape Region), who join Carla Schoeman (Northern Region) and Lucia Coetzee (Eastern Cape) on the committee.

The South African International Movers' Association (SAIMA) AGM then followed with the outgoing president, Julie Romanis, handing over the SAIMA reigns to Morne Rudolph. Doug Fear was also welcomed onto the NEC by Julie Romanis.

The work sessions were followed by guest speaker presentations and a very productive presentation was delivered by the new PMA president, Dirk Smit, on his vision for the future of the PMA.

Importantly, all delegates were very impressed with the proposed changes and welcomed them!

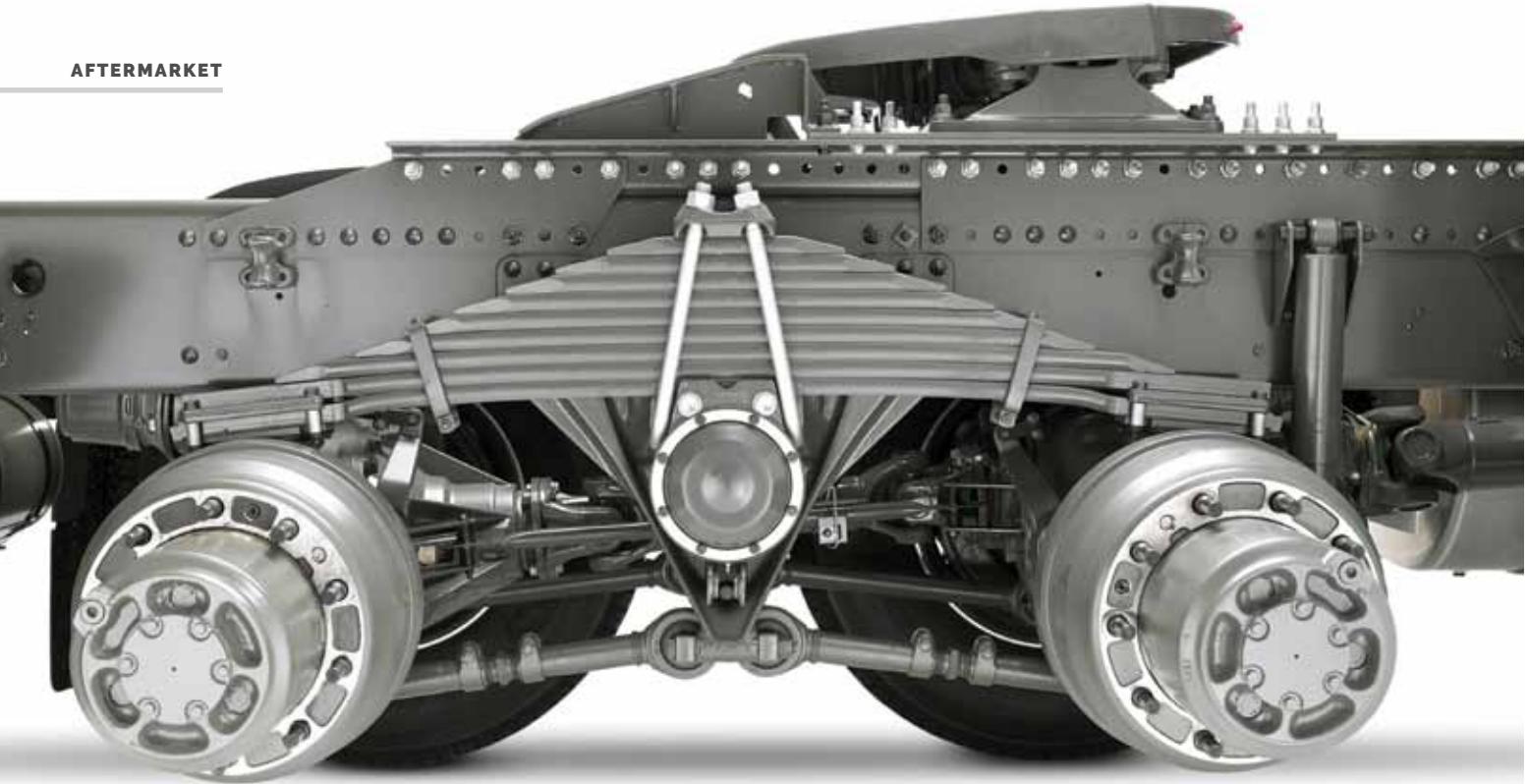


"The final evening was the golf prize giving and dinner where fun was had and where delegates had time to discuss issues, reminisce and look positively towards the future," Pettey concludes.

As the PMA enters a new era with new faces at the helm and fresh ideas on the drawing board, the future of the South African removals industry seems to be in good hands! **F**

SCAN HERE FOR MORE INFORMATION ON HOW TO GET INVOLVED WITH THE PMA





MORE TO THESE LITTLE BITS OF SUPPORT

WHILE A VEHICLE'S SUSPENSION BUSHES CANNOT BE SEEN, THEY ARE IMPORTANT TO ITS STABILITY, COMFORT AND SAFETY. WILLIAM GEORGE EXPLORES THE LATEST DEVELOPMENTS BEHIND THESE LITTLE COMPONENTS THAT HELP SUPPORT A VEHICLE

B

ushes are a form of mounting used in all vehicles. They provide an interface between two parts and serve to dampen energy, which is then transmitted through the bushes. The use of bushes helps to control movement in suspension systems and other parts such as engine and transmission mounts.

Bushes also cushion the system, minimising wear, noise and vibration, and aid the comfort and handling of the vehicle. They can be made from materials such as rubber, copper, polyurethane and nylon, and vary in shape and size depending on the components for which they are designed.

There are different types of bushes available which offer distinctive benefits – some of the rubber-based ones deteriorate more quickly than those made from polyurethane, which, however, tend to squeak with time. Polyurethane has some unique properties that make it ideal for use in bushes, such as flexibility and resistance to grease, cuts and abrasions.

Polyurethane and rubber materials are both measured in durometer, which indicates the hardness of the material. A rubber tyre, for example, has a durometer of Shore 60A, while polyurethane durometer ranges from 80A to 95A. As a result, bushes made from polyurethane are likely to outperform those made from rubber. On the other hand, rubber bushes do not need lubrication and do not squeak.

Some advances have been made in the manufacture of suspension bushes. Vesconite Bearings provides

some of the latest innovations and offers self-lubricating bushes, which assist in cutting costs of maintenance and downtime.

Eddie Swanepoel, technical representative at Vesconite Bearings, says that some conventional bushes, for example those made from nylon, swell when exposed to water, which results in radial expansion and seizure onto the shaft. As nylon absorbs moisture it also tends to creep.

"Vesconite and Vesconite Hilube bushes do not require lubrication, which makes these two products ideal maintenance-free alternatives to those made from nylon," says Swanepoel.

Vesconite Bearings partnered with global experts in truck and trailer technology to come up with advanced solutions in suspensions.

"We did in-field tests, where we fitted Vesconite and conventional bushes on trailers, which travelled the same routes every day. The Vesconite bushes lasted almost four-times longer than the conventional ones," says Nellis Nel, mechanical engineer at Fruehauf Components.

Maintenance of conventional bushes may be costly and increase downtime. It is advisable for vehicle owners to consult the original equipment manufacturer, or experts, before upgrading to new bushes.

When considering buying bushes, vehicle owners should consider the vehicle model and its maintenance costs, and source bushes that will suit their specific needs for increased productivity and efficiency. **F**

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WHEN THE BOARD TAKES A SUMMER ESCAPE



FLORIAN ENGEL, FROM AUSTRIA'S 1TRUCK MAGAZINE, HEADS TO THE AUSTRIAN ALPS WITH TWO DISTANT COUSINS FOR A VERY DIFFERENT COMPARATIVE TEST – THE SCANIA S730 V8 MEETS THE BENTLEY BENTAYGA V8 DIESEL

J

ust like the emperors of former ages, we rekindle the tradition of summer vacations in the mountains with this truly refreshing comparison test. What was good enough for kings and queens is perfect for the "King of the Road" – and its duel with the most powerful European diesel SUV...

We invited the Scania S730, 2017 Truck of the Year, and its "cousin" (*both brands are owned by the Volkswagen Group – ed.*) the Bentley Bentayga Diesel, to the famous ski resort Kitzbühel for a big showdown!

The picturesque scenery, with giant mountains, bright sunshine and pure white clouds promises a great day for this ambitious event. When we look more closely, the two rivals aren't that different.

V8-HEARTS

Both the candidates bring a big V8 engine to the duel. For Scania, it is the absolute unique selling proposition. With the epic power of 537 kW and 3 500 Nm of torque, the big Swede is taking the lead over Bentley.

At least the distinguished Brit is – together with another relative, the Audi SQ7 – the most powerful SUV on sale today. The big difference between these two engines is the size. While each pot is half a litre in size, the volume of each Scania cylinder is multiplied by four.

The relatively "small" 4.0-litre V8 in the Bentley generates 320 kW and a tremendous 900 Nm of torque. It's also really stunning to realise a parallel in the characteristics of the engines: both deliver their maximum torque as early as 1 000 r/min.



To reach these figures, the Scania engine needs only one turbocharger, while the Bentley gets two variable units and one additional electric compressor to avoid any turbo lag.

LOUNGE FEELING

A big surprise awaits us in the interiors. In recent months there has been a lot of talk about this new era in truck design, and the excellent workmanship of the new Scania cockpit and cabin. Compared directly to the most luxurious SUV in the world, the similarities of opulence are truly amazing...

One of Bentley's core values is, of course, its rich heritage in craftsmanship. Only the finest leather, wood, aluminium and steel are arranged like a suite of the famous German-British composer George Frideric Handel.

Most of the components, such as the steering wheel,



“

With the classic features like a fridge, coffee machine or microwave, the Scania S730 outshines the Bentley in this challenge with ease.

are covered with leather by hand – and even the contrast stitching is still handcrafted.

The great variety of woodwork is also handcrafted in the Bentley-owned carpentry in its hometown Crewe, England. Elegant chrome and aluminium details complete the overall picture.

Highlights are the aluminium rings around the air deflectors, which are milled out of a solid block like their valve optic control levers. Together with the massive ashtrays and the beautiful analogue dashboard clock, these are heart-warming tributes to the rich Bentley history.

There is one option on the list of extras. For real enthusiasts, Bentley, together with long-term partner Breitling, offers a mechanical timepiece with automated tourbillon movement instead of the standard dashboard clock. There is only one catch: the price tag of the Bentayga rises by €150 000 – or 50 percent!

It wouldn't be a Bentley if the comfort of passengers wasn't emphasised. The two electric seats in the second row can be perfectly adjusted to the personal needs of the occupants and offer extra comfort through heating, cooling and massage functions. Two tablets offer all modern

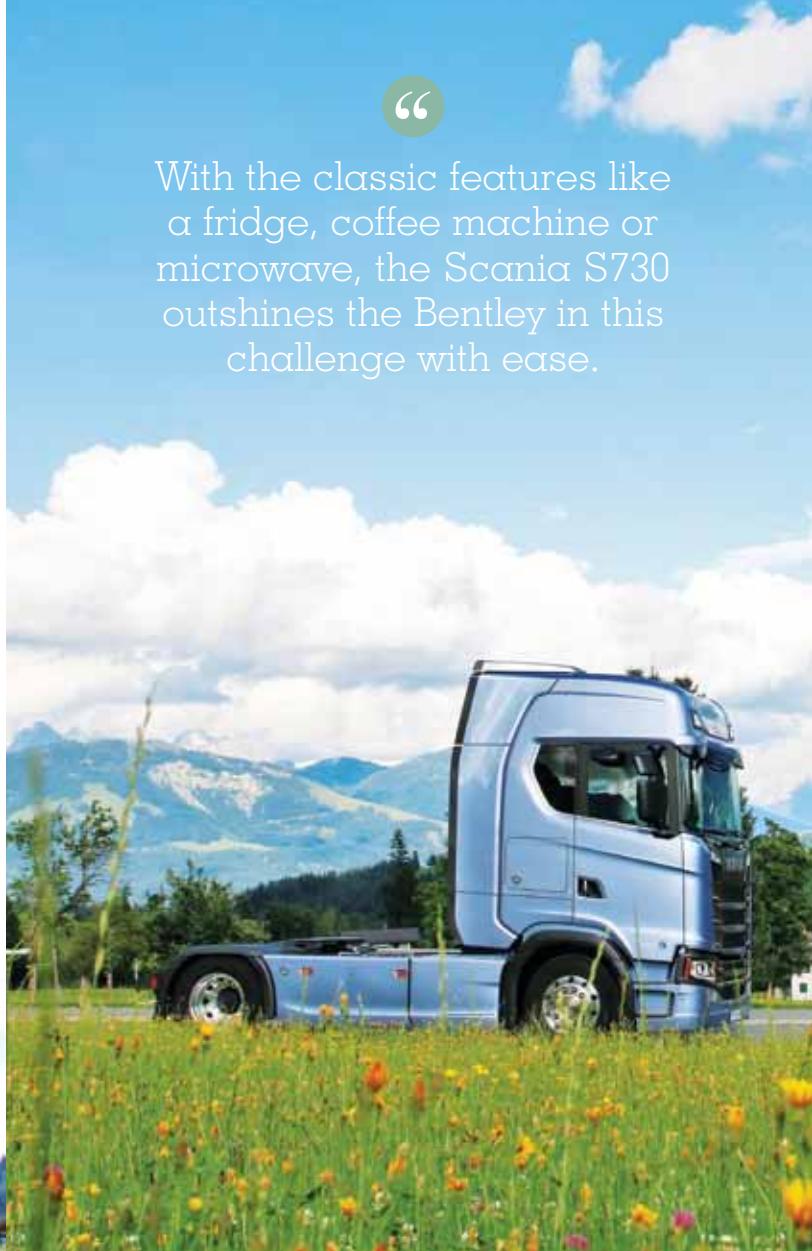


communication and information needs. A "mirror app" replaces the traditional makeup mirror...

FAITHFUL SERVANTS

Even though it is very unlikely that someone will venture off road with a €300 000 (R4 720 050) SUV, the Bentayga is well equipped for the adventure. Up to eight driving programs are available and the air suspension offers the perfect comfort and variable ground clearance for any need – just like in the Scania S730.

On the winding, and sometimes challenging, mountain roads around Kitzbühel, the Bentley offers decent sportiness despite its kerb weight of 2 500 kg. Thanks to



TECHNICAL SPECS

SCANIA S730

Engine	eight cylinders – 16.4 l
Power	537 kW (730 hp)
Torque	3 500 Nm at 1 000 r/min
Acceleration	N/A
Maximum speed	90 km/h
Gears	12
Weight	8 048 kg

BENTLEY BENTAYGA DIESEL

Engine	eight cylinders – 4.0 l
Power	320 kW (435 hp)
Torque	900 Nm at 1 000 r/min
Acceleration	4.8 sec
Maximum speed	270 km/h
Gears	8
Weight	2 499 kg



active roll stabilisation, it never feels like a motor yacht in fast corners.

To celebrate the journey, Bentley offers a comfortable picnic bench that unfolds out of the huge trunk. For the complementary culinary delights, a special picnic box by Mulliner can be ordered.

As regular readers of **FOCUS** know, this magazine has been appointed an associate member of the International Truck of the Year (ITOY)! **FOCUS** is the sole South African magazine to have joined this prestigious body. One of the advantages of this association is access to exclusive articles, specially written for **FOCUS** by ITOY jury members. This is one such article.

ULTIMATE BENCHMARK

With the classic features like a fridge, coffee machine or microwave, the Scania S730 outshines the Bentley in this challenge with ease.

Even though you cannot order a €150 000 clock for the Scania dashboard, with many new features within the cockpit, especially the deep black high-gloss instrument panel, the Scania sets a new benchmark in the truck industry. Like the Bentley, the Scania offers a huge digital display between the main dials.

Leather applications with a contrasting seam are standard for the interior of the strongest V8. Scania is really not shy to show off the V8 logo all over the truck. In comparison, the embossed logos on the headrests are another link to the Bentayga with its stitched "Flying B".

The tech and safety features on both vehicles don't have to be listed in detail. Except for one – the Bentley doesn't offer a GPS-guided cruise control.

SUBTLE DIFFERENCE

Besides the payload, among all the commonalities there is one big difference. With a price tag of €300 000 the Bentley is approximately double the price of the Scania S730 tractor – and this with the ridiculously low weight of only 2 499 kg!

Anyway, we definitely wouldn't reject either of these two in our fleet. **F**

THE BENTLEY LODGE KITZBÜHEL IS SERVICED BY KITZ COUNTRY CLUB, AND ACCOMMODATES UP TO EIGHT GUESTS IN PERFECTLY DESIGNED ROOMS WITH TRADITIONAL NAMES LIKE "MULLINER" OR "BENTLEY BOY". THE PRICES START AT €880 (R14 000) PER NIGHT



RAIL SET TO SAVE THE DAY IN BRAZIL

CARGO THEFTS COST BRAZIL AROUND R2,6 BILLION IN 2016 AND HAVE LEFT TRANSPORTERS EXASPERATED. HOWEVER, THE COUNTRY HOPES TO TURN ITS INFRASTRUCTURE CRISIS AROUND BY INVESTING HEAVILY IN RAIL. MARISKA MORRIS REPORTS

Infrastructure remains a challenge for developing countries with Brazil, Russia, India, China and South Africa (BRICS countries) being no strangers to its woes. This is particularly true for Brazil.

Reuters reports that Brazil spends only 2.5 percent of its gross domestic product (GDP) on infrastructure – a third of that spent by China and less than half of that spent by South Africa and Russia. The lack of infrastructure in Brazil costs its economy around 151-billion reais (R640 billion) annually.

The infrastructure shortcomings are particularly visible in the country's railway system. This has forced many companies to transport cargo by truck, which is slower, more expensive and very dangerous, especially when travelling through Rio de Janeiro.

A special correspondent for *Journal of Commerce* in Brazil, Rob Ward, reported on a spike in cargo thefts in Rio de Janeiro in August. He noted that, while cargo theft is a countrywide problem, it is especially problematic in the two largest cities of Brazil – Rio de Janeiro and Sao Paulo. These two cities account for 88 percent of all cargo theft.

Rio de Janeiro had the most cargo thefts in 2016. There was a 22-percent increase in thefts in the city during 2017 with 22 500 cargo thefts in total. Non-profit organisation

Firjan – which promotes business competitiveness and is situated in Rio de Janeiro – reportedly said that 619-million reais (R2,62 billion) was lost in 2016 due to cargo theft.

The country's recession, together with the fact that the Federal Highway Police is understaffed, has reportedly aggravated the cargo thefts – the worst the country has seen. Despite a considerable increase in the amount of cargo travelling in the country, there are only around 10 000 police officers, which is around 3 000 fewer than the agency needs.

According to Ward's article, the gangs in Brazil are now targeting smaller, lower-value shipments. These stolen shipments are rarely recovered, as the police do not enter many of the worst favelas (slums) in Brazil.

To manage the spike in cargo theft, the government of Brazil deployed troops in Rio de Janeiro. Roadblocks have been stepped up by the military at the four notorious favelas to prevent hijacked trucks from entering the slums.

The lack of infrastructure will hopefully not be a crisis for much longer as Brazil introduces its new infrastructure investment plan – Advance. The programme aims to inject US\$ 16 billion (R211 billion) into various sectors between 2017 and 2018.

Port Strategy reports that 50 projects were put forward by



the Ministry of Transport to be part of the programme, which included the completion of the North-South Railway (FNS) which is planned to run from Belém in northern Brazil to the most southern city in Brazil, Rio Grande.

Around 1 575 km of the railway has been completed with authorities struggling to complete the northern section of the FNS from Açaílândia to Barcarena (around 494 km). In the meantime, the state of Pará in northern Brazil is putting its planned 1 316 km Paraense Railway (Fepasa) into action.



Roadblocks have been stepped up by the military to prevent hijacked trucks from entering the slums.

This railway is planned to run parallel and to the west of the FNS. It will connect Santana do Araguaia with the port of Vila do Conde in Barcarena. The *International Railway Journal* (*IRJ*) reports that the Brazilian government wants to merge the FNS with the Fepasa, instead of completing the northern section, by simply extending the line from Rondon do Pará to Açaílândia by 58 km. Companies using the FNS will thus have access to a port in Pará for exporting goods.

Fepasa and the expansion of the port is estimated to cost around 14-billion reais (R59 billion) and will have the capacity to carry up to 170-million tonnes of freight annually. The viability of Fepasa is already visible with two companies committing to using it as a mode of transport.

IRJ quotes the Minister for Economic Development, Mining and Energy, Adnan Demachki, as saying: "Vale, Brazil's largest mining company, will participate in the project and will use the line for its freight, although the volumes involved are still under study by the company. In addition, the Norwegian company Norsk Hydro will sign a commitment to transport approximately five-million tonnes per year."

Brazil has also proposed a Bi-Oceanic Central (CFBC) transcontinental railway linking Brazil and Peru. The estimated cost of this 4 900-km railway is around 30-billion reais (R127 billion). However, there are still debates surrounding the route of the railway.

IRJ reported that Peru wants the railway to pass through the Andean region. It was, however, planned to start in Campinorte, Brazil, and travel to the Peruvian border where it would turn south to reach Porto Ilo on the Pacific Coast. Adopting the new route would cost the government of Brazil an additional 20-billion reais (R84 billion).

In addition to this, *IRJ* reports that the track gauges in the two countries differ. Brazil wants to use a 1 600-mm gauge on the new railway, while Peru still uses a standard 1 435-mm gauge, which is used by 55 percent of railways around the world.

It would not be the first instance in which very ambitious projects were left incomplete. In 1999, plans for the 1 753-km Transnordestina railway began. The project was halted earlier this year after almost two decades and 11.2-billion reais (R47 billion).

Whether Brazil's heavy investment will pay off remains uncertain, while transport and logistics companies operating in Brazil continue to struggle with poor infrastructure and cargo theft. Troops deployed in Rio de Janeiro are set to remain in the city until December. **F**

GLOBAL FOCUS NEWS

SCANIA'S NEW GENERATION BEGINS CONSTRUCTION

Scania has launched the all-new XT truck range specifically designed for the construction industry, and it is certainly attracting its share of attention.

The new construction range is the second stage in Scania's introduction of new-generation trucks – the fruits of more than ten years of development with an investment exceeding €2 billion (R31.28 billion).

"This industry is facing increasing demands for sustainable and cost-effective production. Each component in the complex construction logistics process must adapt to higher standards of efficiency. The Scania XT is our contribution to this shift," says Scania president and CEO Henrik Henriksson.

Following an extensive analysis of the multi-faceted construction industry, the XT range has been designed to meet the highly diverse transport assignments within the sector.

The XT treatment is applicable to the entire range of cab and engine specifications, from the smallest P-series cab to the spacious S-series cab. Customers can select engines with power outputs ranging from 208 to 544 kW (280 to 730 hp).

According to Scania, the introduction of the XT range marks the start of a targeted offensive

with tailor-made solutions focused on demanding customers in Europe.

"We are putting a higher emphasis on construction," states Henriksson. "We now have the right products, the right services and the right skills to match Scania's leading position in long-distance vehicles."

Transporters in the construction industry normally form part of a larger process, and it is crucial for them to avoid disruptions. In addition to tough and durable vehicles, Scania has, therefore, created an entire ecosystem of services to ensure uninterrupted deliveries while improving customers' profitability.

"The global construction industry continues to grow and Scania now presents enhanced tools to meet the demand," says Henriksson. "We are well aware of the slim margins for many hauliers in this business and we have developed vehicles and solutions to ensure sustained profitability," he concludes.



TESLA PREPARES TO GO TRUCKING

Electric car manufacturer Tesla is on the verge of unveiling its first heavy-duty electric truck. The reveal is scheduled to take place on October 26.

While details have been kept thin in the run up to that date, *Forbes* reports that "Tesla could bring many of its core strengths to the trucking market, including its autonomous driving technology and relatively low operating costs."

"While a completely autonomous truck could be several years away, the company could offer some level of automation to help companies better manage their manpower costs," *Forbes* reports.

Tesla CEO, South African-born Elon Musk, has

indicated that the vehicle would have better torque than any diesel truck.

Musk has also indicated that series production of the truck could take place within 18 to 24 months.

Keep an eye on future issues for more details!



eCANTER WHIRRS IN

On September 14, Daimler subsidiary Mitsubishi Fuso Truck and Bus Corporation (MFTBC) launched the Fuso eCantér – the world's first all-electric light-duty truck.

WATCH THE UNVEILING AS MARC LLISSOSELLA, PRESIDENT AND CEO OF MFTBC AND HEAD OF DAIMLER TRUCKS ASIA, AND JECKA GLASMAN, CEO AND PRESIDENT AT MITSUBISHI FUSO TRUCK OF AMERICA, INTRODUCE THE NEW MODEL



CUMMINS EYES ELECTRIC FUTURE

Traditionally known for its expertise in the design and manufacture of diesel engines, Cummins has unveiled an all-electric powertrain fitted to a rather futuristic-looking semi-truck tractor. The brand aims to be "the global leader in powertrains", offering customers a variety of power solutions to meet their particular needs.

This was but one of the next-generation, energy-diverse products and technology solutions unveiled by the brand at the Cummins Technical Centre in Columbus, Indiana. The company displayed the latest in near-zero natural-gas engine technology, as well as "super-efficient" diesel engines, and shared plans to introduce a revolutionary heavy-duty diesel engine in 2022.

"As a global power leader for commercial and industrial customers we provide an unmatched service and support network, and we are better positioned than any other company to win in new and emerging technologies and in new markets," says Rich Freeland, Cummins president and COO.

The new electric powertrain was the star of the show, though. The demonstration truck uses a 140-kWh

battery pack, with the full powertrain weighing roughly the same as a 12-litre engine with its after-treatment system, transmission and fuel tank.

The concept truck has a range of about 160 km on a single charge for city driving, which is extendable to 480 km with additional battery packs. The gross vehicle mass rating is 34 t.

The powertrain and truck will enable Cummins to learn more about the potential electrification holds for larger vehicles.

It features many technical innovations, such as a regenerative braking system and the potential for solar panels on the trailer roof, which can send energy to the battery pack. Air drag is reduced by replacing side mirrors with an in-dash camera system as well as a sealed truck body and underbody – with no front radiator intrusion.

"We will harness our global technical footprint to continue to develop a wide variety of power technologies to bring our customers the choice and solutions that enable their success and contribute to a sustainable future," says Jennifer Rumsey, chief technical officer, Cummins Inc.



SHORT HAULS

SA'S BEST UD DRIVERS HEAD TO JAPAN!

UD Trucks Southern Africa revealed the brand's top fleet drivers, two of whom will be representing South Africa in the global Extra Mile Challenge, taking place this November in Japan.

The annual Extra Mile Challenge driver competition took place at Gerotek Vehicle Testing Facility during September, where Lafras Kruger from RA Transport in the Eastern Cape came in first place in the Quester category, while the best Quon driver title went to Buza Ngcelwane from Dairy Farmers of SA in the Eastern Cape.

South Africa's top 2017 UD Trucks Extra Mile Challenge drivers were:

QUESTER CATEGORY

1. Lafras Kruger – RA Transport
2. Simon Moloi – Clover SA
3. John van Reenen – Darling Romery

QUON CATEGORY

1. Buza Ngcelwane – Dairy Farmers of SA
2. Wilford Chilufya – Transrite
3. James Mavuso – Afgri

"We greatly value the vital role that truck drivers play in our economy and the overall development of the region," says Gert Swanepoel, MD of UD Trucks Southern Africa.

Drivers were put through their paces in various

challenges that measured efficiency and productivity via onboard telematics on the Quester and the onboard VCU on the Quon models. Additionally, drivers had to perform some challenging handling and parking tests, where accuracy and efficiency were key to success.



LEFT: Reversing skills put to the test.

RIGHT: Awarding the top-three drivers from each category.

"The Extra Mile Challenge tests the skills and efficiency of UD fleet drivers and goes a long way in raising the standards within fleets. It also creates awareness of the importance of safe and efficient driving," Swanepoel adds.

"The results of the Extra Mile Challenge has once again bolstered our belief in the level of driving skill available in South Africa. We wish Ngcelwane and Kruger every success with the global competition in November. We are with them every step of the way," says Swanepoel.

110 TONNES ON THE BACK OF A LAND ROVER

It's not every day you see a sport utility vehicle (SUV) towing a truck, yet that's exactly what Land Rover did



... in the Australian Outback ... with a 100-m long, 110-t, seven-trailer road train!

The feat was undertaken with a standard all-wheel drive Discovery Td6, fitted with Land Rover's 3.0-litre diesel engine that produces 190 kW and 600 Nm and an eight-speed automatic transmission. Even the standard tow hitch was used!

The discovery towed the road train for 16 km along a closed section of the Lasseter Highway.

SCAN HERE TO WATCH THIS AMAZING FEAT!



COMMERCIAL VEHICLE SALES REPORT FOR AUGUST 2017

Note: For the time being, Great Wall Motors SA (GWM) and Mercedes-Benz SA (MBSA) will only report aggregated sales data. The MBSA commercial vehicle market split volumes are estimates based on historical trends and forecasting techniques.

Light Commercial Vehicles < 3 501 kg		Total: 14 834
Fiat Group		27
Ford Motor Company		2 661
GMSA		2 051
GW/M		168
Hyundai Automotive SA		342
JMC		50
Kia South Africa		117
Mahindra		179
Mazda South Africa		53
Mitsubishi		25
Mercedes-Benz SA – estimate		10
Nissan		3 238
Peugeot Citroën South Africa		2
Renault		13
Suzuki Auto		50
Tata		66
Toyota		5 140
Volkswagen SA		642
Medium Commercial Vehicles 3 501 – 8 500 kg		Total: 633
Fiat Group		2
Ford Motor Company		6
GMSA		193
Hyundai Automotive SA		4
Iveco		73
JMC		13
Mercedes-Benz SA – estimate		135
Tata		25
Toyota		140
VECV South Africa		4
Volkswagen SA		38
Heavy Commercial Vehicles 8 501 – 16 500 kg		Total: 427
FAW		52
GMSA		115
Iveco		5
MAN		20
Mercedes-Benz SA – estimate		40
Tata		14
Toyota		70
Volvo Group Southern Africa		111
Extra-Heavy Commercial Vehicles > 16 500 kg		Total: 1 046
Babcock DAF		50
FAW		39
GMSA		44
Iveco		38
MAN		142
Mercedes-Benz SA – estimate		247
Powerstar		40
Scania		155
Tata		12
Toyota		41
Volvo Group Southern Africa		238
Buses > 8 500 kg		Total: 121
Iveco		9
MAN		42
Mercedes-Benz SA – estimate		15
Scania		26
Tata		4
VDL Bus & Coach		17
Volvo Group Southern Africa		8

*Source: National Association of Automobile Manufacturers of South Africa (Naamsa).

HELPING FARMERS GRAB LOW-HANGING FRUIT

According to Nick Hoffman, general manager of Linebooker – an online bidding platform that matches trucks with loads – technology is unleashing new ways for farmers to cut costs in the current weak South African economy.

"Traditionally, farmers have locked themselves into contracts with transport suppliers. When crops are market-ready, there are urgent transport requirements and small windows of opportunity, but with new technologies offering online crowdsourcing for the best price among a range of suppliers, these arrangements are beginning to change," he says.

"Because of the cyclical nature of the business, farmers are challenged by a finite number of transporters and the availability of trucks. Fortunately, the power of supply and demand are now made transparent through online bidding, offering better 'lane balancing' to fill trucks that would otherwise be empty," Hoffman notes.



As such, Linebooker is now broadening its services into the agricultural sector. The company has seen its "virtual fleet" of trucks grow by more than 50 percent in the past three months; with more than 4 500 vehicles available to connect customers requiring transport to transporters looking to efficiently fill their trucks.

"While we don't own any trucks, our online platform connects farmers – who are looking to address their transport requirements during peak periods – to a wider range of transporters keen to carry loads," says Hoffman. "Sourcing transport – particularly if one is looking for the best price – can be a time-consuming exercise; and we know farmers have very little time to spend on sourcing transport at the right price while harvesting."

According to Linebooker, the company has saved customers an average of 12 percent since beginning operations eight months ago. All the company's transporters are pre-approved and vetted for requirements such as goods-in-transit insurance.

In addition, Linebooker's transport controllers look after administrative elements associated with deliveries such as securing proof-of-delivery documentation and invoicing.



JOBURG'S COMMUTERS AND INEFFECTIVE PUBLIC TRANSPORT

HOW DO THE PEOPLE OF JOHANNESBURG VIEW THE CITY'S PUBLIC TRANSPORT SYSTEM? FOCUS REPORTS ON A STUDY CONDUCTED BY RESEARCHERS GERT HEYNES AND ROSE LUKE, FROM THE UNIVERSITY OF JOHANNESBURG (UJ)

Last month we discussed how South Africans rate their local public transport systems. The results indicated an overall lack of progress in the public transport sphere. Now we look at Johannesburg to find out how its commuters rate the city's public transport services.

THE NEED FOR A RELIABLE, EFFICIENT AND SAFE PUBLIC TRANSPORT SERVICE

Johannesburg has the largest urban population in South Africa with over four million people. As a result, there is a need to improve the transport system, through reducing

carbon emissions, curbing traffic congestion, promoting a modal shift towards sustainable transport and the development of affordable mobility options for the public.

Heyns and Luke, researchers at The Institute of Transport and Logistics Studies (Africa) in UJ conducted a survey which measured commuters' expectations of service quality and the actual service quality offered by bus transport services in the city.

They found that bus services rendered by two major public transport service providers, namely Metrobus and Public Utility Transport Corporation (Putco), in Johannesburg are providing a less than satisfactory service.

According to the report, entitled: Measuring commuters' perception of service quality of public bus services in the city of Johannesburg, the public transport system is still not providing commuters with an attractive alternative to a private vehicle.

Heyns and Luke measured the gap between commuters' perceptions of service quality and their expectations. The researchers used a model of 25 questions, which were grouped evenly into five qualities that are best suited to determining service quality and customer's satisfaction: reliability, comfort, the extent of service, safety and affordability.



At the moment, the major public transport providers are not meeting the needs of the commuters.



CAUSES OF POOR QUALITY SERVICES IN REGARD TO PUBLIC TRANSPORT

The survey was conducted among the awaiting commuters of Metrobus and Putco, who were given the questionnaires with a five-point scale, with one representing strongly disagree, and five representing strongly agree.

The responses pointed out numerous Metrobus shortcomings including the lack of acceptable safety measures against crime, the lack of notifications on the service availability and inadequate operational hours.

Meanwhile, the shortcomings for Putco included lack of protection provided at the bus waiting areas, overall condition and neatness of buses and bus breakdowns.

There were, however, also positive qualities from the commuters' responses. Metrobus commuters liked the safe and comfortable vehicles and the availability of bus schedule information. Putco commuters indicated that the best areas of service quality provided are the affordability of the service and low price increases.

JOHANNESBURG COMMUTERS GIVE THEIR SCORES

According to the report, the overall average score for Metrobus commuters' perceived level of service quality is 3.18 out of a possible score of five. Their expectations of bus service quality is an average score of 4.21, indicating an overall bus service quality that is less than satisfactory.

The overall average score for Putco commuters' perceived level of service quality is 2.54, while the expectation score is 3.83, which also shows a less than satisfactory bus service.

The study further indicates that the expected service quality levels from Putco commuters are lower than those of Metrobus commuters, and Metrobus is providing better services when compared to Putco. This is due to the fairly affordable services rendered by Putco. Another reason noted in the report is that there is a perception that Putco's bus service is aimed at low-income users.

COMMUTERS CONVERT TO PRIVATE VEHICLES

"Transport plays a critical role in the socio-economic development of a country and is particularly important in developing countries, where mobility and accessibility are frequently constrained by inadequate levels of transport services," the researchers note.

The report indicates that the quality of public transport services in Johannesburg is inadequate and not providing the public with reliability, predictability, comfort and safety. These are some of the characteristics which were aimed for in the National Transport Masterplan of 2015.

"Societal needs such as mobility and accessibility remain largely unaddressed," say Heyns and Luke referring to their State of Transport Opinion Poll South Africa (TOPSA) poll, as discussed in the last issue of **FOCUS**.

"The South African public transport system remains unable to provide commuters with an attractive alternative to the private car," Heyns and Luke express.

There is a growing need to have a seamless and modernised transport system in Gauteng. However, at the moment, the major public transport providers are not meeting the needs of the commuters. This encourages public transport users to convert to private car ownership for better accessibility and mobility, despite the traffic congestion and environmental concerns caused by use of private cars. **F**

BUS STOPS

PORTE GOES CNG

The Portuguese city of Porto has bought 173 compressed natural gas (CNG) city buses from MAN Truck & Bus for operation in the city. Their bodies will be built by the national bodybuilder CaetanoBus between 2018 and 2020.

The MAN chassis fulfil the emissions standard Euro 6c thanks to their 231 kW (310 hp), six-cylinder CNG engines.

"We are very pleased with this acquisition of buses by STCP (Sociedade de Transportes Colectivos do Porto - Society of Collective Transports of Oporto). The partnership between the company and MAN Truck & Bus Portugal started in 2000, and we intend to continue to work to maintain the trust and satisfaction of STCP with the quality of MAN vehicles and services," says Heinz-Jürgen Löw, executive board member sales, marketing and service at MAN Truck & Bus AG.

Approximately 70-million passengers use public transport in Porto each year, which means an average of 200 000 people are transported every day.



1 761 KM ON A SINGLE CHARGE

A major concern about emerging battery technology is its limited ability to provide range akin to a vehicle powered by a diesel engine.

An American manufacturer of zero-emission, heavy-duty buses, Proterra, recently set a world record for driving the longest distance ever travelled by an electric vehicle on a single charge.



Proterra's 40-foot Catalyst E2 max travelled 1 761,92 km at the Navistar Proving Grounds in New Carlisle, Indiana, with 660 kWh of energy-storage capacity.

"For our heavy-duty electric bus to break the previous world record of 1 622 km – set by a passenger electric vehicle 46 times lighter than the Catalyst E2 max – is a major feat," says Matt Horton, Proterra's chief commercial officer.

"Driven by the best cost savings, we believe the business case for heavy-duty electric buses is superior to all other applications, and that the transit market will be the first to transition to battery-electric powered vehicles," adds Proterra CEO, Ryan Popple.

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