

FOCUS

ON TRANSPORT AND LOGISTICS

BRINGING TRUCKING'S FUTURE FORWARD

UD TRUCKS INTRODUCES ITS ALL-NEW QUON!



INNOVATION IN REFRIGERATION

Serco strikes gold at
Automechanika Johannesburg

HYUNDAI'S GRAND GOES COMMERCIAL

Grand i10 Cargo fits the bill as
an affordable LDV

DELIVERING THE GOODS

Technology's influence in
the FMCG sector

OLYMPIC LOGISTICS

Japan addresses Tokyo
2020's transport challenges



FEELING THE PRESSURE? GET A HELPING HAND FROM SHELL

With the economic pressures in South Africa today, fleet managers could use a little help. Look no further than the Shell Fleet Card, tailor-made for commercial road transport companies and fleets.

With around-the-clock support, fraud control mechanisms, detailed purchase history across categories and an online invoicing service where customers can securely store, view and download invoices, fleet managers have more control than ever.

Additional services available to Shell card customers include:

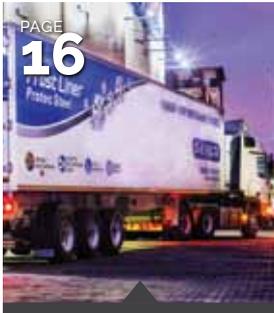
- Access to 600 fuel sites nationwide
- Online services for digital transactions and fraud alerts
- Specialised support from the Customer Service Centre
- Fraud monitoring and support
- Pricing analyst and after-sales pricing queries
- Card and account training

For more information, visit www.shell.co.za





CONTENTS



PAGE
16

INNOVATION IN REFRIGERATION

Strides taken in designing and engineering refrigerated trailers sees local manufacturer Serco strike gold for innovation



PAGE
20

IVECO'S NEW OFF-ROAD TRUCK

Iveco has launched its Stralis X-Way, a vehicle which lays claim to building bridges between the rough and smooth



PAGE
22

VOLVO INTRODUCES ITS I-SAVE SYSTEM

Volvo Trucks has added another name to its suite of I systems – I-Save. PAUL WHITE finds out what benefits it offers



PAGE
25

HYUNDAI'S GRAND GOES COMMERCIAL

Recently introduced to South Africa, Hyundai's Grand i10 Cargo fits the bill as a cheap-to-run, light delivery vehicle



PAGE
26

DELIVERING THE GOODS

From paperless monitoring systems to smart shelves, new technologies introduced in the retail industry are changing how products are transported



PAGE
32

SAFETY AS A NECESSITY

Helping to make the world's roads safe one vehicle at a time – that's the aim of South African driver behaviour management specialist, DriveRisk



PAGE
34

COMTRANS: A CELEBRATION!

Moscow's Comtrans International Commercial Vehicle Trade Fair proved to be a celebration of anniversaries and novelties



PAGE
38

JAPAN READY FOR OLYMPIC LOGISTICS

Ahead of the 2020 Tokyo Olympics, Japan has begun to address the transport challenges an influx of visitors is likely to bring.

COVER

Bringing trucking's future forward – that's the aim of UD's just-released, all-new Quon! See page 15



REGULARS

- 4 Editor's Notes
- 8 Driving Africa
- 10 Firm Advice
- 12 Vic's View
- 14 Hopping Off
- 40 Global Focus News
- 44 Short Hauls
- 46 Naamsa Numbers

Published monthly by Charmont Media Global
Unit 17, Northcliff Office Park, 203 Beyers Naude Drive, Northcliff, 2195.
P O Box 957, Fontainebleau, 2032, South Africa
Tel: 011 782 1070 | Fax: 011 782 1073 /0360

EDITORIAL DIRECTOR

Charleen Clarke
Cell: 083 601 0568
charleen@focusontransport.co.za
womannonwheelsza

PUBLISHER

Tina Monteiro
Cell: 082 568 3181
tina@focusontransport.co.za

EDITOR

Wynter Murdoch
Cell: 082 453 9794
wynter@charmont.co.za

SUB-EDITOR

Jeanette Lamont
jeanette@charmont.co.za

JOURNALISTS

Mariska Morris
Cell: 084 788 8399
mariska@charmont.co.za
Patroffie

TECHNICAL CORRESPONDENT

Vic Oliver
Cell: 083 267 8437
voliver@mweb.co.za

CONTRIBUTORS

Vladimir Chekhuta
Mike Fitzmaurice
Vaughan Mostert
Paul White

ADVERTISING SALES

Atish Ramachul
Cell: 061 320 2210
atish@focusontransport.co.za

Diana Gouws

Cell: 082 801 8506
diana@charmont.co.za

CIRCULATION MANAGER

Bev Rogers
Cell: 078 230 5063
bev@focusontransport.co.za

DESIGN AND LAYOUT

Nelio da Silva
nelio@focusontransport.co.za

PRINTING

Camera Press

© Copyright. No articles or photographs may be reproduced, in whole or in part, without specific written permission from the editor.



FOLLOW US

facebook.com/focus_mag
twitter @FOCUSmagSA
instagram @focusontransport
Find us on LinkedIn



AT THE TOP OF THE FOOD CHAIN

Hauling grain means playing a key role in our food chain. Facing the constant challenge of delivering on time in varying conditions, with distinct peaks during harvest season. In other words, reliability and uptime are top priorities. You need a team player, not a standard model. This is why we don't do one-size-fits-all trucks. We tailor solutions for the only business that matters. Yours.



 @ScaniaSA
www.scania.com/za
Scania Southern Africa

SCANIA

TRANSPORT MONTH: AN OPPORTUNITY MISSED?

G

overnments are often accused of living in Cloud Cuckoo Land – simply watch *CNN* to get a perspective regarding the shortcomings of the Trump Administration, or the *BBC* or *Sky News* to find out whether or not Boris Johnson's Brexit plans can be trusted – but it strikes me that South Africa's rulers have totally missed the boat in deciding on this year's theme for Transport Month.

To read the official communique posted in September on the South African government's website, you would think that there was little amiss with the country's transport industry. "During Transport Month, government – and specifically the Department of Transport and its entities – will showcase transport infrastructure services in aviation; maritime; public transport and roads," the statement reads.

"This month will also be used to further advance the country's road safety initiatives, while also creating awareness of the economic benefits of the sector. Our investments in the transport sector are aimed at stimulating development and creating jobs as part of the country's Nine-Point Plan. These investments will ensure that we build an integrated public transport network across the country."

To get a grasp on reality, I urge you to read the views of Mike Fitzmaurice, CEO of the Federation of East and Southern Africa Road Transport Associations (Fesarta), in his *Driving Africa* column in this edition. "October is Transport Month in South Africa and it would not be possible to acknowledge it without making mention of the impact that violent attacks have had on the country's transport industry over the last year and, more specifically, the first two weeks of September," he writes.

Fitzmaurice points out that at least 213 truck drivers, mostly foreign nationals, have lost their lives in the attacks. He adds that around 1 400 vehicles and cargoes have been burnt, damaged or destroyed at an estimated cost of R1.2

billion – or R3,3 million a day – over the last year. "From September 1 to 4 alone, 17 trucks were burnt," he writes.

Also, in recent months, FOCUS has carried a variety of reports written by Vaughan Mostert, a former lecturer in public transport at the University of Johannesburg, highlighting the very sorry state of much of the country's public transport infrastructure.

In his column in this edition, Mostert suggests that South Africa's cities are in better positions to fix their bus services compared with London or New York – which he recently visited – because there is currently almost nothing to fix. "We can start from scratch with a brand-new bus network for every city that will reduce the need for expensive new infrastructure. It involves taking the thousands of buses already on the road and putting them, together with our dysfunctional railway, into one system," he writes.

Government's view of public transport? "Our investments in rail, roads and public transport is changing the way people access their places of work, study and entertainment. These investments will also help to grow our economy, and address the challenges of unemployment, poverty and inequality," according to the website post.

It goes on to say that October was declared Transport Month in 2005 during the Transport Lekgotla. "It is used 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.

"During Transport Month, government will also mobilise public and private-sector participation in transport projects aimed at developing the country's economy and ensuring sustainable job creation."

I hope the voices of transport industry leaders will be heard.

WYNTER MURDOCH

IN IT FOR THE LONG HAUL

**FREE
SERVICE PLAN**
UP TO 3 YEARS/400,000KM

**MAINTENANCE
PLAN OPTION**

**TRADE BACK
OPTION**

**RENT-TO-OWN
OPTION**
ON ORDERS OF MORE THAN 10

V3 2646

AMT TRUCK TRACTOR

R1,250,000*

EXCL. VAT

VALID IN S.A. ONLY

- 460HP Weichai Euro III Engine
- 16 Speed Automatic (AMT) Transmission
- Proven 2.2km/L+ Fuel Consumption*
- Ergonomically Designed Interior
- Improved Comfort & Safety Features

CALL YOUR NEAREST DEALER TODAY!

* Terms & conditions apply • Prices exclude VAT, on-road costs and licence fees • Offers valid while stocks last • Flat deck inter-link trailer, fully laden 36+ tons, long haul on road application

EASTERN CAPE Port Elizabeth +27 41 817 5402 | NORTHERN CAPE Kimberley +27 53 841 1860 | WESTERN CAPE George +27 44 802 0900

• Paarl +27 21 862 5400 • Milnerton N7 +27 87 724 1595 | GAUTENG Centurion +27 12 940 1750/80 • Jet Park +27 11 390 8160

KWAZULU-NATAL Camperdown +27 31 785 1985 • Empangeni +27 35 772 1739 • Pietermaritzburg +27 33 846 0500 • Pinetown +27 31 700 1222

MPUMALANGA Ermelo +27 17 811 5181 • Middelburg +27 13 283 6200 | NORTH WEST Klerksdorp +27 18 464 2336 | LIMPOPO Polokwane +27 78 265 4673

 **POWERSTAR**
trucks built to last

A brand of
EVERSTAR
Industries

www.everstarindustries.com | Tel: +27 12 940 1750/80 |    

▶ Driven by Vision. Powered by Strength.

GETTING SOCIAL



FOLLOW US
 facebook.com/focus_mag
 twitter @FOCUSmagSA
 instagram @focusontransport
 Find us on LinkedIn

Haven't yet seen **FOCUS** on social media? Not to worry, here are some of our most popular posts from the last month.

FOCUS on Transport and Logistics

BREAKING NEWS: In a 90-kilometre move, South African drivers are now being stopped from crossing the border into Mozambique, Botswana and Zambia. This is in response to the violence associated with xenophobic attacks. <http://bit.ly/2PQ8he> #TruckViolence

THE-SOUTHAFRICAN.COM
Xenophobia protests: South African drivers blocked from crossing borders

FOCUS on Transport and Logistics

BREAKING NEWS: Malawian truck drivers have been told to postpone trips to South Africa. <http://bit.ly/2M3ic15>

WYKATWEBES.COM
Chilima condemns South Africa xenophobic attacks - Malawi Nyasa Times - News from Malawi about Malawi

FOCUS on Transport and Logistics

Kia is apparently working on a bakkie to take on the likes of the Ranger and Hilux. What do you think of this news? <http://bit.ly/2LJ0AN6>

IDL.CO.ZA
Kia working on a bakkie to rival Hilux and Ranger - report | IDL Motoring

Len Elcker: Maybe an overpowered space already? Ask MB how it is going with their offering?

FOCUS on Transport and Logistics

What are the top fuel transport turn-ons? This fascinating article reveals it all (And it contains some surprising findings.) <http://bit.ly/2K4070P>

FOCUSONTRANSPORT.CO.ZA
Top fuel transport turn-ons - Focus on Transport and Logistics

FOCUS on Transport and Logistics

The looting of trucks on the N3 and other highways across KwaZulu-Natal is on the increase, with several businesses now hiring heavily armed private security escorts to prevent the loss of precious cargo. It's like the Wild West! <http://bit.ly/22QgPC5>

IDL.CO.ZA
Looting of trucks on N3 highway spikes | The Mercury
 Businesses are hiring private security firms

Sibeselo Ndlovu: This is killing our economy 🙄

FOCUS on Transport and Logistics

Beer drinkers could not believe their luck when a truck lost part of its load of Castle Milk Stout recently. The looters (acting illegally, of course) had a treat. <http://bit.ly/242NwCQ>

NEWS24.COM
Crowds swoon in to grab beer when truck loses load
 A truck carrying cans of Castle Milk Stout was looted after some stock...

FOCUS on Transport and Logistics

BREAKING NEWS! The Volvo Group and Samsung SDI are working together to develop battery packs for zero-emission drivetrains. <http://bit.ly/2Vh5373>

FLEETIC
Volvo Group and Samsung on a electromobility charge together

Patrick Carlsson: Data: There is another measure to mitigate negative impact on environment

FOCUS on Transport and Logistics

Overloading and incorrect load placement on a truck can be extremely dangerous, and can result in expensive mechanical repairs. Read here about all the benefits of CORRECT vehicle loading. <http://bit.ly/2H4N4zT>

FOCUSONTRANSPORT.CO.ZA
The importance of correct vehicle loading - Focus on Transport and Logistics

FOCUS on Transport and Logistics

The African Continental Free Trade Area Agreement (AfCFTA) seeks to create the world's largest free trade area by allowing for the free movement of goods and people between member states. It's great news for our continent! <http://bit.ly/2yglPzr>

FOCUSONTRANSPORT.CO.ZA
Corridors of prosperity - Focus on Transport and Logistics
 Andrew Robinson and Malcolm Hartwick, of Norton Ross Fulbright, discuss...

FOCUS on Transport and Logistics

The MAN TGS has been refined! It offers even more cool features - such as aerodynamic packages fitted to the cab ex-works. Find out more: <http://bit.ly/2Dy9DUE>

FOCUSONTRANSPORT.CO.ZA
MAN's Fleet flagship refined - Focus on Transport and Logistics

FOCUS on Transport and Logistics

Looking for a used truck in top condition? TruckStore may just be the ideal place for you to go shopping. The team there ensures that their trucks are as good as new! <http://bit.ly/2Qy25CC>

FOCUSONTRANSPORT.CO.ZA
Reliability and partnership with TruckStore - Focus on Transport and Logistics

FOCUS on Transport and Logistics

BREAKING NEWS: The ongoing truck violence could cost South Africa billions. <http://bit.ly/2NCDUu4> @nikkychusler #Xenophobia #TruckViolence

CITIZEN.CO.ZA
Cost of truck strife 'could run into billions'
 The truck logistics industry contributes 11% of SA's gross domestic product...

YOUR PARTNER ON THE ROAD.

Taking care of your operations so that performance takes care of itself.



DESTINATION:

SAFER JOURNEYS

SHELL FLEET SOLUTIONS
TOGETHER ANYTHING IS POSSIBLE



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.

TRUCK CHAOS CONTINUES

IN THE RUN UP TO TRANSPORT MONTH, ATTACKS ON TRUCK DRIVERS AND VEHICLES IN SOUTH AFRICA REMAINED WIDESPREAD, COINCIDING WITH A SPATE OF XENOPHOBIC ATTACKS IN JOHANNESBURG AND PRETORIA

October is Transport Month in South Africa and it would not be possible to acknowledge it without making mention of the impact that violent attacks have had on the country's transport industry over the last year and, more specifically, the first two weeks of September.

It is believed that 213 drivers, mostly foreign nationals, have lost their lives and around 1 400 vehicles and cargoes have been burnt, damaged or destroyed at an estimated cost of R1,2 billion – or R3,3 million a day – over the last year.

From September 1 to 4 alone, 17 trucks were burnt in what marked the start of a planned strike by the self-appointed All Truck Drivers Forum (ATDF). The ATDF had distanced itself from the strike after a last-minute emergency meeting held in Durban on Saturday, August 31, which involved the organisation, the Positive Freight Solutions Forum (PFSF), Harbour Carriers and the South African Police Services (SAPS) among other bodies.

While the authorities later claimed that the attacks on drivers and trucks were sporadic and carried out by a few disgruntled criminal elements that were trying to force an agenda to bring the transport industry to a standstill, the devastation that was caused does not support the theory.

Attacks on trucks and drivers were widespread. Incidents took place along the N3 at Pietermaritzburg, Mooi River, Estcourt and near the Tugela

Plaza before Van Reenen's Pass; along the N2 at Port Shepstone, Paddock and Kokstad; and at the Olifantskop Pass on the N10, where a lone truck was torched, blocking access to traffic in both directions.

Other incidents occurred on the N12 near the Total Petroport; at Kuruman in the Northern Cape and at Piet Retief in KwaZulu Natal, where trucks were pulled off the road, parked and their keys taken by heavily armed gangs.

At Richards Bay in Northern KwaZulu Natal, 11 ATDF truck drivers were arrested for blocking access to the harbour by parking their trucks across the entrance. Other hotspots included Bethal in Mpumalanga; Bloemfontein in the Free State; and the N1 between Pretoria and Polokwane.

The efforts to cause chaos coincided with widespread xenophobic attacks in Johannesburg and Pretoria – initially directed at shops owned by foreign nationals – but which became free-for-all sprees of criminal looting and pilfering. Ten lives were lost, including those of two foreign nationals.

Damage caused by the burning and looting of shops and businesses in the two cities is expected to run into billions of rands. It is evident that the attacks on both trucks and foreign nationals' businesses were interlinked, well planned and orchestrated simultaneously, although a lot of opportunists climbed on the bandwagon in both cases.

While there was a swift reaction and condemnation of the xenophobic attacks by Nigeria and Zambia, retaliatory attacks in those countries saw South African-owned businesses such as Shoprite, Pick n Pay and MTN targeted, along with the offices of the South African High Commissions.

What is the way forward from here? And how do we find a compromise that will satisfy all parties involved? From a trucking perspective, I think South African truck drivers will not want to cross borders into neighbouring countries for fear of retaliatory attacks. South African truck drivers have never been comfortable driving cross border, due to the harsh conditions to which they are subjected coupled with long periods of time spent away from home and families.

On the other hand, if we do not accede that South Africa should accept the presence of foreign drivers, we will need to be aware that such a move could isolate the country from



regional trade into Africa and lead to reduced employment in the transport industry.

Fesarta has been a strong advocate for the principle that cross-border operators should be allowed to employ foreign nationals, provided they have legal work permits and the correct qualifications, as the amount of time they actually spend in South Africa is limited to a few days a month.

The xenophobic myth has no statistical support since South African drivers already have by far the largest share of local trucking jobs, with the ratio of foreign drivers to local drivers representing around five percent of truck driving jobs available in the country. **F**



The BPW Group

System Supplier and Mobility Partner for Vehicle Manufacturers and Operators.

Brands of the BPW Group:



ERMAX®



HESTAL®



Brands represented by BPW Axles:



BPW Axles (Pty) Ltd
 Tel (011) 681-3300, (011) 680-1443
 E-mail: bpwsales@bpw.co.za | Website: www.bpw.co.za

we think transport



 @NLawGlobal

FIRM ADVICE is a monthly column supplied by legal experts at law firm Norton Rose Fulbright

INCOTERMS 2020: A MIX OF COSMETIC AND SUBSTANTIVE CHANGES

THE MAIN DIFFERENCES BETWEEN THE INTERNATIONAL CHAMBERS OF COMMERCE INCOTERMS PUBLISHED LAST MONTH AND THOSE STIPULATED IN THE PREVIOUS EDITION RELATE TO LEVELS OF INSURANCE COVER THAT SELLERS MUST OBTAIN, AS AN EXPERT AT NORTON ROSE FULBRIGHT EXPLAINS

The International Chambers of Commerce (ICC) released the new Incoterms – referred to as Incoterms 2020 – on September 10. Although many changes will not substantially affect traders, there have been significant alterations to insurance provisions.

The cosmetic changes to the new Incoterms include moving the explanatory notes to the beginning of the Incoterms, all the sub-rules being more conveniently aligned and the guide being generally far more user friendly.

Importantly, all 11 Incoterms of the previous edition – Incoterms 2010 – have remained. The only difference is the change in the three-letter initials for Delivered at Terminal (DAT) to Delivered at Place Unloaded (DPU).

In summary, there are four “wet” Incoterms for use if the mode of transport is not multi-modal and involves only transport by sea. The “wet” incoterms are: Free alongside Ship (FAS); Free on Board (FOB); Cost and Freight (CFR); and Cost Insurance and Freight (CIF).

There are seven multi-modal Incoterms: Ex Works (EXW0); Free Carrier (FCA); Carriage Paid To (CPT);

Carriage and Insurance Paid (CIP); Delivered at Place (DAP); Delivered at Place Unloaded (DPU); Delivered Duty Paid (DDP). The multi-modal Incoterms deal with the transportation of goods across different modes of transport – rail, air or sea.

While **FOCUS** readers are strongly advised to obtain the *Guide on Incoterms 2020* published by the ICC to familiarise themselves with all the nuances of the new edition, the main differences that we think will impact the local market are the different levels of insurance cover that the seller must obtain in CIP Incoterm.

CIP Incoterm.

The insurance cover under the CIF Incoterm has remained unchanged and is Institute Cargo Clauses (C), although there is now an express provision in the Incoterm for the parties to agree that the seller can obtain a higher level of insurance cover, Institute Cargo Clause (A).

It is also noteworthy that Incoterms 2020 does not deal with the International Maritime Organisation (IMO) approved guidelines regarding the Verified Gross Mass (VGM) of a packed container carrying cargo. These guidelines are an amendment



Incoterms 2020 now permit the default position for minimum insurance cover to be Institute Cargo Clause (A) as opposed to Institute Cargo Clause (C). Institute Cargo Clauses (C) provides limited cover, whereas Institute Cargo Clauses (A) provides all risk, subject to itemised exclusions. Provision is, however, made for parties to agree on a lower level of insurance cover when using

to the International Convention for the Safety of Life at Sea (SOLAS), which requires a packed container's gross mass to be verified prior to storage aboard a ship, and are applicable to containers that are exported on sea-going vessels.

The ICC thought that the obligations relating to VGM were too specific and complex to be mentioned in Incoterms 2020. **F**



TRUCK SERVICE CENTRE

Tyres • Services • Accessories • Batteries • Shock-absorbers • Brakes • Wheels



Truck and bus owners are under constant pressure to deliver the best possible service on time and at the best price. Therefore, they have to choose quality products and maintenance services at the lowest prices. However, an increasing cost per kilometre (CPK) exposes them to lower quality products, ultimately leading to compromised safety.

A visit to a Michelin Truck Service Centre (MTSC) will allay all the fears of the truck or bus owner!

At an MTSC you'll be met by highly-skilled staff who will ensure that your vehicle is given a full safety assessment, including checks on brakes and suspension parts. This is made possible by top quality equipment – from truck tyre fitting machines, to wheel alignment systems that can be found at all MTSC dealerships. Value added services on offer at the MTSC dealerships include batteries and lubricants.

An MTSC is a one-stop-shop that allows you, the customer, to get the most out of the time your vehicle is off the road.

You can find an MTSC dealership in South Africa as well as in other countries around the world, including India, Thailand and Saudi Arabia.

Looking ahead, Michelin South Africa plans to extend the MTSC network across the country and offer a complete breakdown service. Today we have 10 MTSCs in South Africa.

To contact your nearest MTSC please visit www.drive-to-mtsc.co.za





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!

KNOW YOUR AXLES!

WHEN IT COMES TO BUYING AN EXTRA-HEAVY COMMERCIAL VEHICLE, IT'S WISE TO KNOW THE DIFFERENCE BETWEEN MODELS THAT FEATURE SINGLE-AXLE REDUCTION, AND THOSE THAT RELY ON HUB REDUCTION. VIC OLIVER EXPLAINS THE DIFFERENCE

Potential buyers of extra-heavy commercial vehicles have the choice of a variety of different models and specifications. Included in the selection is the choice between single-axle reduction and hub-reduction rear-drive axles. In order to ensure that the vehicle is suitable for the job to be undertaken, it is important to understand both types of rear-axle drives.

To fully understand the pros and cons of both types of rear drive axles we need to first examine the basic functions of a drive axle, which are:

- Distribution of torque to the driving wheels;
- Reduction;
- Compensation of different rates of wheel rotation;
- Deflecting the power flow by 90° from the drive shaft to the axle.

Single-reduction axles – also known as hypoid-type axles – are fitted to many modern trucks. One of the major advantages is the mechanical efficiency of the single-reduction gears, which results in good fuel consumption.

Due to the design of single-reduction axles, heavy-duty vehicles fitted with this type of component usually have a limited gross combination mass (GCM) rating of

between 56 000 and 70 000 kg, and are therefore not capable of hauling abnormal loads that exceed these ratings.

Hub-reduction axles – also known as planetary axles – split the torque between the differential and the planetary gears in the wheel hubs. As the torque is spread over several gear

components are just as fuel efficient as those with single-reduction axles provided drivetrain and gearbox ratios are correctly matched.

While it's my opinion that both single-reduction and hub-reduction axles are well suited for most normal vehicle operating conditions in South Africa, for applications where vehicles



cogs, it makes this design extremely strong and well-suited for extra-heavy-duty work.

Due to the strength of the hub-reduction design, vehicle manufacturers that fit these axles have the choice of increasing the GCM rating of the vehicle, making it suitable for abnormal loads.

Some vehicle operators are of the opinion that vehicles equipped with hub-reduction axles use more fuel than vehicles fitted with single-reduction axles. However, according to manufacturers that supply vehicles fitted with hub-reduction axles, modern trucks fitted with these

are required to operate beyond the legal GCM rating of 56 000 kg, a vehicle fitted with hub-reduction axles would be the better choice.

In addition, vehicles fitted with hub-reduction drive axles have the benefit of offering better ground clearance, making them well suited to applications involving rough terrain.

The decision of which type of rear-axle reduction is best for the operation is often clouded by truck sales personnel, who obviously promote and endeavour to sell the type of axle drive that is fitted to a truck that is readily available. **F**



Mercedes-Benz Uptime. Intelligent networking for even better truck efficiency.

All-new to the Southern Africa market, Mercedes-Benz Uptime is an intelligent connectivity and remote networking system, which boosts your truck's efficiency by ensuring that vehicle availability and scheduling are at their optimal performance level at all times.

Using advanced features and the latest technology, Mercedes-Benz Uptime safeguards your truck's maximum potential, so that you can experience a smoother, simpler, and safer drive.

Contact your nearest dealer for more information, or visit:
<http://www.mercedes-benz.co.za/trucks>

Mercedes-Benz
Trucks you can trust.





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.

LESSONS FROM THE BIG APPLE

COLUMNIST VAUGHAN MOSTERT HAS BEEN RIDING AROUND ON BUSES IN BOTH LONDON AND NEW YORK! HE HAS SOME FASCINATING LESSONS TO SHARE FROM HIS EXPERIENCES

London and New York have two of the largest public-transport systems in the English-speaking world. Although both networks receive fierce criticism from locals, South Africa can learn a lot from them. Their subways keep both cities functioning, but the good work being done below ground level is cancelled out on the surface by choked streets. In both cities – especially the Big Apple – the biggest cause of congestion is the single-occupant vehicle.



London has introduced a congestion charge and New York is planning to do the same by 2021, the first city in the United States (US) to try it, however, if London's experience is an indicator, I don't think it will be enough. In New York, ride-sharing (RS) black limos and yellow metered cabs are the main culprits for clogged traffic. Limos now outnumber the cabs, and the city is the first in the

country to cap both groups.

In response to this, RS companies are punting "independent" research conducted by academics at New York universities, who say that RS drivers should earn higher salaries for the work they do which, in turn, would put them in a position to "pump US\$ 300 million into the city's economy".

According to the research, many RS and taxi drivers are poor immigrants who have made risky investments in new vehicles and are now struggling to recover their costs. Apparently, the value of a taxi medallion has fallen from one-million US dollars to less than half that amount, and several taxi and RS drivers have committed suicide.

While I sympathise with the drivers, I have a problem with this type of academic input, which is nonsense. Please show me a textbook which says the transport industry has a responsibility to provide employment for "poor immigrants". Rather calculate how much could be saved by reducing New York's 6 000-strong public-transport fleet (which could be reduced by about 600 buses) if there was less traffic on the roads. The money saved could then be used to pay social grants to poor immigrants.

Lesson 1: South Africa should start setting aside money to pay out people in the overtraded minibus-taxi industry before the better-organised RS and metered taxi groups start putting pressure on us.

Lesson 2: The best fare policy for a coordinated South African transport system is to combine London's Oyster technology with New York's fare structure, which is based on flat and equal tariffs for rail and road services.

Lesson 3: If New York can live with heavy traffic delays and still be one of the richest cities in the world, the

value of "time saved" by transport projects such as toll roads and the Gautrain is negligible, and has no place in any consultant's report.

Lesson 4: While New York, itself, has a reasonably integrated bus and rail service, its next-door neighbour, New Jersey, pumps 3 000 buses into Manhattan every weekday in one of the most un-coordinated bus operations anywhere.

Most of the vehicles come through the Lincoln tunnel and end up at the Port Authority bus station – the biggest in the world. The problem, is that each trip carries only 40 passengers. The bus station should be demolished and a transfer facility established in New Jersey from which passengers could transfer, 150 at a time, to electric trolley buses to take them through the tunnel and drop them at many more destinations in Manhattan.

In addition, New Jersey's ferry feeder buses duplicate New York's buses in Manhattan, cluttering up the streets.

South Africa is, ironically, in a better position to fix its bus services compared with both London and New York, because there is currently almost nothing to "fix". We can start from scratch with a brand-new bus network for every city that will reduce the need for expensive new infrastructure.

It involves taking the thousands of buses already on the road and putting them, together with our dysfunctional railway (both the Gautrain and Metrorail), into one system.

Sadly, though, instead of fixing what is already there, South Africa ploughs on into a cul-de-sac with expensive and unsustainable schemes like the Gautrain. We need to do better than this! **F**

ESSENTIAL AREAS OF THE ALL-NEW QUON'S DEVELOPMENT

- Fuel efficiency;
- Advanced driveline;
- Driveability;
- Comfortable and efficient driving performance;
- Safety;
- Safety functions for risk prediction;
- Productivity;
- Chassis designed with cargo hauling in mind;
- Uptime;
- Reliability and durability.



BRINGING TRUCKING'S FUTURE FORWARD

UD TRUCKS' ALL-NEW QUON – BORN FOR A NEW GENERATION

For the first time since 2004, UD Trucks has fully updated its flagship Quon. The extra-heavy-duty truck, unveiled at last month's Futuroad Expo at Automechanika Johannesburg, continues to reflect the brand's dedication to supporting customers' businesses in every respect – but with heightened focus on technological innovation.

In taking the wraps off the vehicle, Gert Swanepoel, managing director of UD Trucks Southern Africa, said that from inception the brand had worked hard to go the extra mile in developing new truck technologies with an eye to the future, so that its products always met the needs of the times.

"Over the years, social changes have brought about new customer needs such as improved transport quality, efficiency and cost reduction," he said. "We have met these needs in the new Quon by focusing our technological innovations in five areas – drivability, fuel efficiency and environmental friendliness, safety, productivity and uptime."

Swanepoel said that UD's commitment to innovation derived from the brand's customer-first corporate philosophy, as well as its dedication to bringing joy to all those who depend on transport in their daily lives.

With a view to increasing productivity, he said the user-friendly interior of the Quon had been crafted to make drivers feel more comfortable while on the road, while other features designed to boost the vehicle's efficiency had been incorporated in the engine, drivetrain and transmission system.

"Quon brings trucking's future forward," he said. "It's a most modern truck that, having undergone extensive local tests, is tailor-made for South African conditions."

Listing some of the enhancements, Swanepoel said disk brakes are now a standard feature, while a Traffic Eye

braking system has been introduced. A hydraulic retarder, lane departure warnings and stability control have also been incorporated.

Gearboxes include an upgraded version of UD's Escot mechanical automatic transmission system, and the Euro-5 engine – which is used across the range – produces 460 hp and meets advanced emission standards.

"Tackling social issues through the development of cutting-edge technologies is important – but it is not enough," he said. "We need to also confront issues that affect anyone working in transportation operations involving our trucks, so that they, too, can go the extra mile."

"We believe in a people-first approach to technological innovation. We invite you to experience this commitment for yourselves with our all-new Quon – a truck for a new generation."

In his address at the launch, marketing director Rory Schulz said UD Trucks followed a product design philosophy driven by the idea of creating dependable tools that also emanate human warmth. "We call it the hexagonal concept," he said. "It is defined by six adjectives – tough, smart, distinctive, harmonised, caring and supportive – which also perfectly epitomise our corporate motto of ultimate dependability."

He said as part of a greater society – and with an innate responsibility to protect and care for the environment – the Quon's technologically advanced powertrain was developed to improve fuel economy and reduce emissions – and ultimately enhance transport efficiency.

"Being people-oriented, we believe that focusing on our environment is very important for the future. In this respect, fuel efficiency was a key consideration in the development of the all-new Quon, and the result is an improved driveline that achieves a high level of economy and ultimately enhances transport efficiency." **F**



SERCO STRIKES GOLD!

STRIDES TAKEN IN THE DESIGN OF REFRIGERATED TRUCKS – AND CHANGES IN TECHNIQUES AND MATERIALS USED TO PRODUCE INSULATED BODIES – SAW DURBAN-BASED TRAILER MANUFACTURER SERCO WIN A GOLD AWARD FOR INNOVATION AT LAST MONTH'S AUTOMECHANIKA JOHANNESBURG

S

ince 1970, Europe and the United Kingdom have adhered to legislated standards for temperature-controlled vehicles, with strict thermal tests conducted to establish compliancy with regard to the transportation of perishable foodstuffs.

There, it is illegal for road hauliers to transport perishable fresh or frozen products across international borders unless the vehicle carrying the goods is ATP certified – which means it has a permit that indicates it complies with standards laid down in the International Carriage of Perishable Foodstuffs, commonly known by its French initials, ATP.

In 2017, the South African Bureau of Standards (SABS) commissioned a test chamber at its Pretoria facility, based on ATP requirements, to undertake thermal testing of temperature-controlled vehicles in South Africa – and a refrigerated trailer produced by Durban-based manufacturer Serco has become the first to achieve compliance.

Clinton Holcroft, managing director of Serco, says the

SABS's aim in establishing the test facility – apart from measuring the thermal efficiency of a refrigerated vehicle – was to ensure improvement in the cold supply chain and also to reduce, through an improvement in thermal insulating, the amount of carbon emissions pumped into the atmosphere as a result of the work the refrigeration unit had to do to keep foodstuffs within a particular temperature range.

"The Pretoria test chamber is managed and run by the SABS as an independent body," Holcroft says. "The standards and procedures put in place are based on those contained in Europe's ATP agreement, though in South Africa the standards remain a guideline. Still, the objective in establishing the test facility was to improve the standard of vehicles being used in the transport of perishable foodstuffs, to improve food safety, and to reduce carbon emissions."

In developing its thermal trailer, Serco went to great lengths to ensure that all aspects of the unit met the highest standards. "Achieving compliance required a body in which insulating materials played a huge role. In terms of design, the unit's structural integrity had to be maintained



adhesives. A number of prototypes were sent for evaluation before we identified the most effective way to make the improvements and achieve compliance without sacrificing structural integrity."

Holcroft says that in meeting the SABS's requirements, Serco has reduced the amount of diesel consumed by the refrigeration motor, effectively cutting CO₂ emissions by about eight percent. Additionally, the number of CFCs emitted has been cut substantially.

"The reductions allow transporters to shrink their carbon footprints – a significant emerging trend in South Africa's road haulage industry. The trailer also helps to cut distribution costs and helps to improve the shelf-life of perishables, while innovative climate-friendly refrigeration technologies reinforce factors relating to the reliability of supply and the quality of fresh produce," he says.

According to Holcroft, the new trailer is about 30-percent more thermally efficient than previous units manufactured by Serco. "We've done a number of temperature comparisons," he says. "The results are excellent – but not surprising. Changes in techniques of manufacture and materials used to produce insulated bodies have developed at a rapid rate in recent years."

BELOW: Thermally insulated panels under construction in Serco's Durban factory (left) and, alongside the old methodology employed.



despite difficulties caused by a reduction in the number of heat bridges along its length," he says.

The thermally insulated panels Serco used to manufacture the trailer – which measures about 15-m long and four-and-a-half metres high – were produced at the company's Durban factory in a 900-t panel press specially bought for the job. "Insulating polyurethane foam is injected under controlled pressure in a system specifically designed to meet our particular requirements," says Holcroft, adding that the elimination of heat bridges in the trailer's body proved to be a challenge, since structural strength couldn't be compromised.

"We did a significant amount of research and, in the construction process, used a selection of carefully considered components – among them steel, aluminium and fibreglass – together with special bonding agents and

Holcroft says official thermal ratings have been a mandatory requirement in the industry in Europe for nearly half a century – and are long overdue in this country. "Introduction of the SABS's test chamber will play a major role in helping to raise the standard of refrigerated trucks and trailers built in South Africa," he says. "It will also result in improvements to maintaining the effectiveness of the cold chain. Overall, consumers will benefit from the delivery of better-quality fresh produce."

In winning Automechanika Johannesburg's Innovation Awards competition last month, the trailer was praised by judges for being the first in South Africa to achieve SABS approval, and which, in their estimation, represented a benchmark for the country's refrigerated transport industry. **F**



SOLAR POWER TO REFRIGERATED RESCUE

AN OUT-THE-BOX SOLUTION FROM THERMO KING HAS HELPED A GERMAN TRANSPORT OPERATOR IMPROVE ON-THE-ROAD COLD CHAIN EFFICIENCY

Thermo King, a specialist in temperature control for a variety of transport applications, has provided a large logistics company in Germany with a unique solution for an efficient, reliable and sustainable power supply for its refrigerated trailers.

The company has combined battery-powered generator sets with solar panels to ensure that B&H Logistik's refrigerated vehicles are always ready to maintain vital cold chain temperatures needed for the transportation of pharmaceuticals, chemicals and fresh and frozen foods.

In applying the solution, Thermo King – an Ingersoll Rand company – supplied B&H Logistik with SGCM300 gensets and ThermoLite solar panels. Even in low light, the panels collect enough energy to keep each of the gensets' batteries fully charged, eliminating the need to use an engine to charge the power source, in the process contributing to reduced fuel consumption and lower CO₂ emissions.

"Reliability of the power supply was paramount for us to guarantee continuity in the cold chain when transporting customers' containers on the road," says Boris Hirschhausen, managing director of B&H Logistik.

"In the past we have had issues with discharged batteries on gensets that aren't used every day, requiring additional maintenance along with costly visits to a workshop to

recharge the battery. With the solar panels installed, the problem has been solved," explains Hirschhausen.

According to Marcus Kallmünzer, branch manager at Transportkühlung Thermo King GmbH, the out-the-box solution has saved B&H Logistik both time and money. "Many emergency situations result from discharged batteries when gensets are used infrequently," he says. "By installing ThermoLite solar panels we have eliminated that risk – and the customer can now carry out seamless transport operations instead of sending vehicles to the workshop."

Gulsah Metinoz, Thermo King's sales manager for Europe, Middle East and Africa, says that for companies such as B&H Logistik, it is crucial to have reliable, operation-ready gensets to maintain precise temperature levels inside refrigerated containers. "Even slight variances in temperature during transport can lead to days of reduced shelf life and increased food waste for customers," he says.

"The combination of genset and solar panels makes the power constantly available and increases operational efficiency and reliability, while also reducing the transporter's carbon footprint."

Metinoz adds that Thermo King gensets can also be used as mobile power management solutions beyond marine or transport refrigeration applications, serving as reliable main or supplementary power sources. **F**

NEW | PROTEC STEEL INJECTED PANEL TECHNOLOGY

SERCO
TRUCK BODIES & TRAILERS

SERCO... GIVING YOU THE EDGE

Providing solutions to our customer's challenges for more than 35 years.

SERCO Frost Liner ticks all the right boxes:

- Low cost of ownership
- Improved thermal performance
- Improved durability
- Proudly South African

Talk to us about our winning solutions to keep you ahead.



AN INDUSTRY FIRST!

Riot & Strike Solution

THE REAL BURNING ISSUE HERE COULD BE THE COST OF THE SPILL

Whilst a truck fire may result in the destruction of a vehicle and damage to cargo, there's potentially an even costlier scenario. If a burned out truck spills oil, diesel, hydraulic fluid or any pollutant that leaks into water or soil, the clean-up and environment rehabilitation costs could cripple a business.

Envirosure - one of SA's leading environmental impairment cover specialists – has been provided special dispensation from SASRIA, to now offer a Riot and Strike extension to their existing Transport Clean-up Policy. It features a 24-hour emergency call centre for immediate national response and claim management, as well as a team to take charge of the incident management and clean-up process.



004523ENV_SHINE

Contact your broker and ask for **The Riot & Strike Solution**, exclusively offered by Envirosure.

Envirosure is a registered Financial Services Provider - FSP no: 38594.
This product is underwritten by Centriq Insurance Company Limited - FSP no: 3417.



A member of the **SPILL TECH** Group

STRALIS X-WAY: FROM ROUGH TO SMOOTH

IVECO SOUTH AFRICA FINALLY LAUNCHED ITS STRALIS X-WAY RANGE OF VEHICLES, WHICH ARE SPECIFICALLY DESIGNED TO CATER FOR THE CONSTRUCTION INDUSTRY, AND CUSTOMERS WERE NOT DISAPPOINTED. MARISKA MORRIS ATTENDED



In the heat and dust alongside the dirt road of the ADA Training and Outdoor Centre in Hartebeespoort, the construction industry gathered to experience the long-awaited Stralis X-Way range first hand. Although Iveco South Africa provided a preview of its range at Nampo in May, it officially launched the Stralis X-Way vehicles on September 17 and 18 with an exclusive customer event.

The launch opened with Julian Dango, business director of Iveco South Africa, in conversation with former Springbok rugby player Bakkies Botha. The duo discussed what Iveco South Africa could offer its clients. Dango noted that all the European original equipment manufacturers (OEMs) sell good products with little to set them apart.

"There is a shared supplier base of about 70 to 80 percent between the European OEMs. A number of us might, for example, get our gearboxes from ZF," he explained. Instead, Dango believes it is the heritage of each brand that sets it apart. The heritage of Iveco South Africa is rooted in relationships, specifically client relationships.

"We believe we are closer to the customer because of our leaner organisation. The customer deals directly with management. We also don't care about the size of our customer's current fleet. It is more about their growth

potential. We want to grow together," Dango said.

The Stralis X-Way range is meant to give Iveco South Africa the opportunity to show the construction industry what it can do, while providing a vehicle ideal for the current difficult economic circumstances in the sector. Dango noted: "We are jumping into a segment in which we haven't really invested before. We need to show what we can do.

"The construction industry is struggling. Especially in these times, business owners need to have the right partner and a product that is efficient and ensures the best payload."

This lies at the heart of the Stralis X-Way range design, which is described as the "perfect crossing" between on- and off-road works. Elvis Mutseura, product manager at Iveco South Africa, explained: "The Stralis X-Way trucks have the lightest tail weight in the market. On the short-wheel base, 7,7-t vehicles, there is a body and payload capacity of 18 t.

"Thus, a six-cube mixer can legally carry a full six cubes of wet concrete. The longer wheel-base freight carrier has an 8,5-m body, which can easily carry 16 palletes with a 15-t payload capacity." He added that with this lighter weight – an estimated 500 kg to a tonne – the vehicle has an increased payload with lower fuel consumption because of its efficient drive line.

“

Especially in these times, business owners need to have the right partner and a product that is efficient and ensures the best payload.



The vehicles in the Stralis X-Way range are each equipped with a 7,8-litre engine, 12-speed direct-drive gearbox and single-reduction rear axle. Mutseura noted: "This makes for a very efficient drive line, which, combined with the low tail weight, improves fuel efficiency. On the outbound trip, the customer can enjoy maximum payload.

"On the return trip, the vehicle is lighter, which means it consumes less fuel. That is an advantage that the customer can enjoy throughout the lifespan of the vehicle and counts a lot towards money in the customer's pocket."

In addition, Iveco South Africa is able to service its customers across sub-Saharan Africa to Tanzania and in Madagascar and Mauritius. Martin Liebenberg, head of sales at Iveco South Africa, pointed to the long service intervals required on the vehicles. The freight carrier needs to be serviced every 40 000 km and the mixer every 500 hours.

"Customers will be taking their vehicles to service centres less often, which obviously makes them much more productive," Liebenberg explained. The range also includes a tipper.



ABOVE: (From the left) Julian Dango, business director of Iveco South Africa, in conversation with former Springbok rugby player Bakkies Botha at the launch of the Stralis X-Way range.

BELOW: (From the left) Bakkies Botha and Julian Dango pose in front of the Stralis X-Way freight carrier – one of several vehicles designed for the construction industry.



Following the various presentations, customers had the opportunity to test drive all the vehicles available in the range. True to the Iveco brand, the Stralis X-Way vehicles were a pleasure to drive with ample power, comfortable seating and simple drive technology. Customers and driver trainers, who were assisting with the test driving, complimented the new range.

The Stralis X-Way vehicles truly offer the construction industry the ideal tool to navigate the challenging economy with a crossing between on- and off-road. **F**

IT'S ALL IN THE "I" SYSTEMS AT VOLVO TRUCKS

VOLVO TRUCKS IS ADDING ANOTHER NAME TO ITS SUITE OF "I" SYSTEMS. PAUL WHITE TRAVELLED TO THE COMPANY'S HOMETOWN OF GOTHENBURG TO FIND OUT WHAT BENEFITS THE NEW I-SAVE SYSTEM OFFERS OPERATORS

It began with Volvo Trucks naming its somewhat revolutionary transmission I-Shift. Since then we have seen a number of improvements to the Swedish manufacturer's trucks with systems such as I-See, I-Roll and I-Cruise. Now Volvo Trucks is adding another name to its suite of "I" systems, with the name I-Save. Opening the press conference, Tobias Bergman, director of press testing, stated that the new D13 turbo compound (TC) engine and the other software updates have resulted in "our most efficient truck ever", adding that these systems when combined can achieve a seven-percent fuel saving in long-haul operations.

Volvo Trucks, like all manufacturers, defines long-haul as trucks as those that drive in excess of 125 000 km per year. It's a highly important segment to the company as it makes up 70 percent of Volvo Truck sales.

Apart from the enhanced software programs, the new D13TC engine from Volvo Trucks comes with a number of clever innovations, such as its new patented "Wave" piston crown that guides the air back towards the centre of the piston to improve fuel scavenging.

Of course, the main feature is the idea to apply turbo compounding to the six cylinder. The D13's turbo compounding is far from being a new system, but has a somewhat chequered history. However, Volvo believes it has resolved any issues and is fully confident it will deliver on the D13TC.

Turbo compounding for the D13TC operates by positioning an additional turbine after the regular turbocharger. The additional turbine reuses the excess energy from the exhaust gases, delivering this energy in additional torque to

the crankshaft through a small gearing device.

The result of this is to increase the available torque of both the 460 and 500 hp (343 and 373 kW) versions by 300 Nm – a significant figure. The green band now begins at 900 and extends to 1 300 rpm. During the turbo compounding process, the exhaust gases are cooled by means of an exhaust-gas recirculating system; this cooling offers a benefit of a decrease in AdBlue usage of around five percent.

Matching Volvo's new TC technology to the newly enhanced I-Shift and dual-clutch transmissions alters the driveline characteristics. The driveline has been further improved with a new efficient rear-axle offering from Volvo Trucks. The new axles introduce a lower pinion offset, high-efficiency bearings, and a reduction in oil volume. In addition, Volvo offers new efficient axles with ratios of 2.31:1 and 2.85:1.

On arriving at the test site, we were scheduled to drive two seemingly identical FH 500s. However, one of the trucks was fitted with the new D13TC engine and the full I-Save software, and the other (driven first) was the non-TC FH. This truck was as familiar as any FH driven previously with a dual-clutch transmission fitted with I-See and I-Roll.

The second drive in the FH with the new D13TC required some slight changes to our driving style, with even less work to do. Instructed by Tobias Bergman to "just let the truck do the work", we duly complied. Not being quite sure how much difference the turbo compounding would make to the FH 500's performance, in truth, we did not expect the difference to be in any way dramatic. Nevertheless, the contrast in performance between the two engines is quite remarkable.

The TC powered FH 500 is without doubt a different truck to its non-TC relation. Right from the first press of the pedal the FH's response is immediate and the truck is very quick to get going.

Once moving, the TC makes itself known when it becomes active as there is what might be described as a slight rumble and a sense that something is different. This is not a noise that can be clearly heard, but is more of a feeling and a characteristic of the truck's engine and could be described as a pleasant and welcome sensation.

As an example of how much attention to detail has been paid to saving fuel in this project, one simply has to look at how the driveline is controlled by the I-Save program.

Using the updated I-See predictive cruise control, the system will decide the best option to select when cruising. It may decide, depending on the topography, to engage I-Roll and select Neutral in the transmission with minimal fuel being used, or to engage the 11th gear, which is a direct drive ratio. Selecting the 11th gear results in a higher rpm, although it completely shuts off fuel delivery to the combustion chambers.

Alternatively, it may select a third option. In this case the system will engage the 12th gear, which, with the FH I-Save, is an overdrive ratio and, while

consumption. Another example, which is quite novel, is that at a speed of over 60 km/h, the FH I-Save will lower the running height by about 40 mm.

This is done from the rear and will deliver a small saving by reducing drag. This is what Volvo calls the speed-dependent chassis and is available on FH with full air suspension. The minimum 60 km/h setting helps to ensure that it will only occur outside urban areas or away from hazards such as speed bumps. As would be expected,



it will not use fuel, there is some increased friction due to parasitic driveline loss.

This may create a small dilemma for drivers who feel they should be in 12th gear whenever possible, and it needs to be clearly explained that it is okay for the truck to run in this manner. Also, it should be noted that updates have been made to Dynafleet telematics system so it will not penalise a driver for not running in top gear.

Volvo has gone into great detail with the developments to achieve the claimed seven-percent reduction in fuel

when it does occur the lowering is not noticeable to the driver.

On asking about any weight penalties the new TC system adds to the truck, it would appear that components add approximately 100 kg to the FH. This we feel is a negligible amount for the increased performance delivered by turbo compounding.

While Volvo Trucks launched I-Save into the European market only in March of this year, the product has been undergoing real-world field trials in North America for over one and half years.

These trials have delivered positive results ensuring Volvo is confident that these figures are accurate. "We have tailored every aspect of I-Save to suit long-haul operators, especially those that typically drive more than 120 000 km per year," said Mats Franzén, powertrain strategy director at Volvo Trucks. "The longer they drive, the more they can potentially save. It is a powerful engine, which delivers a highly fuel-efficient and smooth driving experience. The D13TC is our best engine yet."

The FH I-Save is targeting the long-haul operator and it is quite obvious it won't deliver the same results for distribution traffic. Nevertheless, it is another step in the drive to reduce fuel consumption, and, as always, that is welcome and positive for all operators. **F**

• This article was originally published in Ireland's Fleet Transport Magazine.

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.



LEADING THE WAY

LEADING TRUCK MANUFACTURER SCANIA SOLVES A SOUTH AFRICAN PACKAGING COMPANY'S TRANSPORT PROBLEM

Since volume took precedent over weight in South African packaging company Golden Era's transport strategy, the company turned to leading truck manufacturer Scania to help it solve the unique challenges it faced in getting products such as beverage cans to its customers.

"The more volume our trucks carry, the more costs we are able save," says Brent Bressler, operations manager for Golden Era's Mogwase-based Mopani Logistics Division. "Scania supplied the solution."

Golden Era runs a fleet of 73 trucks – about 45 percent of them Scania, most of which have been acquired since Bressler joined the company full-time three years ago. Prior to that he had worked for the company as a transport contractor. "I was well-versed in Golden Era's needs," he says. "I knew what the company required from a vehicle in order to maximise profitability.

"Apart from the usual things such as reliability, fuel-efficiency and comfort, most of all what I was looking for was a vehicle that could carry more volume. Although I had discussions with representatives from many truck brands, in the main their attitude was: 'This is the vehicle we can supply, take it or leave it.'

"Scania was different. Its representatives listened and devised customised solutions that met Golden Era's unique needs. Whereas before I would need five trucks to deliver a quota of beverage cans, I now need only three because of the increased volume each can carry. That represents a huge financial saving for the company."

Customisation options effected by Scania in purpose-building trucks to Golden Era's requirements included adapting wheelbases, lowering suspension settings and fitting the vehicles with smaller tyres to keep them within road ordinance specifications while maintaining a load aperture of 3,1 m.

Subsequently, Bressler has turned to Scania to supply other trucking solutions tailored to Golden Era's needs, including Scania Fleet Management and Scania Financial

Services. "When we bought our second set of Scania we moved them all onto maintenance contracts, which proved to be beneficial from both technical and financial points of view. Since then, I've moved all the other Scania's in the fleet onto similar contracts.

"And the last set of Scania's we bought were financed through Scania Finance – again a move that's proved beneficial. The division has become a trusted partner, providing flexible financing solutions well-suited to Golden Era's business needs – costs are predictable and manageable over the entire lifecycle of the vehicles. The next set of Scania's we buy will be similarly financed," he says.

Bressler adds that Scania's on Golden Era's long-haul routes cover about 17 000 km each a month, while those used for district deliveries cover about 11 000 km. "Also, we have short-haul vehicles in the fleet which rack up about 5 000 km a month each," he says.

From an original fleet of six Scania G460s which were acquired in 2011 and later traded in for new ones, Golden Era now has an additional six G460s; three P250s; three P310s and 15 P410s in its line-up, with the company expecting to take delivery of more P410s in the near future.

"In terms of uptime, all of the Scania's have performed well," says Bressler. "When vehicles need a routine service, we take them in early in the morning and they are usually out by lunchtime – another factor which has impressed me. And breakdowns in the field have been extremely rare. Across the board, the brand's levels of assistance have been exemplary – representatives from all departments have proved to be very helpful, in my experience always putting Golden Era's needs first."

Naas Burger, Scania Fleet's key account manager, says the brand works hard to save customers money. "Transport is often not the core focus of a business, but it can make a significant difference to the entity's bottom line. In Golden Era's case, it was our job to make sure that the trucks and services we supplied met the company's stipulated requirements – and we're pleased that they're pleased with the results." **F**

HYUNDAI'S GRAND GOES COMMERCIAL

RECENTLY INTRODUCED TO SOUTH AFRICA, HYUNDAI'S GRAND i10 CARGO FITS THE BILL AS A CHEAP-TO-RUN, LIGHT DELIVERY VEHICLE WELL-SUITED TO URBAN CONDITIONS

It looks like a compact car – and drives like one, too. But Hyundai's Grand i10 Cargo is a robust, two-seat delivery vehicle with a load capacity of 1 202 litres – making it practical for city and suburban small-package transport.

In place of a boot and rear bench, the vehicle sports a metal cargo floor that is flat, stretching from the tailgate sill to just behind the front seats, with the area separated from the passenger section by a tough, plastic-coated mesh grille.

Though all rear windows remain in place, they are protected by similar mesh, shielding not only glass from possible breakage from movement of packages inside the cargo area during transportation, but also acting as an anti-theft device.

Incidentally, tie-down points located in the load compartment can be used to secure cargo – they have been positioned for accessibility via the rear doors and



hatch – and Hyundai also provides an elasticised cargo net as a standard feature.

Fuel-efficient, but zippy, the Grand i10 Cargo appears sensible and comfortable as a cheap-to-run, light load carrier. Hyundai's spokesmen claim that a redesigned engine-mount system and installation of a quiet-operating fuel pump have helped to keep interior noise levels low,

while technology such as intuitive steering-wheel audio and Bluetooth controls, and handily placed USB ports, help to reinforce the vehicle's car-like attributes.

Two derivatives are on sale, each of which is powered by a petrol-fuelled engine. The three-cylinder, normally aspirated unit in the baseline Grand i10 1.0 Motion Cargo produces 48 kW and 94 Nm, while the plusher Grand i10 1.25 Fluid Cargo is equipped with a four-cylinder plant that offers 64 kW and 120 Nm.



Both models feature driver and passenger airbags, ABS with EBD, air-conditioning and are sold with Hyundai's standard five-year/150 000 km warranty.

While the Motion version makes do with a basic audio system, manually adjustable side mirrors, electrically powered windows at the front and steel wheel rims, the Fluid model adds remote central locking, an infotainment system with the option of navigation, electrically powered side mirrors and windows, one-touch indicators and 14-inch alloy wheels.

Hyundai's spokesmen claim combined cycle fuel consumption figures of 5,4 litres/100 km for the Motion and 5,9 litres/100 km for the Fluid. The vehicles are priced at R184 900 and R221 900 respectively; the latter model incorporating a two-year/30 000km service plan as part of the deal. **F**



AI IN RETAIL IMPACTS TRANSPORT OPERATORS

FROM PAPERLESS MONITORING SYSTEMS TO SMART SHELVES, NEW TECHNOLOGIES INTRODUCED IN THE RETAIL INDUSTRY CAN CHANGE HOW PRODUCTS ARE TRANSPORTED IN THE FAST-MOVING CONSUMER GOODS (FMCG) INDUSTRY. MARISKA MORRIS REPORTS

When hearing the term artificial intelligence (AI), most people still conjure up an image of a rogue computer, software or robot out to destroy mankind. While this makes for great cinema, it does not reflect the true nature of AI, which is simply machinery or software programmed to analyse data and react accordingly.

Although many people speak of AI as technology of the future, it is already very prevalent in most industries. The transport sector, for example, already makes use of AI technology through cruise control, collision warning and lane-assist systems.

Some of this technology can be seamlessly integrated into existing systems, while some, such as self-driving vehicles, pose more of a challenge. Transport operators not only have to prepare for the smart technologies being introduced into the transport sector, but also for AI systems that are moulding the future of related industries such as retail.

While the retail industry was arguably lagging behind other industries in terms of the introduction of AI systems, it is catching up quickly with self-checkout shopping carts,

mobile kiosks, stores without cashiers and smart shelves. Unlike self-driving vehicles, some of these systems have already been introduced in South Africa.

At the Noschcon Conference for occupation health and safety officers held in September, Stafford Masie, a technology entrepreneur, spoke about smart shelf technology that is currently on trial in the country. After failing to find certain products on the shelves of his local grocery store, Masie learned about the lack of in-store technology at many retailers.

"Some stores spend millions at the check-out counters and in the stock rooms, but nothing on the floor," he noted. In this particular store, the stock-taking process was still undertaken manually by an employee. When the employee was absent, new stock wasn't ordered and the shelves would remain empty.

To address this, Masie and his team designed smart shelves with weight sensors to monitor the number of units remaining on a shelf. In addition, the technology captures the data of the individuals purchasing the items to better market the products. With this technology already available, transport operators need to consider how it

will impact on their businesses. It will most likely require more speedy, bulk deliveries.

In addition, there are mobile apps available to assist brands and manufacturers to better monitor and manage assets. Andrew Dawson, commercial director at MACmobile, noted: "Keeping track of these assets, managing and maintaining them, as well as ensuring that retailers adhere to service-level agreements can be a significant task.

"In Africa this is made even more challenging as the main market is dominated by informal traders and outlets in rural locations. In this complex market space, an intelligent mobile application is a key tool to

prevent the user from continuing until all required information has been captured," he adds.

The app can include a scanner to identify the product and allow for a photo to be uploaded to monitor the condition of the product. It can also be used offline.

"As long as the agent has data access before setting out, so that the day's schedule and asset register can be downloaded, and at the end of the day to upload information, then the app will be fully functional. All uploads are stamped according to the time the data was captured to ensure accurate tracking of data and analysis of agent efficiency," Dawson explains.

While not directly impacting on the



In Africa keeping track of assets is made even more challenging as the main market is dominated by informal traders and outlets in rural locations.

help brands manage their assets more effectively."

Many organisations manage their assets by sending representatives to check that there has been no tampering with products and that they are displayed correctly. While in the past this was mainly a paper-based process, more businesses are looking to mobile technology to assist.

"This practice has typically been dominated by paper-based manual processes, which are prone to errors, inaccuracies and inconsistencies. When assets need repair or maintenance, the agent must spend time placing a call with a service agent to schedule this. In areas where signal is poor this can prove difficult," Dawson says.

"A mobile app can provide all of the information an agent needs for every site. It can enforce the completion of a custom-designed form and

transport industry, similar technology can be used to monitor the condition of products leaving a warehouse and arriving at a store, which improves accountability of transport operators and drivers. Delivering products in perfect condition needs to be a priority.

Most of the innovative AI technology entering the retail market is designed to attract customers to the physical stores rather than encourage online shopping. This is good news for transport operators in the FMCG industry; however, this does not mean the industry won't have to adapt.

As retailers and brands become more efficient in targeting products and stocking shelves, transport operators will have to further reduce turnaround times and become more accountable for the efficient delivery of products. **F**

DRIVERS

DRIVING YOU CRAZY?

Send your drivers for training.

Enroll your staff today for accredited driver and earth moving equipment training from the leaders in the field.



Contact us today on 0861 111 837
www.tmtraining.co.za

Empowerment leads to excellence



B-BBEE Level 1 Contributor





TRANSFORMING THE TRANSPORT BUSINESS

A SOUTH AFRICAN-BASED GLOBAL FLEET-MAINTENANCE SYSTEMS COMPANY, FREEWAY, HAS DEVELOPED A SPECIALIST COST-CONTROL SYSTEM DESIGNED FOR THE TRANSPORT INDUSTRY – WHICH CAN BE CUSTOMISED TO CATER TO SPECIFIC NEEDS

Freeway, a supplier of fleet-maintenance systems, prides itself on being a South African success story. Started in the 1980s in Johannesburg, Freeway subsequently expanded its operations to the United Kingdom (UK), where it has become established as one of the leading suppliers of vehicle-maintenance systems, servicing 10 percent of the top 100 hauliers and bus companies in the UK.

Chances are, when you travel on a red bus in England, you are in a vehicle managed by Freeway systems. The company's operations have since been expanded to Bahrain and Singapore.

Over the past five years, Freeway has refocused its attention on the southern African transport market, and close collaboration with clients has enabled the company to deliver bespoke programs which cater to specific needs. Recent advancements include a multi-currency module for cross-border logistics and salvage-parts management.

"Freeway's commitment to research and development means that it provides clients with solutions while

innovatively moving them forward to enhance opportunities for growth," says Jonathan Rolando, a spokesman for the company.

He adds that southern Africa's market includes Zimbabwe – which presents its own set of unique challenges. "The Freeway system is currently used by five of the top transport companies in that country – Swift, Unitrans, Biltrans and Dharwizi tankers and, most recently, Bakers Inn, Zimbabwe's largest bread distributor.

"A recent client conference in Harare highlighted a number of important areas for software development, such as trip cost management and border-crossing document management," he says.

According to Rolando, Freeway's specialist cost-control system is specifically designed for the transport industry, featuring exceptionally powerful analytics. Compliance – which has become integral to the management of a modern fleet – is a natural output of proven processes within the system.

"The innovative and dynamic features of the Freeway system include vehicle details and histories; defect

recording; workshop control; job-card generation and timesheet allocation; comprehensive procurement management and stock control; warranty and returns tracking; sales invoice generation; comprehensive reporting facilities; and full integration with accounts packages," he says.

Rolando points out that Freeway can be a desktop and paper-based system, or, depending on the level of sophistication of operations, it can be paperless – driven by mobile web apps or a combination of the two. "Some of our South African clients include Van Der Vyver Transport, Transvaal Heavy Transport, Bakers SA Limited, PMD Transport and Du Plessis Sand," he says.

VR Cargo, a freight company based in Nelspruit with a fleet of 120 trucks – 30 of which are PBS smart trucks – racks up 1 500 000 km a month transporting a combined weight of 112 000 t of dry bulk around the country. The company has reaped the benefits of Freeway's systems, with director Shaun van Rooyen commending the management tools for the solutions they have provided.

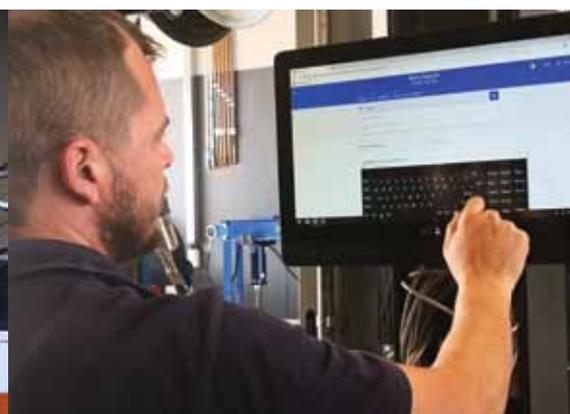
"Our biggest challenges involved managing costs of assets as well as stock controls," Van Rooyen says. "Like most South African transport companies, for years we had relied on a manual system that was labour intensive and susceptible to mistakes. Truck maintenance schedules were not being followed and, as a result, vehicle breakdowns were a huge problem.

"Freeway has given our workshop a total solution. We now know exactly what our costs are per asset thanks to accurate cost-per-kilometre calculations. Also, our preventive maintenance programme is up to date and our breakdowns have decreased by 40 per cent.

"In addition, we have the full history of any asset on hand at any moment, and our stock variance has reduced dramatically, never exceeding 0.5 per cent.

"In all, Freeway is a powerful management tool and, if used correctly with correct dedication, it will help to transform a transport business into a sustainable entity," he says.

For information log on to www.freewayfleet.com **F**



THE ENGINE FROM



THE EXPERT CHINA

Located in Wuxi, Jiangsu Province, FAW Jiefang Automotive Co., Ltd. Wuxi Diesel Engine Works (hereinafter referred to as "FAWDE") is an exclusively-invested enterprise subordinated to China FAW Group Corporation. Established in 1943, and after seven decades of development, the factory now covers an area of 670,000 square meters, with over 3,500 employees, total assets of RMB6.35 billion, and brand intangible assets of RMB10.229 billion. Presently, it possesses four plant areas, including two large engine bases, one engine remanufacturing base, and one modified vehicle research base, and has formed a production system with world-leading equipment, domestic leading management and industry leading quality, with an annual production capacity of 600,000 diesel engines and 15,000 modified vehicles.



| FAWDE GENERATOR ENGINE | | | | | | | | |
|------------------------------|-------------------------|------------|------------|------------|--------------|-----------|--------------|--------------|
| Model | 4DW | | 4DX | 4DF | 6DF | 6DL1 | 6DL2 | 6DM2 |
| Bore*Stroke mm | 4-85*100 | 4-90*100 | 4-102*118 | 4-110*125 | 6-110*125 | 6-112*135 | 6-112*145 | 6-123*145 |
| Displacement (L) | 2.27 | 2.54 | 3.86 | 4.75 | 7.13 | 7.7 | 8.6 | 11.05 |
| Standby power/speed (Kw/rpm) | 19/1500 | 23-34/1500 | 36-53/1500 | 72-92/1500 | 105-154/1500 | 194/1500 | 226-251/1500 | 316-330/1500 |
| Prime power/speed (Kw/rpm) | 19/1500 | 21-31/1500 | 33-48/1500 | 65-84/1500 | 96-140/1500 | 178/1500 | 205-227/1500 | 287-300/1500 |
| Available range | Generator: 15KVA-375KVA | | | | | | | |

GENERATOR SETS

FAWDE diesel engines reliably drive a comprehensive set of power generators available for a wide range of business and industrial uses, ranging from 15KVA-375KVA.

| FAWDE ENGINE | | | | | | | | | |
|--------------------------------|---|-----------------|-----------------|------------------|------------------|-------------------|-------------------|-------------------|-------------------|
| Model | 4DW | | 4DX | 4DF | 6DF | 6DL1 | 6DL2 | 6DM2 | 6DM3 |
| Bore*Stroke mm | 4-85*100 | 4-90*100 | 4-102*118 | 4-110*125 | 6-110*125 | 6-112*135 | 6-112*145 | 6-123*145 | 6-126.5*166 |
| Displacement (L) | 2.27 | 2.54 | 3.86 | 4.75 | 7.13 | 7.7 | 8.6 | 11.05 | 12.52 |
| Rated net power/speed (Kw/rpm) | 17-33/1500-2650 | 22-55/1500-2650 | 40-74/1500-2400 | 65-118/1500-2300 | 92-177/1500-2400 | 147-195/1500-2100 | 182-235/1500-2200 | 228-309/1500-2000 | 300-338/1500-1900 |
| Maximum torque/speed (N·m/rpm) | 145/1500-0-1800 | 245/1500-1800 | 380/1500-0-1800 | 540/1400-1700 | 860/1400-1700 | 1100/1500-1800 | 1400/1500-1800 | 2100/1300-1600 | 2300/1300-1500 |
| Available range | Trucks, Generator, Water pump, Forklift, Loader, Harvester etc. | | | | | | | | |

FAW TRUCKS

The economy and reliability of our world-renowned FAWDE diesel engines is the driving force behind the success of the comprehensive range of FAW trucks.



SAFETY AS A NECESSITY – THE DRIVERISK VIEW

HELPING TO MAKE THE WORLD'S ROADS SAFE, ONE VEHICLE AT A TIME – THAT'S THE AIM OF SOUTH AFRICAN DRIVER-BEHAVIOUR MANAGEMENT SPECIALIST, DRIVERISK, AND ITS AMERICAN PARTNER, LYTX

Ensuring safety on the road had become a necessity, with a 20/20 view of driver behaviour the key to risk management. That's how Ben Bezuidenhout, chief business development officer of South African driver-behaviour management specialist DriveRisk, summed up the theme of the company's recent annual user-group conference.

Speaking at the Birchwood Conference Centre in Boksburg, Bezuidenhout said that while studies had shown that drivers all over the world made similar mistakes, reducing the road-safety risk was possible through use of video technology that enabled clear insight at all times of what was happening in and around the vehicle.

His introduction paved the way for a speaker from the United States, Adam McCarty – representing DriveRisk's California-based partner company Lytx – to address recent developments in fleet-management systems, including the roles played by machine vision and artificial intelligence, in identifying and helping curb risky driver behaviour.

"Lytx is on a mission to make the world's roads safe, one vehicle at a time," McCarty said in his opening remarks, adding that in terms of data collected by the company, a collision or near collision occurred every 3.5 minutes on

America's roads, with about 10 percent of drivers creating 60 percent of the risk.

"Lytx draws on more than 20 years and billions of kilometres of professionally reviewed video and road variables to design best-in-class technology solutions that help to solve challenges faced by commercial fleets. We apply sensor fusion, machine vision, artificial intelligence and scientific behaviour-change models to help our clients improve safety and increase operational efficiency, the aim being to help them thrive in today's ultra-competitive transport environment," he said.

McCarty said real-world data provided the basis for accurately identifying and categorising risky driving behaviour. "Our devices capture 1.5-million miles (about 2.4-million kilometres) of driving data each month and 100 000 risky driving events every day, resulting in a driving database of unrivalled depth and quality. Our fleet-management solutions put the data to work to deliver accurate, actionable insights."

Explaining how the system operated, McCarty said sensor fusion was used to build a complete picture of what was going on in and around the vehicle, pairing machine vision and artificial intelligence with traditional telematics sensors and drive cams to provide an expanded view of risk, adding that video telematics technologies could

accurately detect a wide range of risky driving behaviour.

"Similar to the way our brains rely on information from each of our senses to understand what is happening around us, our sensor fusion technology combines data from multiple sensors to provide the context needed to create the complete picture," he said. "We use sensor fusion to analyse driving conditions by sending data to an artificial intelligence-driven neural network.

developing safe methods of working.

The study revealed that human failure accounted for a significant portion of the divisions' incidents, especially within the first 12 months of employment. To address human failure effectively, a strategy whereby a balance between positive and punitive reinforcement methods was applied.

Among the positive reinforcements introduced were driver and vehicle fitness scorecards, supported by Lytx DriveCam systems, with the aim of driving behaviour change throughout the organisation.

"By considering the impact of incidents in the workplace, our moral and legal obligations as well as the potential financial benefits, getting buy-in from leadership and employees was effortless. The upshot was that, with employees in agreement, we developed a clear policy under committed principals who made available adequate resources to enable



"The network learns by analysing combinations of sensor data with maps, third-party environmental information, and the results of professionally reviewed video clips of risky driving behaviours. All of these inputs combine to provide a total picture of risk."

To help to effect lasting change in driver behaviour, McCarty said Lytx had developed a safety programme, which, through in-cab audio, visual display lights and prescriptive coaching workflows, was aimed at helping fleets curtail risky driving.

He added that as the neural network gained experience, it was able to make accurate predictions about the state of the vehicle, the driver and the road, determining whether a dangerous situation was developing and alerting the driver to the fact.

Another speaker at the conference, Bobby Shemmans, health, safety, security and environment executive at Imperial Logistics' Specialised Freight Division, said that following an accident involving one of the company's tankers, a study had been conducted with a view to



effective application of the revisions.

"As a result of our focus on developing a healthy safety culture, the number of incidents occurring within the first 12 months of employment reduced significantly from 27 to 17 percent. Overall, our focus remains on our adopted vision of Zero Harm – and I believe we will get there," he said.

Other speakers at the conference included Owen Neochi, chief operating officer of DriveRisk Australia; Rael Morris, Lytx's vice-president of growth markets, and Danie Malherbe, an independent transport consultant and part-time lecturer at the University of Johannesburg. **F**



A CELEBRATION OF ANNIVERSARIES AND NOVELTIES

THE COMTRANS INTERNATIONAL COMMERCIAL VEHICLE TRADE FAIR WAS HELD IN MOSCOW FROM SEPTEMBER 3 TO 7. AND, AS OUR RUSSIAN WRITER REPORTS, IT WAS A FAIR FULL OF ANNIVERSARIES AND NOVELTIES. STORY AND PHOTOGRAPHS BY VLADIMIR CHEKHUTA

A

ll Europe's giants of transport machinery and well-known commercial vehicle producers from Russia and Asian countries flocked to this year's Comtrans. In fact, more than 265 companies from 13 countries presented their wares at the show.

It was interesting to see several companies celebrating their anniversaries at their stands. For instance, Kamaz celebrated the fact that its plant has its 50th anniversary in December, MAZ commemorated its 75th birthday and Renault Trucks celebrated its 125 years in business.

The last time **FOCUS** attended Comtrans – back in 2017 – the Russian commercial vehicle industry was flying high. Unfortunately, things there are not going well now. According to the consulting firm Autostat, in the first half of 2019, only 38 844 new medium and heavy-duty trucks were registered in Russia. This is 6,4-percent less than in the same period last year.

The main reasons for declining sales are a recession in the industry, the reduction and closures of medium and small enterprises, as well as the decline of Russian exports and the negative impact sanctions by the Western countries.

The leader in the Russian market is Kamaz, which holds a share of 33,2 percent with 12 908 truck sales in the first half of 2019 (+4,5 percent). In the second position is the GAZ Group, with 4 152 units (-3,8 percent).

Third place goes to Volvo Trucks (the trucks are assembled in Kaluga) with 2 691 registered vehicles (-15,0 percent). Local operators are impressed with the "made in Russia" sticker on each and every locally produced Volvo.

Mercedes-Benz, with its Actros flagship, is the leader among the imported brands – with sales of 1 650 units (-6,9 percent).

KAMAZ

Kamaz presented its new long-distance tractor, the Kamaz-54901. It is not a prototype, but rather a series truck. The tractor is equipped with a new-generation cab, the K5, which was taken from the Mercedes-Benz Actros MP4. The new cab is produced at the joint enterprise of Kamaz and Daimler in Naberezhnye Chelny. Daimler AG has now invested about €200 million (roughly R3,2 billion) in this joint venture. Read more about it in the next issue of **FOCUS**.

I climbed into the cab on the stand. The interior is



attractive; it looks comfortable and the safety features are impressive. This cab has a flat floor and a width of 2 500 mm. It offers very good ergonomics and convenience for the driver.

The truck is equipped with a 12-litre six-cylinder in-line 450 hp/336 kW engine, the Kamaz P6 (class Euro 5 or Euro 6). The engine range covers 380 to 550 hp (283 to 410 kW). The engine is paired to a 12-speed automated ZF TraXon transmission. The service interval for the truck is 120 000 km.

The P6 was designed by Kamaz and Liebherr. The plant has produced about 80 of these trucks. Fully fledged production of the new truck should begin at the end of the year — but the prices are already known. As standard, the Kamaz-54901 will cost 6,5-million rubles (R1,27 million). This

BELOW: The interior of the Kamaz-54901.

BOTTOM: The new long-haul tractor, the Kamaz -5490 NEO-2 LNG.



LNG POISED FOR GROWTH IN RUSSIA

In September, Novatek-Azk opened the first liquefied natural gas (LNG) gas station in Russia. It is located in Kopeysk (Chelyabinsk region). Leonid Mikhelson, chairman of the board of Novatek-Azk, took part in the opening ceremony of the new gas station.

He said that his company is completing construction of a plant for the production of LNG in Magnitogorsk. The plant will be completed in 2020. The Chelyabinsk region is going to buy 300 LNG city buses. Natural gas has huge potential and could be a substitute for diesel in trucks and buses.

Comtrans clearly demonstrated that almost all the automakers are ready to offer LNG vehicles to the Russian market. What will push transport companies to buy gas trucks and buses? They will buy these vehicles if the price and running costs are appealing.



ABOVE: A LNG gas filling station has been constructed by Novatek-AZK.

And the running costs do appear to be good. Take, for instance, the price of LNG in the Chelyabinsk region. It will be 26.7 rubles/kg (R6/kg). One litre of diesel in Russia costs from 44 to 48 rubles (R10 to R10,85).

As one kilogram of LNG has the same energy value as 1,39 litres of diesel fuel, the price of gas would be around 19.2 rubles/l (R4,34/l). It is very good!

LNG also has two very significant advantages over diesel. First, LNG cannot be stolen from the fuel tank. This, of course, makes Russian transport operators very happy. Second, LNG will not freeze, even during Russia's extreme winter. This means that we will probably see widespread usage of this alternative fuel in Russia.

price includes a mandatory three-year service contract.

Also on display was an unusual heavy truck: the Kamaz 6355 Arctic 8x8. This all-terrain vehicle is designed to operate in districts in the far north, where temperatures can be very low (down to -60°C). The truck is equipped with a 12-litre, 450 hp (336 kW) engine, the Kamaz P6.g10.12-450 (Euro 5), six-speed automatic transmission Allison 4500, hydrostatic transmission and Kamaz K5 cab.

should begin next year. The price of the tractor will be about seven-million Russian rubles (about R1,58 milion).

MAZ

The Belarus truck maker showed its new truck tractor – MAZ-54A02K-520-030 (4x2) LNG – equipped with 400 hp (298 kW) natural-gas engine from Weichai Power, the WP12NG 400E50 (Euro 5) and 16-speed ZF gearbox.



- 1: The new truck tractor, MAZ-54A02K-520-030 (4x2) LNG.
- 2: The cabover dump truck Ural C26.328R (6x4).
- 3: The all-terrain heavy truck, Kamaz - 6355 Arctic.
- 4: Volvo's Vera concept truck.
- 5: The Iveco Stralis NP 460 LNG truck tractor.

The key feature of the Kamaz Arctic is the articulated frame. Thanks to it, the truck turns as a result of the "breaking" half-frames (not thanks to the steering wheels).

Special, wide tyres are another important feature of this all-terrain vehicle. These tyres enable the truck to move on soil with low bearing capacity (in wetlands, tundra and snow, for instance). The payload of the vehicle is 14 900 kg, while the kerb weight is 26 580 kg. The length of the Arctic is 12 m.

The new long-haul tractor – the Kamaz -5490 NEO-2 LNG – is powered by a 400 hp gas (298 kW) engine from China's Weichai Power, namely the WP12NG400E50 (Euro 5). The engine is paired to a 16-speed ZF transmission. The cab hails from the Mercedes-Benz Axor and the drive axle is the Daimler HL6.

Gas is stored in a cryogenic container with a volume of 530 litres. With one filling, the Kamaz-5490 NEO 2 LNG can travel up to 750 km. Serial production of these trucks

The truck is equipped with gas tanks from Chart in the United States, or China's CIMS". The total volume of the tanks is more than 700 litres, which allows the truck to travel for about 500 km.

MAZ is currently preparing to enter the heavy-duty segment of the southern African market. The brand had two trucks on display at the Futuroad truck and bus expo, last month. Valery Tarasenko, the local representative of the company, says it has been preparing to enter the African right-hand drive market for the past two years.

"We have completed homologation on several models, including the two we displayed on our stand – the MAZ-656587 (8x4), a 27-t tipper, and the MAZ-646087 truck tractor, which is capable of pulling a load of 60 t on a dumper semi-trailer," Tarasenko told **FOCUS**.

MAZ has been making trucks at its plant in Minsk in the former Soviet Union since 1944 and has a very comprehensive range, focusing on heavy-duty operations and special applications. The right-hand drive MAZ trucks

are scheduled to be assembled at a factory in Richards Bay for sale in East and South Africa.

GAZ GROUP

The GAZ Group presented the new 10-t GAZonne NEXT 10 LNG/CNG. It was designed to work on long-distance routes. The powertrain of the truck includes the YaMZ-534 (Euro-5) gas engine, which delivers with 170 hp (127 kW)

Stralis NP 460 LNG occupied pride of place on the stand.

Iveco also displayed trucks produced in conjunction with its Russian joint venture, Iveco-AMT. In Moscow we could see a special version of the Iveco Trakker (6x6), designed to work with a gross weight of 97 t. The tractor is equipped with a 13-litre, six-cylinder 450-hp Cursor 13 engine and a 16-speed transmission, the ZF16S2220TO. The cab features two air-suspended seats as well as electric heating and air-conditioning.

VOLVO TRUCKS

Volvo Trucks showed its FH 460 LNG truck tractor which, as its nomenclature implies, is powered by liquefied natural gas (LNG).

Another interesting vehicle was the Vera concept truck, which really got the tongues wagging at the last IAA. It represents the future of autonomous electric transport. It is equipped with full electric drive and it is autonomous. Although it was very interesting, the bad roads in Russia make its implementation in this country most unlikely.

HINO

The official Hino distributor presented new models from the Hino 500 series. One of them was the Hino 500 FM Euro-5 dump truck with gross vehicle mass of 26 t. The new models have a cab with an updated design, a new three-section bumper, a new drivetrain and new high-strength frame.

The main visual differences between the old and new cab design are the V-shaped front panel, a bolder Hino logo, as well as improved optics. The interior has a new dashboard with a multifunctional LCD screen and a more comfortable driver's seat.

At Comtrans 2019 we saw a 26-t, 6x4 chassis on a Hino 500 series FM. The new model is equipped with a more powerful nine-litre 350-hp (261 kW) engine that delivers maximum torque of 1422 Nm. It boasts a new transmission and locking wheel differential.

of power and maximum torque of 600 Nm. It has a nine-speed transmission. The LNG tank holds 225 litres and the maximum speed of the vehicle is 105 km/h.

URAL

URAL introduced an updated cab-over truck. At the exhibition we could see the latest reincarnation of the old cab from the Iveco TurboStar. The new range gets a new front panel. In time, the cab will get a completely modernised interior.

The Ural C26.328R (6x4) cab-over dump truck is equipped with a 328 hp (245 kW) engine, the YAMZ-53676.10 (Euro-5), nine-speed ZF transmission, drive axles from HandeAxel (China) and 16 m³ tipper body. The payload of the truck is 16.5 t.

IVECO

Iveco presented natural-gas vehicles. Last year, more than 150 Iveco gas trucks were sold in Russia. The flagship Iveco

ALMATRUCK

Almatruck is the name of the first 4x2 truck produced by the Kazakhstan company, Saktagan. It is the result of a joint venture with the Chinese company C&C Truck. The gorgeous cab from C&C trucks was developed by the Italian Torino Design Company.

The trucks are assembled in the Kazakhstan city of Almaty, where the workers assemble kits with the addition of some local components. This truck has a six-cylinder, 10.3-litre engine, the Yuchai YC6K1034-50 (Euro 5). Engine output is 340 hp (254 kW). The motor is matched to a 12-speed manual transmission, the Fast 12JSD180TA. The kerb weight of the tractor is 7 505 kg, and the gross weight of the vehicle is 25 t. **F**



JAPAN ADDRESSES LOGISTICS CHALLENGES



WHILE SPORTING EVENTS, SUCH AS THE OLYMPIC GAMES, PROVIDE CITIES WITH MANY FINANCIAL GAINS, THEY CAN BE A LOGISTICS NIGHTMARE. THE 2020 TOKYO OLYMPIC GAMES IS PROVING TO BE NO DIFFERENT. MARISKA MORRIS INVESTIGATES

The railway system in Tokyo, Japan, is one of the largest and busiest in the world. It stretches over 195 km and transports eight-million commuters daily. The Shinjuku Station, alone, sees an average of about 3.6-million passengers per day with over 200 exist points in the station. It was crowned one of the world's busiest stations.

While extensive, the system is already under tremendous strain. In a 2018 survey of urban train congestion in the city, the Japanese ministry of transport revealed that 11 routes exceeded 180-percent congestion. The survey described this level of congestion as the commuter being able to read a newspaper while standing, but unable to fold the paper in half.

The Tozai and JR Yokosuka lines reached 200-percent congestion in which contact between commuters was forced because of the body pressure from surrounding passengers. With an estimated influx of 700 000 sporting fans and athletes for the 2020 Olympic Games, the railways will mostly likely buckle under the pressure.

News organisation *CNN* quoted professor Azuma Taguchi: "There is a possibility that the number could increase one

and a half times during the Olympic Games." He warned that the system would be crippled if it reached 300 percent capacity.

To combat the expected congestion, the city is encouraging commuters to travel during off-peak periods by introducing a number of incentives including coupons.

In partnership with the Olympic Organising Committee, the Japanese government has also introduced its Smooth Biz campaign. In an article for *The Diplomat*, Thisanka Siripala reports: "The three-part strategy urges Japanese employees to work from home during the games." This includes offering temporary satellite workplaces in the suburbs to staff who are unable to work remotely.

Businesses are also prompted to rework shifts to stagger transport use. An estimated 2 292 companies had committed to participating in the campaign by August. The ultimate goal is for around 600 000 workers from 3 000 companies to work remotely.

However, this might not be enough. According to Siripala, the programme will only decrease congestion by a predicted two to five percent for lines with maximum congestion.

Similarly, road networks in the city will be under additional

pressure with an estimated 70 000 additional vehicles on the road. To address this, the city will hike up toll pricing in an attempt to encourage off-peak travel. During the Olympic Games, an additional US\$ 9,50 (R139,42) will be charged in Tokyo between 06:00 and 22:00.

Buses, taxis, trucks and pre-registered vehicles for people with disabilities will be exempt from these charges. However, to encourage logistics companies to use the

emissions target level of any official fleet used at a previous Olympic or Paralympic Games. It will provide around 3 700 vehicles for the event of which 90 percent are EVs.

The range includes the hydrogen-powered Mirai and plug-in hybrid Prius PHV passenger vehicles, the battery-powered Accessible People Mover (APM) for athletes with disabilities, e-Palette bus and the futuristic Concept-i.

There will be around 500 Mirai passenger vehicles to transport staff around the venue, while around a dozen e-Palette buses will travel on a continuous loop within the Olympic Village to transport staff and athletes. The e-Palette vehicles will feature automated driving with an operator onboard to monitor the system.

The 200-odd APM buses expected at the event will transport attendees with disabilities within the venue. The futuristic Concept-i will be the operating vehicle at the Olympic torch relay and lead vehicle in the marathon. These vehicles will also be used for test drives to highlight advanced driving technology such as automated driving.



Road networks in the city will be under pressure with an estimated 70 000 additional vehicles on the road. To address this, the city will hike up toll pricing in an attempt to encourage off-peak travel.

highways at night, the city will halve toll costs between midnight and 04:00 for vehicles equipped with an electronic toll-collection device.

Aside from the inner-city logistics challenges presented by the 2020 Tokyo Olympic and Paralympic Games, the actual event will require its own transport solutions for athletes, coaches and fans. Toyota – the official vehicle partner of the games and top Japanese vehicle manufacturer – has an entire line-up of electric vehicles (EVs) for the event.

With its range of EVs, Toyota aims to achieve the lowest



The vehicles for staff transportation will also be equipped with preventative safety technologies, including the Toyota Safety Sense and Lexus Safety System. The commercially available vehicles, such as the Mirai, will further be fitted with intelligent clearance sonar, which assists with braking when the acceleration pedal is misapplied. **F**

GLOBAL FOCUS NEWS

F-MAX IS RUSSIA'S TRUCK OF THE YEAR!

Following its International Truck of the Year (IToy) 2019 success, the F-Max from Ford Trucks has now won the Truck of the Year award in Russia. The winner of this prestigious award is chosen by journalists from specialist transport publications in Russia.

The award ceremony was held during the Comtrans 2019 exhibition, in which Ford Trucks also participated. (Read more about Comtrans on page 34 of this issue of **FOCUS**.)

Ford Trucks vice president Serhan Turfan tells **FOCUS** that the F-Max's victory confirms that Ford Trucks is a significant player in the global market. "We believe that the Truck of the Year award we have achieved in Russia is another indicator of our potential strength in the global arena. The IToy award shows that the F-Max has set a new standard in the commercial vehicle market. Russia is a big and challenging market, and the F-Max has once again proved itself. We are confident that the F-Max will continue its success all over the world," he says.

The F-Max is equipped with a 12.7 litre E6D Ecotorq engine, which delivers 500 hp (373 kW) of power and maximum torque of 2500 Nm. It boasts a 2.5-m-wide cab that has a flat floor, providing 2 160 mm of floor-to-ceiling height. It's a brilliant truck to drive; we hope to see it in South Africa in the not-too-distant future. However, it is currently only available in left-hand drive.

HYUNDAI LAUNCHES ELECTRIC SCOOTER

The Hyundai Motor Group has developed a new prototype electric scooter with rear-wheel drive, a highly capable lithium battery and stylish front and rear lights. It also has suspension on the front wheel in order to provide a smooth ride, even on rough surfaces.

The latest concept features in Hyundai Motor Group plans to enable first- and last-mile mobility by integrating the scooter with future Hyundai and Kia vehicles. When mounted on a vehicle, the scooter is charged automatically using electricity produced while driving, ensuring that users can complete their journeys seamlessly.

The latest version of Hyundai Motor Group's electric scooter features a 10,5 Ah lithium battery. This enables the scooter to achieve a top speed of 20 km per hour and is sufficient to power the scooter for around 20 km on a single charge.

Weighing around 7,7 kg, the scooter is highly portable, while its unique and compact tri-folding design means it is lighter and more compact than any similar product.

The ongoing efforts to provide customers with last mile transportation align with trends highlighted in research data by global consultancy, McKinsey & Company. It showed that the "Last



Mile Mobility" market in the United States, Europe, and China is expected to grow to US\$ 500 billion (around R7,4 trillion) by 2030.

TRATON FOCUSES ON INNOVATION

As you read this issue of **FOCUS**, we will be in Sweden, attending the first-ever Traton Innovation Day (we're hoping that the company will host many more of these events).

Just in case you're not a regular reader of **FOCUS**, the Traton Group has three brands: MAN, Scania and Volkswagen Caminhões e Ônibus. They're arch-rivals in many markets, but the Group is hoping to benefit by collaboration between the brands.

"One thing is certain: by working collaboratively,



there are greater opportunities for growth to succeed in a competitive industry such as the transportation industry, which is also undergoing enormous change," says Traton CEO Andreas Renschler.

In the beginning, many people doubted that this could be achieved. "But today you can see how quickly and strong we have grown as a group. And we still have a lot planned," says Renschler.

The group posted nearly €26 billion in sales revenue and sold over 233 000 vehicles last year.

The first half of 2019 has been pretty good for Traton, too: it has achieved €13,5 billion (roughly R221 billion) in sales revenue and an operating profit of over €1 billion (about R16,3 billion).

During the Traton Innovation Day, we will see an autonomous concept vehicle, which is being showcased to the public for the first time. We will also find out about the group's plans when it comes to e-mobility, automation, digital services and new business models. It's bound to be fascinating! You will be able to read all about it in the next issue of **FOCUS**.



 @womanonwheelsza

CHARLEEN CLARKE is editorial director of **FOCUS**. While she is based in Johannesburg, she spends a considerable amount of time overseas, attending international transport events – largely in her capacity as associate member of the International Truck of the Year Jury.



TRUCKING UNDER FIRE

ARE YOUR TRUCKS COVERED BY INSURANCE IN THE EVENT OF A RIOT OR STRIKE? HERE'S WHY TRANSPORT OPERATORS SHOULD CONSIDER SPECIAL-RISK COVER

The transport and logistics sector is perceived as being particularly vulnerable to civil unrest, with the Road Freight Association (RFA) recently revealing that about 1 400 trucks have been damaged or destroyed over the past year – a frightening statistic considering costs that can be incurred by a single truck leaking hazardous cargo into the surrounding environment.

Civil disorder and violence heighten the need for special-risk insurance cover, due to the massive costs that can arise as a result of any environmental impairment that could be caused by trucks. The South African Special Risks Insurance Association (Sasria) has provided special dispensation to insurance company EnviroSure to offer a riot and strike solution. The EnviroSure extension is designed to cover costs related to spillages of dangerous goods and potential pollution of the environment and road surfaces.

The cover – an industry first – applies to claims caused by riots and strikes, and is offered as an extension to EnviroSure's Transport Clean-up Policy, although it's also available as standalone cover to large fleets via special request.

Sjanine Tanner, managing director of EnviroSure, says the company identified the need for this type of insurance cover because trucks are often easy targets for rioters and looters. "A burning or overturned vehicle serves as a powerful visual symbol of their frustration and aggression without any consideration given to environmental consequences," she says.

"Beyond the potentially devastating reputational damage and legal risks associated with environmental impairment, the cost of a clean-up can sometimes outweigh the value of a truck and its cargo. Therefore, speed of response is of the essence to ensure that environmental impact and damage are contained and mitigated."

Tanner says that, with this in mind, EnviroSure's Riot and Strike Solution includes access to the Hazcall24 call centre for immediate response and claim management. The call centre is also responsible for incident management throughout the clean-up process.

"EnviroSure's Riot and Strike Solution cover is available to transporters of both dangerous goods and non-hazardous goods," she says. "It includes clean-up and rehabilitation of the environment as a result of any spillages from the load and vehicle's side tank, including oil spills from vehicles, engines or hydraulic equipment fixed to the primary mover."

Tanner adds that due to EnviroSure's recent merger with Spill Tech Holdings, the company's clients can enjoy additional peace of mind thanks to the benefits of best-in-class spill response – from guaranteed, rapid dispatch, arrival and clean-up by ISO-certified skilled responders, to the aforementioned access to the Hazcall24 call centre, which expedites the entire process.

She adds that since riot and strike cover is often not considered when taking out transport insurance, truck and transport operators should ask their brokers to contact EnviroSure to get more information relating to the company's full environmental impairment solutions. **F**

TRANSPORT'S FUTURE: DATA THE KEY

LOCATION DATA IS THE KEY TO UNLOCKING SOCIAL AND ECONOMIC BENEFITS THAT EFFICIENT TRANSPORT AND MOBILITY SYSTEMS WILL BRING TO SOUTH AFRICA, ACCORDING TO AN INTERNATIONAL TRANSPORT EXPERT

Location technology will transform South Africa's transport system – but don't expect to see self-driving vehicles on the country's roads any time soon. What's more relevant is the need for the public and private sectors to work closely together to unlock the significant social and economic benefits that more efficient transport and mobility systems will bring, including less congestion and fewer road accidents.

That's the message from Michael Bültmann, managing director of international relations at Here Technologies – a global mapping and location platform services provider – who was speaking at an event hosted recently in Johannesburg by law firm Covington and Burling.

Discussing how digitisation could support better mobility, safety and integration in South Africa, Bültmann said relevant location data could play a key role in helping to create a better future for the transport industry.

"If we know where goods and people are, and how and why they move, we have the basis for a system that matches demand and supply far more closely, and uses the transport infrastructure more efficiently," he said.

He warned, though, that no government, company or individual would be able to undertake the task alone. "It's all about collaborating," he said. "If we get real-time data-use correct, it would have a profound effect on the way the entire economy works – less congestion, fewer accidents, more efficient use of vehicles and public transport, less air pollution, greater quality of life and potential savings of billions of rands in fuel, time and safer roads."

Speaking at the event, Mathetha Mokonyama, from the Centre for Scientific and Industrial Research (CSIR) said that, despite the billions of rand pumped into the country's mass public transport network in recent years, 90 percent of available commuter seats were still provided by either

cars or taxis.

"We have the right to dignity. If you want to see indignity, look at people getting up at two in the morning to get unreliable transport to a job that pays only R3 500 a month. In our country, access to transport is critical for people to make a living, and our focus as a country should be to implement an equitable and just transport system that caters to all sectors of society," he said.

Robert Kayihura, senior advisor in Covington's Johannesburg office, said that while there were many viewpoints regarding the question of effective use of data and location intelligence, the harmonisation of regulatory regimes around the continent would take time.

"A key takeaway from our discussions is the critical need to build a shared vision of the future through consistent public-private dialogue and collaboration in order to accelerate and ensure the sustainable and safe digitisation of Africa," he maintained.

Paul Vorster, chief executive of the Intelligent Transport Society of SA (ITSSA), said the effective sharing of data between metros, government and the private sector would go a long way to improving the efficiency of existing transport infrastructure.

"The starting point is to improve what we already have. Once we know what we have – that is, data – we can start solving real problems such as knowing the locations of demand and supply. However, to do that, metros will need to learn from each other – and they often face political hurdles in the process," he said.

Bültmann said increasing levels of urbanisation across the world were creating a need for cities to better predict, manage and plan future urban movement. Combining and analysing data from different, complementary sources could help South African cities to improve urban planning, relieve congestion and curb pollution for better quality of life. **F**

SHORT HAULS

NISSAN DEEPENS SA INVOLVEMENT

During a recent trip to Japan to attend the seventh Tokyo International Conference on African Development, South Africa's President, Cyril Ramaphosa, took time to visit Nissan's global headquarters in Yokohama, where he participated in a Japan-South African business forum.

Later, he visited the company's Oppama Plant at nearby Yokosuka, where he got behind the steering wheel of a Nissan Leaf, which is manufactured at the facility. His visit came in the wake of the Nissan Group of Africa's announcement earlier this year that it had invested R3 billion in its plant at Rosslyn, near Pretoria, with a view to producing the full line-up of vehicles in its new Navara commercial vehicle range.

Seen as deepening the economic ties between the company and South Africa, Ramaphosa referred to the investment during his address at the business forum, acknowledging that Nissan had long been a close partner of South Africa.

"The company's history in our country stretches back to the 1960s and continues to this day," he said, utilising the opportunity to invite his audience to experience South Africa as an investment destination and trade partner, and to participate in the country's efforts to secure faster, sustainable and inclusive economic growth and reduce unemployment.

According to a statement released by Nissan, South Africa accounts for 15 percent of the brand's global production volume. "Production of the Navara at Rosslyn will establish the plant as a light commercial vehicle hub, providing key support to Nissan's wider activities within the continent and beyond," the statement said.

It added that the company sees South Africa as a key strategic partner in that it maintains a vigorous financial services sector and a manufacturing base that is able to meet the needs of the continent, as well as being close to favourable markets in Africa.

A recent study by the International Organisation of Motor Vehicle Manufacturers has revealed that Japanese manufacturers with operations in South Africa produce more than 50 percent of all vehicles in Africa. "Nissan's growth strategy for Africa aims to position the company among the top three car brands by 2020, as well as a leading manufacturer and exporter of vehicles to Africa," the statement concluded.

TOMTOM TELEMATICS CHANGES ITS NAME

From next month, TomTom Telematics will change its name to Webfleet Solutions, according to a statement released by Bridgestone, which has bought the company. The statement says the acquisition – which was confirmed in April this year – was motivated by Bridgestone's objective of strengthening its digital capabilities as part of its transformation from a premium tyre producer to a mobility solutions leader.

"The acquisition has reinforced our footprint in data-based solutions. The newly named Webfleet Solutions – inspired by its main solution platform Webfleet, which has been providing leading telematics for fleets for the past 20 years – reflects Bridgestone's ambition to provide a wider range of digital mobility and fleet



solutions to its customers and consolidate a global leadership position. The Europe, Middle East and Africa (EMEA) business now serves over 1.2-million vehicles with mobility subscriptions and fleet solutions," the statement says.

Paolo Ferrari, CEO and president of Bridgestone EMEA, says the acquisition marks the establishment of a fleet-solutions powerhouse. "Together, we have every capability of leading what is an incredibly exciting, fast growing and innovative area of mobility. We have the ambition, the infrastructure and resources, the data and insights, and we have the people and their unrivalled knowledge.

"As the new worlds of connected and autonomous mobility rapidly become a reality, together Bridgestone and Webfleet Solutions will ensure that our customers can enjoy every benefit of this new era."

The statement adds that, as they have done since the acquisition was confirmed, teams from Bridgestone and Webfleet Solutions will continue together to explore new opportunities and innovations in mobility.

NAVIGATING A HOSTILE ROAD-FREIGHT MARKET

South Africa's road-freight industry, with its direct link to manufacturing and consumer spending, is feeling the consequences of an economy which shrank by 3,2 percent in the first quarter of this year, according to official statistics.

"If people aren't buying, there's no demand for product, and if there's no demand for product, there's no need to transport goods," says Marcus Ellappan, director of road freight at Bidvest Panalpina Logistics (BPL), one of South Africa's largest logistics businesses, who points out that operations within the industry decreased by 4,4 percent during the period, due mainly to a contraction of 8,5 percent in the manufacturing sector, 10,8 percent in mining, and 13,2 percent in agriculture.

However, he adds: "We have to remain flexible, responsive and continually reassess how we address the challenges we face, regardless of the highs and lows."



One of the systems introduced by BPL to combat the effects of the economic downturn is a hybrid distribution network designed to correct the imbalance of return loads versus outbound loads from various regions in South Africa.

The business has also grown its less-than-a-truckload operation to maximise payloads, preventing vehicles from running underutilised.

Operating in several industries – including retail, healthcare, chemicals, oil and gas, automotive, mining, manufacturing, engineering, defence and aerospace – BPL's road-freight division has spread its reach instead of hedging its bets just on one industry. "This way we are able to mitigate risk," says Ellappan.

"A distribution model that's flexible and highly responsive to market challenges, much like holding company Bidvest's model, has seen the company flourish in a notoriously volatile economy," he maintains. "Our road-freight model is also decentralised, which

means that daily operations and decision-making responsibilities are delegated to middle and lower-level managers."

According to Ellappan, introduction of this method has resulted in quick and efficient response, freeing up senior management to tackle bigger, long-term issues. "It has also allowed various business units within the overall BPL organisation to support each other during market ups and downs, using either our



own or outsourced assets, depending on the needs of a job and/or market conditions," he says.

Ellappan says: "The negative factors affecting us will result in a downswing, which obviously impacts jobs and growth in gross domestic product." However, he offers a glimmer of hope for road-freight business owners battling to sustain their companies in the highly contested industry. "The market will improve over the coming months," he says.



Ellappan also offers some valuable advice: "Ongoing training, acquiring the right assets for a job, managing variable costs, and not shying away from technology are prerequisites for surviving. The right technology, in particular, will ensure that businesses are able to manage issues proactively and not be caught unaware by changes that present themselves."

HINO LOOKS TO GROW SALES IN AFRICA

Hino recently completed a 50-day promotional roadshow through four countries in sub-Saharan Africa aimed at increasing brand awareness with a view to growing sales in the region. The 6 500-km route covered Zimbabwe, Zambia, Malawi and Mozambique, with stopovers in Bulawayo, Harare, Lusaka, Ndola, Kitwe, Lilongwe, Blantyre, Tete and Maputo.



Andre Venter, vice-divisional general manager for Hino at African Mobility Solutions (AMS) – organisers of the roadshow and distributors of the brand in 30 African countries – said the initiative had featured 12 events and had enabled AMS's representatives to interact with major transport operators and senior government officials.

"More than 100 quotations were provided to interested parties, and some transactions have already been concluded, which bodes well for increasing sales and market share in the region. All events were attended by AMS personnel from South Africa, while in Zambia we also had representation from Hino Japan."

Three vehicles were used – a Hino 814 manual transmission with dropside body, a Hino 1627 Automatic with a tautliner body and a Hino 700 truck tractor equipped with a 410 hp engine and ZF AMT transmission which pulled a tri-axle dropside trailer. The combination demonstrated how advanced technology offered in South Africa was also available in other African countries.

Venter said all of the trucks performed faultlessly; the only delay coming at the border between Zimbabwe and Zambia, where the vehicles were parked for three days as a result of clearance-control processes.

For evaluation purposes, each of the trucks was fitted with tracking and fleet-management systems supplied by CarTrack and Questek. According to Venter, more operators in Africa have requested these types of units with a view to managing their fleets effectively.

"Questions from guests mainly concerned pricing, specifications and body options, lead times and after-sales support. Big corporate customers and cross-border operators welcomed the fact that Hino products were similarly equipped to vehicles available in South Africa. The fact that safety features such as ABS and airbags, as well as those which promote driver comfort, were among Hino's highest priorities was also appreciated," he said.

STATE OF THE COMMERCIAL VEHICLE MARKET, AUGUST 2019

The National Association of Automobile Manufacturers of South Africa (Naamsa) reported that the declining trend in new vehicle sales continued in August with aggregate domestic sales of 45 537 units reflecting a decrease of 5,1 percent compared to the figure for the same month last year. In the commercial vehicle segment, LCV sales totalled 14 041 units to register a modest 0,5 percent gain compared with August 2018's figure. Sales of medium commercials were up 6,6 percent to 740 units, with heavy and extra-heavy truck as well as bus sales collectively falling by 9,5 percent to 1 681 units.

| Light Commercial Vehicles < 3 501 kg | Total: 14 041 |
|--|---------------|
| Changan | 22 |
| Fiat Chrysler Automobiles South Africa | 23 |
| Ford Motor Company | 2 365 |
| GWM | 173 |
| Hyundai Automotive SA | 275 |
| Isuzu Motors South Africa | 1 143 |
| JMC | 17 |
| Kia South Africa | 115 |
| Mahindra | 327 |
| Mazda South Africa | 22 |
| Mercedes-Benz SA | 96 |
| Mitsubishi | 26 |
| Nissan | 3 331 |
| Opel | 17 |
| Renault | 15 |
| Suzuki Auto | 29 |
| Toyota | 5 677 |
| Volkswagen SA | 368 |

| Medium Commercial Vehicles 3 501 – 8 500 kg | Total: 740 |
|---|------------|
| FAW | 30 |
| Fiat Chrysler Automobiles South Africa | 3 |
| Ford Motor Company | 5 |
| Hino | 115 |
| Hyundai Automotive SA | 18 |
| Isuzu Motors South Africa | 135 |
| Iveco | 76 |
| JMC | 16 |
| Mercedes-Benz SA | 147 |
| Peugeot Citroën South Africa | 2 |
| Powerstar | 2 |
| Tata | 32 |
| Toyota | 99 |
| VECV (Eicher) | 3 |
| Volkswagen SA | 57 |

| Heavy Commercial Vehicles 8 501 – 16 500 kg | Total: 377 |
|---|------------|
| FAW | 38 |
| Hino | 59 |
| Isuzu Motors South Africa | 76 |
| MAN Automotive | 5 |
| Mercedes-Benz SA | 41 |
| Powerstar | 10 |
| Tata | 48 |
| UD | 81 |
| VECV (Eicher) | 19 |

| Extra-Heavy Commercial Vehicles > 16 500 kg | Total: 1 236 |
|---|--------------|
| Babcock DAF | 38 |
| Daewoo | 14 |
| FAW | 48 |
| Hino | 8 |
| Isuzu Motors South Africa | 33 |
| Iveco | 16 |
| MAN Automotive | 5 |
| Mercedes-Benz SA | 223 |
| Powerstar | 25 |
| Scania | 255 |
| Tata | 8 |
| UD | 136 |
| Volvo Group Southern Africa | 236 |

| Buses > 8 500 kg | Total: 68 |
|-----------------------------|-----------|
| MAN Automotive | 31 |
| Mercedes-Benz SA | 11 |
| Scania | 16 |
| Tata | 3 |
| Volkswagen SA | 3 |
| Volvo Group Southern Africa | 4 |

Note: Mercedes-Benz SA reports only aggregated sales data. The company's commercial vehicle market split volumes are estimates based on historical trends and forecasting techniques. All figures are supplied by Naamsa.



SMART BUS SOLUTIONS FROM TATA MOTORS

TATA MOTORS' RANGE OF BUSES IN SOUTH AFRICA HAS BEEN SPECIFICALLY ENGINEERED TO WITHSTAND RUGGED, LOCAL CONDITIONS, OFFERING UNMATCHED VALUE FOR TRANSPORT OPERATORS

Public transport in South Africa forms a vital part of the economic and social development of the country, with the majority of the population dependent on services provided by commuter buses or taxis. Tata Motors, the world's fourth-largest bus manufacturer, understands all aspects of public transport. Part of the US\$ 100-billion Tata Group, for over 60 years the company has redefined ways in which people view public transport.

With a line-up ranging from 12- to 67-seat buses, Tata Motors offers a wide selection of commercial passenger-transport solutions. So, if you want to ferry children to school safely, transport staff to office hassle-free or profitably transfer passengers inter or intra city, the company has the answers.

Locally, Tata Motors and its distribution partner, Tata Automobile Corporation South Africa, has been catering to commuters for more than 21 years, continually reviewing its solutions to meet market needs. The company's bus range in South Africa includes the 28-seat, 7.5-m long Tata Marcopolo 713 Starbus; the 38-seat, 9.0-m long Tata LPO 918; and the 65-seat, 12-m long Tata Marcopolo 1823 Starbus Commuter.

Tata Marcopolo Motors Limited is a joint venture which combines the technology and know-how of Tata Motors with Marcopolo Brazil, the world's acknowledged leader in coach and bus bodybuilding. All Tata Motors' buses feature a chassis that has been specially developed to offer maximum reliability and safety to commuters and operators.

The Tata Marcopolo 1823 Starbus Commuter is powered by a 235 hp, 5.9-litre Cummins engine mated to an Eaton gearbox. The powertrain offers unmatched reliability and proven performance. What truly distinguishes the product is a set of unique features, among them a transmission-mounted, hydrodynamic Voith retarder; full airbrakes and

ABS; a 380-mm diameter clutch; a robust front axle with a class-leading, 7.7-t capacity; and 315/80R22.5 tyres. Combined with a three-year/300 000-km warranty, the features help to make the bus the smart choice for reliable and safe commuter transportation.

The 28-seat Tata Marcopolo 713 Starbus is also purpose built for enhanced safety. Using as its platform a dedicated bus chassis instead of an adapted truck chassis, the vehicle is powered by a 130 hp Tata 697 TCIC engine. Specially designed bus suspension ensures maximum comfort, while ABS and full airbrakes are standard features. Combined with a three-year/300 000-km warranty, the bus offers a perfect solution for staff or scholar transportation.

The Tata LPO 918 is perceived as one of the most versatile buses on South Africa's roads. It is built for multipurpose transport applications and meets the needs of the mining industry, among others. The vehicle is powered by a 180 hp Tata Cummins 6BT engine and is built on a dedicated bus chassis. ABS and full airbrakes are standard features.

The bus has an optimised front overhang with its front door placed ahead of the front axle. It also offers best in class width of 2.4 m. It is sold with a three-year, 300 000-km warranty.

"Tata Motors' bus range represents the best value for money for commercial passenger-transport solutions, as our offerings are customised to suit each market in which we operate. Whether it is Asia, Middle East or Africa, we have specifically engineered solutions suited to each region's duty cycle, terrain and conditions.

"We have worked closely with governments and have offered bespoke passenger transport solutions in Mozambique, Nigeria, Sudan, Senegal and Ivory Coast to name a few countries," says Rudrarup Maitra, head of commercial vehicles for international business. "Our range of buses in South Africa has been specifically engineered to withstand rugged conditions and offers unmatched value for local bus operators." **F**

IN THE NEXT ISSUE

TYRES



Latest developments in truck and bus tyres, focusing on new technologies designed to deliver better performance, more safety and greater economic benefits

BUS AND COACH



How much does it cost to run a bus service, and what challenges stand in the way of profitability? The City of Cape Town's experience offers some pointers

FUTUROAD



All the new model action from Africa's biggest truck show, including unveilings from Daewoo, Powerstar, Tata and UD – and some aftermarket innovations, too

WORLD ON WHEELS



The state of play of China's big-rig market as the quality gap closes between imported trucks and those manufactured by the country's domestic producers

TRUCK REFURBISHMENT



Making an old truck new again – the nuts and bolts of a major manufacturer's comprehensive vehicle refurbishment programme

BREAKING BARRIERS



When it comes to transport and logistics, how efficient is new technology in identifying legal risks in supply chains? **FOCUS** finds out

TRANSPORT SOLUTIONS



Feedback from Fiata's World Congress, including highlights of a digital shake-up that is helping to spur transformation in logistics and transport

DRIVING AFRICA



Latest transport insights from Mike Fitzmaurice, CEO of the Federation of East and Southern Africa Road Transport Associations (Fersarta)

SUBSCRIBE TO FOCUS ON TRANSPORT AND LOGISTICS

YES! Please add my name to the **FOCUS ON TRANSPORT & LOGISTICS** mailing list for 12 issues per annum at **R1 388,00** including VAT / postage (valid for postage within RSA borders).

Method of payment: Cheque enclosed (made out to Charmont Media Global) Direct Deposits: Charmont Media Global Bank: FNB Craighall Branch code: 255805 Account no: 62059168825

YES! I'd like to receive the FREE weekly email newsletter.

Title: Mr / Mrs / Ms: Initials: Surname:

Job Title: Company:

Tel No: Cell No:

Fax No: email address: Signature:

Postal Address: Postal Code:

Company's main product or service:

Fax to 011 782 0360 or post to PO Box 957, Fontainebleau, 2032



High-Performance Rotating Equipment for a Dynamic Aftermarket!



A leading parts manufacturer for the aftermarket.

As a leading parts manufacturer, sourcing and distribution company, WAI offers its aftermarket customers ready access to an extensive range of products.

- 100% new units
- Warranty rate reduction through extended field life of new units
- Extensive coverage including late-model products
- Field-proven quality
- Premium brand Transpo electronics manufactured by WAI
- Premium grade WBD bearings
- Tested to OEM specifications
- Alternators - thorough testing of output current at idle and full load RPMs
- Starters - RPM, torque, voltage and solenoid performance

Validation testing includes: Endurance, humidity, power thermal cycling, vibration, salt spray & thermal shock.



Over **1400** part numbers for **NEW** units

Over **600** part numbers for **REMAN** units

Now available through Trysome branches country-wide.



* 55% less wear for lower maintenance costs



* 70% less deposit for longer engine life



* 83% less oxidation for better performance

TOTAL RUBIA OPTIMA

Does your current oil have the latest specification?



TOTAL

Committed to Better Energy



THE MOST TECHNOLOGICALLY ADVANCED RUBIA ENGINE OIL

Total presents RUBIA OPTIMA 15W-40. The new heavy-duty engine oil meeting API CK-4 formulated to optimise engine performance – pushing HDEOs to a higher standard surpassing API CJ-4.

*Independent laboratory test.