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ON TRANSPORT AND LOGISTICS

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with Daimler

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**DO TRANSPORTERS TAKE**

SHEQ seriously?

**WILL AARTO**

finally happen?



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# CONTENTS



PAGE  
**8**

## TRUCKING TOWARDS SHEQ SUCCESS

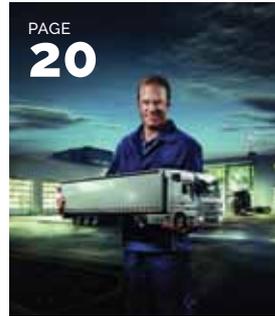
What are South African operators doing to provide a safe, quality service, reduce their carbon footprints and ensure happy, healthy workers?



PAGE  
**12**

## STILL LIFE IN THE OLD GAL?

Second-hand trailer units can be an exciting proposition. We find out how to spot a good deal, and what should make you consider otherwise.



PAGE  
**20**

## COVER YOUR COMPONENTS

**FOCUS** explores the options available to those looking for aftermarket commercial vehicle warranties.



PAGE  
**24**

## TRADITIONAL BASICS, NEW POSSIBILITIES

The new Iveco Daily has been launched and is aiming to rule the medium-van roost. We drove it.



PAGE  
**32**

## SHAPING FUTURE TRANSPORTATION

This was the theme for Daimler Trucks' 2016 Campus Connectivity event held in Düsseldorf, Germany. The company's intent is undeniably serious.



PAGE  
**38**

## 104 TONNES ON ICE

What does it take for the biggest truck in Europe to survive the challenging conditions of the Nordic region?



PAGE  
**40**

## TAKING A DRIVE THROUGH THE CLOUD

Vehicles of the future will include a new generation of technology and be able to communicate with one another – resulting in increased safety, efficiency and occupant comfort.



PAGE  
**52**

## AARTO ON ITS WAY?

The Aarto Act has been on the radar since 1998. Following the latest set of amendments, we are now assured it will come into effect in the next financial year.

### COVER STORY

Local farmers urgently need meaningful business solutions.

Turn to page 7 to find out how MAN Truck & Bus provides these.



### REGULARS

- 2 Steering Column
- 4 Wheel Nut
- 6 Vic's View
- 42 Global Focus
- 48 Short Hauls
- 49 Naamsa figures
- 50 Subscription form
- 54 Global bus
- 55 Hopping off

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# Howdy PARTNER

My friends tell me that I am naïve. They are spot-on right. I'm a real fan of old-fashioned values – loyalty, for instance. And I am delighted to report that it's alive and well at one South African transport operator ...



CHARLEEN CLARKE

**T**he company to which I refer is Bakers SA Limited (it used to be called Bakers Transport). It's a family-owned company headquartered in Pietermaritzburg, and it's also a benchmark in our industry. The Tayob family members do things professionally and extremely well.

Its name is derived from Aboobaker Tayob, who started the company, of which he is now chairman, with a small fleet of second-hand International trucks. That was back in the 1970s. Once the business could afford a new truck, Tayob bought a Mercedes-Benz – and today the fleet is made up exclusively of trucks bearing the three-pointed star.



Kobus van Zyl, executive director Daimler Trucks and Buses Southern Africa (left), and Abdul Tayob, chief executive of Bakers, celebrate the 101-truck deal.

Last month (April), the company took delivery of 101 Actros truck tractors (41 are additions to the fleet, 60 units are fleet updates) – and I grabbed the opportunity for some time with Abdul Tayob, son of Aboobaker and chief executive of Bakers. He's a remarkably humble man, who has established a logistics business that is right up there with the world's best.

Kobus van Zyl, executive director Daimler Trucks and Buses Southern Africa, says that one of the reasons for the company's success is its focus on people. "I have not come across a business that is so people focused. It was no surprise to me that Bakers was the first company to implement our Trucking Wellness programme. Since then, other companies have followed, but no other company has implemented the programme with such strong

support from management," he tells **FOCUS**.

According to Van Zyl, Bakers has also done a superb job of growing its brand. "The company has a strategic director who is responsible for the brand – that is extremely unusual in a family business. Also, the trucks are used to maximum effect to promote the Bakers brand," he comments.

Abdul Tayob agrees that the company is focused on its people. "We ensure that we have effective communication and keep everyone involved in the business. The employees feel part of the Bakers family," he tells **FOCUS**.

While much is made of the fact that it's a family business, it's nonetheless a very serious concern. "We don't just want to be the benchmark in South Africa; we also want to be a world-leading company, so we have a strategic-marketing committee and a corporate-strategy committee. They are really in tune with international trends and best practice. Based on this feedback, we are constantly reinventing ourselves. We always want to be the best at what we do – in all areas of our business."

In order to be the best, the company requires the best possible vehicles – which is where Mercedes-Benz enters the fray. While Bakers does evaluate other brands every five years, Abdul Tayob concedes that this is more a case of qualifying and confirming the company's decision to purchase Mercedes-Benz products rather than actually shopping around. "We would need a compelling reason to change brands and, to date, we have not found one," he points out.

And, speaking to him, it seems unlikely that he will ever find that compelling reason – because, quite frankly, Bakers is very loyal to Mercedes-Benz. "This works both ways. Recently we needed 11-t trucks for a contract. These were not available locally. Mercedes-Benz in Germany found suitable trucks in Australia and specially imported and then homologated these vehicles for us.

"Their service was utterly incredible. It's obvious to me that Mercedes-Benz in South Africa and Germany appreciate the fact that we are loyal. In return, they provide double the loyalty back. It's something completely unheard of," he muses.

Sadly, he's right. I don't hear the word "loyalty" in our industry too often. I don't believe in blind loyalty; that just doesn't make business sense, but partnerships – such as the one between Bakers and Mercedes-Benz – I certainly do. **F**



# You're not buying this.

What you're buying is so much more than a truck. It's a commitment. A partnership.

A whole system designed and built around the working life of a vehicle. Founded on the principle that Total Operating Costs are more important than initial purchase costs.

Fuel, as we all know, is the big one. A significant part of the Total Operating Cost over a truck's lifetime. So it makes more sense to buy an economical truck than a cheap one. Which is why we make economical trucks. Not cheap ones.

Reliability is a huge deal as well. So you won't be surprised to hear that Scania trucks deliver the highest levels of uptime in Southern Africa, and our wholly-owned dealer network focuses all its energy on minimising downtime.

Driver capability is another big cost area, which our driver training programmes are tailored to help you manage and develop. The same goes for our finance and insurance approach. We believe in understanding the daily needs of your business, rather than just looking at the risk.

Also our new Fleet Management System is the perfect embodiment of our partnership attitude, giving you access to amazing detail on everything from coasting to heavy braking, and then the coaching support you need to help manage not just your fleet, but your entire cost base.

So if you're just buying trucks, we're probably not the supplier for you. But if you believe what you're actually buying is a partnership, a commitment, a total transport solution, then we should talk.

**There is a better way.**



# So you think you **CAN DRIVE?**

The Automobile Association (AA) recently proved the dangers of distracted driving



**GAVIN MYERS**

**W**e motoring journalists like to think we can drive well. Writing about the automobile industry all day means we even get to drive some nice machinery every now and then. Further still, we're passionate about all things wheeled; so take seriously the ability to control whatever bike, car or truck we find ourselves in command of, with a deft and precise hand.

Those of us who are members of the South African Guild of Motoring Journalists are required to pass all manner of defensive and advanced driving courses. Theoretically, at least, we are well aware of poor driving habits and the trouble they can create.

It doesn't matter who you are, or what vehicle you're driving, if you aren't paying full attention your chances of being involved in an accident are drastically increased. The AA wanted to prove this, and recently invited a number of journalists to get behind the wheels of some of its driving simulators.

Once comfortable with the simulators, the journalists were sent around a virtual racetrack to set some times. These averaged around one minute, 41 seconds per lap. Then typical distractions were thrown at them: they were sent SMS messages to which they were required to respond, were asked to open and close a water bottle and were also distracted by being engaged in simple conversation.

The results? An average lap time of two minutes, 20 seconds with many cars spiralling out of control or crashing.

OK, it's not the most scientific experiment – but it does prove a very important point.

"Drivers who are distracted need to realise that their actions are not only irresponsible, but also put the lives of other, law-abiding citizens in jeopardy. Their own reckless behaviour can cause a crash that injures or kills other people. We also want to make these drivers aware that it can happen to them: no-one is immune to the dangers of being distracted," the AA says.

So, are you or those driving your vehicles distracted? These are among the most prevalent distractions when driving; talking on cellphones or texting; eating; putting on ties or other clothing, or even changing clothes; applying makeup; looking to the back seat to engage passengers; setting GPS devices while moving; and searching for items in various areas of the car.

Avoiding these issues is a simple matter. Turn your phone to silent when you get in the car – or even put it in the boot if you just can't resist the urge to use it while on the move. Set the destination on your GPS before embarking on a journey.

If you absolutely can't resist the urge to change clothes or apply makeup in the car, make sure you do it while parked with the engine off ... Better still, just do these things at home ...

The AA urges drivers who engage in any of these activities while behind the wheel to change their attitude and take responsibility for their actions.

I fully agree ... Getting dressed while driving? I mean, have you ever! **F**



## The Polo Vivo Xpress. What you cram in is your business.

We've packed the Xpress with features, so you can pack in whatever you want. An impressive load space and air conditioning come standard. The equally impressive optional features include 14" Portland alloy wheels, a rough road package and cruise control. Add all this to the fact that VAT registered customers can claim back VAT on this Light Commercial Vehicle, and it makes good business sense.



Specification: 1.4 55kW Conceptline 5-speed manual transmission.

# N3 keeps on MOVING

A reduction in road crashes on the N3 toll road is good news for truckers using the route

**D**riven by a focus to improve safety, convenience and mobility on the N3 toll road between Heidelberg and Cedara (near Howick), the management and operating team of the N3 Toll Concession (N3TC) have done a remarkable job of reducing the number of crashes on the route.

This is good news for commercial vehicle operators. In addition to saving vehicle operating costs – which are achieved when using the N3 toll road, in comparison to using the longer alternative route between Johannesburg and Durban – operators can now enjoy the reduced risk of their vehicle being involved in an accident or incident, due to the added value that the N3TC offers its customers.

Statistics supplied by the N3TC illustrate a steady decline in terms of crashes, injury crashes, fatal crashes and fatalities, when comparing the statistics from 2013 with those of 2014.

- Crashes: -11,2 percent
- Injury crashes: -9,2 percent
- Fatal crashes: -18,2 percent
- Fatalities: -28,4 percent

The main types of crashes were identified as: head to tail (33,1 percent); vehicle roll-over (21,5 percent); vehicle leaving the road (10,2 percent); and vehicle defects (15 percent). For heavy vehicles, the critical time periods for crashes were between 04:00 and 06:00 and between 22:00 and 01:00.

The N3TC team continually monitors the road to identify hazards that could lead to accidents. Once potential danger spots are identified, the team works together with the road and law authorities and makes changes to reduce the risk.

Some of the changes that have been made are:

- The maximum speed between Warden and Harrismith has been reduced, due to the traffic hazards created by vehicles and farm tractors entering and departing farm gates along this section of the route.
- Extra acceleration and deceleration lanes have been added along the route to improve safety when vehicles are entering or departing the route.
- Road rehabilitation and maintenance is a high priority to ensure that the road surface remains in good condition, which helps to reduce vehicle accidents.
- Zero tolerance for intoxicated drivers has been adopted. The N3TC has funded the purchase of 25 Lifecol alcohol and drug screening units, as well as the training that has been given to the South African Police Service and other law-enforcement officers along the route, on how to professionally use the equipment.
- The N3TC has also sponsored the use of two extra patrol vehicles. These vehicles will be operated by the Mpofana Municipality to provide effective, highly visible law enforcement in the Mooi River area.

A previous **FOCUS** article published in 2010 proved that truck operators using the N3 toll road between Johannesburg and Durban – instead of using the alternative route and not paying the toll fees – could save 16 percent of their operating costs. Now that the route is safer and the risk of a vehicle being involved in an accident has been reduced, using the N3 toll route is definitely a wiser choice than ever. **F**



One of this country's most respected commercial vehicle industry authorities, VIC OLIVER 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](http://www.focusontransport.co.za) and have your say!

# MAN and VW support SA's **FARMERS**

The forthcoming annual Nampo agricultural show is the ideal place to engage with local farmers and offer them meaningful business solutions, according to MAN Truck & Bus South Africa. MICHAEL BRANDT explores this approach to customer care



**T**he farming industry is important to the MAN and Volkswagen Truck (VW) brands globally, according to Dave van Graan, head of truck sales of MAN Truck & Bus SA. "A wide range of the company's products can be adapted to meet the needs of the industry to support all types of farmers," he says. "At local level we understand the needs of farmers and that's why, year on year, we display our products at Nampo."

Livingstone Mulaudzi, head of product management at MAN Truck & Bus SA, elaborates: "Nampo is an ideal platform to engage with local farmers and listen to their requirements and problems. Farming is essential to the economy and reliable and efficient transport plays a vital role in the daily well-being of the country."

On display at this year's Nampo will be several models from the MAN/VW large-vehicle portfolio that can serve multiple applications ideally suited to agricultural and general farming needs.

The TGM 18.280 4x2 BB (L) long-wheelbase freight carrier is used in medium- to long-distance deliveries of light loads. Its robust parabolic suspension enables farmers to deliver fresh produce, and it has a sleeper cab. This versatile truck is also popular with a cattle body.

The VW Constellation 24.250 6x2 BB (L) long-wheelbase, rigid platform with steel suspension all round, is generally used with a flat deck and/or tautliner body and, with a gross combination mass of 35 t, can also pull a draw-bar trailer.

Also being showcased are two very popular truck tractors for long-haul, on-road use – the TGS 26.480 6x4 BLS (LX) with air suspension at the rear (particularly suitable for fragile goods) and the TGS 27.440 6x4 BBS (LX) with steel suspension.

The TGS 27.440 is one of MAN's most versatile truck tractors that can be used for multiple purposes. With a

suitable temperature-controlled van body semi-trailer, it is ideal for long-distance transportation of fresh produce directly from the farm to the market. Both models have sleeper cabs.

The TGM 25.280 6x2 BLL is ideal for distribution with a van or refrigerated body. It has air suspension for fragile loads, and a sleeper cab.

The TGM 18.280 and 25.280, and the VW 24.250 long-wheelbase models (our cover star) allow large loading platforms for optimal mass distribution or maximum-volume loads common in agricultural applications.

The CLA 26.280 6x4 BB (K) chassis is ideal for tipper operations for loads such as grain, fertilizer and organic compost that require ease of unloading. The tipper can traverse difficult terrain and is a versatile support vehicle.

Another interesting option is the TGM 25.280 from TopUsed, MAN-certified used vehicles giving an affordable solution to potential customers.

Vehicle operators have begun to understand that the most important consideration in running a vehicle is the "total cost of ownership" element. After-sales service is also important. "Some larger operators like farming groups can qualify as self-service operators and are monitored to our standards," says Mulaudzi.

A fleet of mobile service vehicles can examine and service vehicles at outlying sites. If the maintenance or service cannot be completed on site, the vehicle is removed to a dealer for attention.

"We look at all vehicle solutions throughout the entire farming and agricultural value chain, and can adapt our vehicles to service every stage of the chain," explains Mulaudzi. "We examine all operations including: service vehicles on the farms, long-haul operations, main centre markets, local retail distribution, and vehicles used for moving livestock."

"MAN offers a truly complete service to support farmers, so that they can concentrate on the core business of farming," Van Graan concludes. **F**



# Trucking towards **SHEQ SUCCESS**

Safety, health, the environment and quality (SHEQ) are vital components of the trucking world. What are South African transport operators doing to provide a quality service, reduce their carbon footprints and ensure happy and healthy workers, while simultaneously promoting road safety? PETA LEE investigates

**T**here are, according to estimates, around 322 000 registered trucks (heavy load vehicles GVM > 3 500 kg) on our roads.

Add in smaller ones, those that are unregistered and foreign trucks passing through from outside the borders, and the numbers swell even further.

While accidents might be viewed as an occupational hazard, unsafe vehicles and driver error are avoidable.

The risks of these are considerably lessened when vehicles are professionally maintained and drivers are trained, happy and working in optimal conditions.

Well-established companies, with reputations for integrity and safety, invest considerable funds into

staff training, fleet maintenance and attempting to lessen their carbon footprints.

SHEQ officers and managers at trucking companies, worldwide, pour thousands of man-hours into research and practical applications. Globally, the industry has seen mammoth improvements in standards, as well as in efforts to improve working conditions for truckers.

Closer to home, standards have also risen and attention to all four tenets of safety, health, the environment and quality has been vastly increased.

"The quality of road freight services in South Africa has often been compared to similar services worldwide," says Gavin Kelly, technical and operations manager, Road Freight Association of South Africa.



## BARLOWORLD: A SHEQ STAR

Barloworld Transport is one of many companies putting major efforts into "greening" and health and safety. Its reduced carbon footprint is based on identification/reporting/tracking and management of carbon footprint indicators, including consumption of fuel, electricity, water and tyres.

With a fleet of more than 1 200 vehicles, 2 600 employees and more than 38 depots across southern Africa, it has numerous strategies to reduce negative environmental impacts, for example, waste to landfill through recycling initiatives (including tyres and oil) and through use of energy-efficient lighting.

Worker health, safety, quality and road safety are managed through an integrated safety, health, environmental, quality and risk approach including, but not limited to, investment in human resource assets, systems, empowerment through training and accountabilities, measurement, and behaviour-based safety to ensure continual improvement.

"The company makes a concerted effort to ensure our roads are safe by training drivers, ensuring they get enough rest, and through advanced in-cab technology, which allows the driver and truck to be monitored remotely," says Sue Oosthuizen, head of risk at Barloworld Transport.

The company also has strict policies and procedures in place to which drivers are required to adhere.

"Keeping our drivers safe is also a broader part of keeping the roads safe. The roads are there for the use and benefit of everyone, but with that comes responsibility. We take our responsibility very seriously, and the lessons we learn on a daily basis are valuable to all road users."

"We have been benchmarked as one of the best in the logistics supply chain involving delivery, incidents and quality of goods when delivered. This is a huge accolade for the local industry – given that we transport more than 80 percent of all goods on land by road freight."

He adds that some member states of the European Union (EU) have closely followed and implemented South African logistics trends. Technology is also copied, as well as processes related thereto.

On carbon-footprint reduction, he says this is "fraught with challenges" in South Africa, "from assessment of what real carbon emissions are (and there are plenty of myths still to be addressed and confirmed) to the problem of the grade of fuel available and the different types of vehicles".

Kelly says generally electricity, cement production and fossil-fuel industries are the largest emitters of CO<sub>2</sub>. "Mitigation of primary large emissions needs to be tackled before an industry, that is being held





**LEFT:**  
Keeping truckers safe, happy and healthy is vital for the industry.

## CTRACK'S TOTAL TRANSPORT SECURITY SOLUTION

Vehicle tracking and fleet-management solutions specialist, Ctrack, has combined fleet management with the ability to detect signal jamming from criminals intending to steal precious cargo – offering a total transport solution to fleet owners.

The combined fleet-management and jamming-detection solution provides fleet owners and operators with an extra security precaution that keeps vehicles visible in the presence of jamming conditions.

"With signal jamming becoming a reality, we are now able to offer our customers the option of installing a non-GSM jamming detection module as part of their fleet-management system to ensure continuous visibility," says Hein Jordt, MD of Ctrack Fleet Management Solutions.



As signal jamming has the ability to prevent a telematics unit from broadcasting its position to the service provider, it is being increasingly used by criminals to hijack trucks and trailers.

"Hijackers use a range of jamming devices to block tracking systems from communicating via the cellular networks, or via satellite. Once the system has been jammed, they typically hijack the vehicle, or work with the driver to move it to a location where they offload its valuable cargo," says Jordt.

captive by outside fuel standards, is held liable for emissions."

There is still much debate in Europe around "cleaner" engines and the real effect of CO<sub>2</sub> emissions, the levels of real emissions from vehicles (especially diesel) and the actual alternatives available (and their related impact on the environment).

Another priority for operators is road safety, and numerous safety initiatives have been put in place.

"There are both reactionary and preventative measures that are well documented and communicated in the industry, as well as in the media. Incidents involving a single heavy vehicle always make the headlines – especially when there are multiple vehicles and fatalities involved.

"Even before the exact causes of the incident can be determined, the truck is seen as being the cause. Look at the December 2015 road traffic report (released by the Department of Transport): 47 percent of fatalities were caused by light motor vehicles, while heavy freight vehicles were responsible for just 4.7 percent."

Keeping truckers safe, happy and healthy is vital, and a necessary component in minimising driver fatigue/error, so wellness and training programmes, as well as negotiated working conditions have all become part of the industry.

However, so have several weaknesses, admits Kelly.

"The authorities need to listen to what the industry has to say, in order to understand the realities of operations and tackle the shortcomings of the systems, to ensure that fair and effective policing (or application of legislation) takes place."

He adds: "No further regulation is necessary to deal with driving under the influence of intoxicating substances – which is 'out of control' according to the authorities. Their 'answer' to the problem was to drop the maximum allowed limit of alcohol in breath/blood samples, instead of actually doing proper policing of the issue and ensuring the support systems required for successful prosecution were in place and operating effectively."

He adds: "You cannot fix issues or challenges by adding more legislation." **F**

# Thinking Outside Of The **Box!**

Elite Fibre Gauteng has bought out their Cape Town Partners, strategically rebranding to Africa Bodies (Pty) Ltd from the 1st May 2016. This independence terminates all affiliation with 'Elite Fibre' as an entity, their executive team and staff, as well as their products and services.

All Africa Bodies' branches will run independently from Denver, Centurion, Durban, PE, broadening their operation to Cape Town and Bloemfontein, thus asserting the most expansive footprint in Africa. With a dedicated team of 360 employees, Africa Bodies assures commitment to outstanding products and refined services, with their network currently delivering to 9 Countries throughout Africa.

With 48 year's shared experience in transport, Africa Bodies owners Rediwaan Khan and Frans van Vianen's objective is to provide the strongest possible bodies with the least amount of weight, pledging flexibility, professionalism, integrity and quality.

Africa Bodies claims ownership of the life cycle cost of their products, allowing customers to focus on their core business. Their bodies are proudly "Built for Africa", showcasing 4 models

in the Primary Range: Arctic (Refrigeration), Sahara (Dry Freight) and Carne (Carcass Carriers) and Specialised Bodies. They use GRP (fiberglass) suitable for goods transported from 1 to 150 m<sup>3</sup>, producing truck boxes, trailers and semi-trailers, vans and bodies for rigids and swap bodies for industrial vehicles. Build Records are kept on file for future maintenance, providing Metal Plates that stipulate Range, Model number and Body Length: e.g. "Arctic 85 (Refrigerated Body 8,5m long).

## Services

A stitch in time saves ninety-nine on the balance sheet! Africa Bodies' saves clients unnecessary down-time costs and offers superb Repair Quality to 'original manufacturing specs', ensuring product integrity is not compromised. On-site repairs and fleet audits are available in all regions. Contact your nearest Africa Bodies Branch for more details.

### Arctic Refridgeration



### Carne Carcass Carriers



### Sahara Dry Freight



### Specialised Bodies





# Still life in the **OLD GAL?**

Second-hand trailer units can be an exciting proposition for smaller operators in tough times, or even for larger ones who need to fulfil a commitment in a hurry. GAVIN MYERS finds out how to spot a good deal, and what should make you consider otherwise

**U**sed and abused – that’s the life of a trailer. Loaded, unloaded, knocked, scratched, scuffed, loaded and unloaded again ... trailers withstand the kilometres of use and years of abuse that go with the territory. Best to avoid those used units then? Not necessarily ...

“If a trailer is of sound manufacture, the chassis and body should stand up to abuse, despite what they land up looking like,” says Gavin Aboud, sales director, Paramount Trailers. “Operator’s who buy second-hand trailers are not concerned with what they look like; all trailers tend to look shabby because they work hard. The operators need a trailer to be mechanically sound.”

Indeed, the unit needs to be in a roadworthy condition; tyres, suspension and axle components must be in good working order. “For example, all tyres on the second-hand trailers we sell must have a

minimum of 70 mm tread,” notes Jaco van der Merwe, director, Atlas Truck Centre.

Clinton Holcroft, MD of Serco, agrees: “Cosmetic repairs to a refrigerated unit are easy to take care of. Once a major repair is completed, it may actually enhance the value of the trailer.”

Nonetheless, he advises prospective buyers to inspect for structural damage from previous accident repairs, as well as for any visible repairs that may be needed.

“Also check the refrigerated body is cooling properly and reaching the required set point. The cooling unit should pull down to temperature,” Holcroft advises. “Low operating hours on a fridge unit is preferred, as it contributes to low running costs.”

A good tip when buying any second-hand unit is to find out its history – factors such as who it worked for, where it worked and how old it is. This will give an indication of how well it was maintained and provide



“

A good tip when buying any second-hand unit is to find out its history; –factors such as who it worked for, where it worked and how old it is. This will give an indication of how well it was maintained.

some sort of assurance.

Van der Merwe adds that the availability of parts and support services should also be considered before making a purchase. "Above all, make sure the trailer you are looking at is the right one for the application," he stresses.

As with most vehicles, the age of the unit is also an important factor in establishing affordability. According to Aboud, the year model is very important if finance is required – you currently cannot finance trailers older than five to seven years – while Van der Merwe adds that banks will generally require a sizeable deposit.

"Depending on the bank and customer's credit rating, a deposit of 20 to 30 percent is often required, compared to the average ten percent on new trailer deals. Loan terms might also be shorter on second-hand purchases," he says.

Aboud notes, "We do, however, get a lot of people

## WHAT IF YOU'D LIKE TO SELL A TRAILER?

Selling a trailer can either be done through a dealer or privately.

"In most cases it is safer to sell through a dealer. It will ensure the seller gets their money and the potential buyer gets their trailer, and that all paperwork is dealt with in the correct manner," Van der Merwe advises.

"In most cases, selling privately proves more difficult and deals often fall through, due to the fact that approaching banks as an individual is more difficult. There is also a lot more red tape for both the seller and buyer.

"Most banks prefer to work with approved dealers, as this eliminates most complications and hold ups in the application and speeds up processes. In addition, the risks for all parties involved in the deal are lowered substantially," Van der Merwe concludes.



coming in with cash and buying the older trailers."

This begs the question: who typically opts for a second-hand unit? Well, everybody from young entrepreneurs to established transporters that might be under a bit of financial strain, but need to tender in such a way as to still benefit in competitive market conditions.

Says Aboud: "Young start-ups generally go for second-hand units and we find that a lot of them are put out to rent. The used market is very buoyant at the moment, especially with these entrepreneurs entering the industry."

According to Holcroft, a fair portion of the used units Serco sees end up in cross-border markets. >



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## ELITE FIBRE BECOMES AFRICA BODIES

Keen observers of the trailer market will notice a new name on the block: Africa Bodies. The new company is born from the ashes of the Elite Fibre name.

Director Frans van Vianen explains: "The Elite Fibre Group company structure previously consisted of two separate entities, namely 'Elite Fibre Gauteng' (encompassing Denver, Centurion, Durban and Port Elizabeth branches) and 'Elite Fibre' based independently in Cape Town.

"Elite Fibre Gauteng recently came to an executive decision to buy out its Cape Town-based partners and rename the company to avoid any business trading confusion," he says.

"With new beginnings, we have established a fresh focus on our key values; committing to hard work, dealing honestly and openly and always caring about the well-being of our customers.

"Africa Bodies continues to have the most expansive footprint in Africa and is currently broadening its operation to Bloemfontein and Cape Town. Our truck bodies are proudly 'Built for Africa', tried and tested on African roads," he adds.

The business will continue to operate from the same premises, and products that have been produced and invoiced by Elite Fibre Gauteng, that are still under warranty, will continue to be covered by Africa Bodies.



"There is steady demand for pre-owned refrigerated trailers of good quality and in good condition. Serco is steadily building up a reputation for offering reliable second-hand refrigerated trailers."

Van der Merwe suggests that exchange rates have also had an influence: "Exchange rates and the price of fuel to get the many new components and parts imported to our shores, are costs that get pushed down to the customer, thus increasing the price of new units."

Despite the demand for used units, all the men agree that operators need to be wary as they might not actually save much money by buying used trailers. Holcroft notes that the running costs of an older trailer are generally higher and the payload is often significantly less when compared to new models.

Likewise, About notes that the chance of downtime, and the added cost to the operation, will be higher than with a new trailer.

Van der Merwe says that operators will pay a bit more in smaller increments over time for regular upkeep, parts and services.

Warranties and after-sales back up for second-hand trailers is limited. In most cases, the trailers will be inspected, sent for roadworthy and handed over with a Certificate of Fitness. Certain dealers may offer limited warranties (Serco, for example, will offer up to 12 months on a reconditioned fridge motor), otherwise, voetstoets it is ...

"Customers running a very efficient operation are only going to buy new trailers," About adds. "A new 13-m tri-axle costs in the region of R250 000. Some of our 2014 second-hand trailers are priced from around R195 000. By spending around R45 000 more, which includes a warranty, it's probably better to buy new."

The decision, therefore, comes down to weighing up the pros and cons; taking into account the history of the unit and its intended use. Trailer specialists, such as any of the companies mentioned, will also be able to advise the buyer on the right path to take when considering a used unit. **F**

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# ANY OLD OIL

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The advances in engines, energy storage and fuel-cell technology have been the major contributors to the advances in oil lubricants over the years. ZIPORAH MASETHE explores the topic

**T**he purpose of engine oil is, primarily, to keep engine components working smoothly and more efficiently, to prevent carbon varnishes and sludge, as well as to release heat from the combustion chamber.

In order to get the best performance and durability from a vehicle, a number of factors come into play. Using the correct oil lubricant, coupled with routine maintenance, is vital.

National sales manager for Fuchs Lubricants, Mitch Launspach, says: "The specification of the correct grade of oil will have a greater impact on the CO<sub>2</sub> emissions, but the move from higher-viscosity engine oil grades – like the 20W/50 grade of a decade ago – to the 5W/30 that is now common, will reduce internal friction, thereby reducing energy consumption. This will, in turn, also reduce emissions.

"New engine technologies require superior quality lubricants that enable high-performance engines to operate safely and efficiently. This has prompted a move to synthetic base oils (Group IV and Group V) to meet this demand. The new gas-to-liquid technology has seen the introduction of base oils

that have little or no nitric oxide (NOx) emissions," he further adds.

"Stable, stay-in-grade oil is intended for use at extended drain intervals in petrol engines, as well as in car and light-van diesel engines, specifically, which are designed to be capable of using low-friction, low-viscosity oils with a high temperature and high shear rate. This, in turn, leads to lower fuel consumption, which is of immediate benefit to the motorist," he elaborates.

Marketing manager of Engen, Terry Keitzman agrees. "Modern engines will not achieve their designed durability and performance if the specified lubricants are not used," he says.

Launspach says: "Using the correct oil lubricant aids its fuel efficiency. The main benefits for the user are longer drain intervals as well as lower oil consumption."

Castrol sales director for Africa, Graham Noonan, says: "CO<sub>2</sub> neutrality is achieved both through greener technologies in the production of the lubricants, as well as by investing in carbon-positive projects around the world."

Castrol – a part of one of the world's largest energy companies, BP – says it offers the first >

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certified CO<sub>2</sub> neutral engine oil in the local market. "We have had an enthusiastic response from our franchised passenger-vehicle dealerships, as this positively contributes to their efforts for carbon-footprint certification," adds Noonan.

A report supplied by Keitzman states that the first world government legislation makes it mandatory for original equipment manufacturers' (OEMs') engines to meet increasingly stringent emission requirements.

According to Launspach, challenges facing the market are the large quantities of cheap, badly formulated oils flooding the market from unscrupulous blenders and importers.

He says: "Very few of these products meet the quality requirements of the engine manufacturers in terms of base oil quality, additive levels and manufacturing standards. Lubricant manufacturers are required to meet ever-more demanding and stringent technical standards in order to be able to

market OEM-approved lubricants."

The report from Engen states that, due to globalisation, all future engines will have to comply with emission standards. In order to remain competitive, OEMs have been increasing service and oil drain intervals, while improving performance levels and durability.

As the technologies evolve, the number of electric vehicles in the market will surge, decreasing the demand or use of these lubricants. Launspach says that in ten to 20 years, as the move to electric vehicles increases, there will be fewer cars with the traditional type of engine and transmission, and, as a result, these lubricants will gradually disappear from the market.

Engine lubricant oil is certainly a vital element in maintaining the performance and quality of a vehicle's engine, and the advancements in oil lubrication technology have moved towards emitting less harmful gases. **F**

Ziphorah Masethe is a third-year journalism student at the Tshwane University of Technology. Her passion for writing and interest in the motoring world landed her the opportunity as the South African Guild of Motoring Journalists' Guild Bursar for 2016. As part of the programme, Ziphorah will be deployed throughout the year to various publications, agencies, and vehicle manufacturers serving the industry. She recently spent a month with **FOCUS**, where she was exposed to the commercial vehicle industry.



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# Cover your **COMPONENTS**

**FOCUS** explores the options available to those looking for aftermarket commercial vehicle warranties

**N**o matter what vehicles a company owns, the ability to maintain them is imperative for the safety of the drivers and other road users, as well as the financial stability of the business. Yet, despite a dedicated maintenance regime, sudden breakdowns can strike.

It is this sort of unplanned, unexpected incident that can have a financially detrimental effect on a business, as it would need to pay for the repair, and, at the same time, it would lose revenue while the vehicle is in the workshop instead of on the road.

A vehicle warranty can help lessen the blow. These are available for both new and used vehicles through the vehicle original equipment manufacturer (OEM) and third-party suppliers respectively.

"As there is a diverse range of applications in the industry, and, as various road transport operations are of a specialised nature, we encourage our operators to procure the OEM's warranties. These are generally standard with new trucks and often underpinned by the OEM's maintenance plans," says Kathy Bell, transport industry specialist at Standard Bank

These options are, however, not always available with older, or used, vehicles.

"Used truck dealerships will offer warranties from time to time on the specific vehicles as part of the truck finance deal," Bell adds. "Our Fleet team follows the same approach as above for trucks with 'back-to-back' maintenance plans as part of the solution to operators."

The warranties sold by used-vehicle dealers are made available by a wide range of independent suppliers, including the likes of Innovation Group, SA Warranties and Warranty Solutions.

Vehicles eligible for these warranties will be subject to certain criteria as defined by the policy, while the benefits of the policy will be dictated by the vehicle's age and mileage.

The used-truck warranty offered by Warranty Solutions, for example, offers benefits based on four different gross vehicle mass (GVM) categories, each for a specific predetermined duration.

For example, according to the policy, a vehicle with a maximum GVM of 8 000 kg would be covered for two years or 300 000 km. Such a vehicle would fall



**LEFT AND BELOW:** An aftermarket vehicle warranty will cover most major components of most vehicles.



An unplanned, unexpected incident can have a financially detrimental effect on a business.



into Benefit B of the policy and would, therefore, need to be less than seven years old and have travelled less than 500 000 km or 10 000 hours to be eligible for cover.

Arthur Tassopoulos, national marketing manager, Warranty Solutions, explains that the sector in which the vehicle is used does not generally influence the warranty policy: "There is a small degree of 'tailoring', but the dominant principle is one of cross subsidisation. That is, one price fits all regardless of application."

It is imperative that operators ensure their vehicles are regularly maintained, as per the manufacturer's specifications and prescribed intervals, to avoid claims being rejected. While this should be done at a dealer, or approved workshop, Tassopoulos notes that operators who have their own on-site workshops may be able to fulfil this requirement themselves.

"We allow operators to utilise their own workshops, subject to our inspection and approval thereof," he says.

Components covered by the warranty include those of the drivetrain, electrical components, the cooling system, and the steering and braking systems.

In the event of a claim, Tassopoulos suggests that these can be addressed and authorised virtually immediately. "The first step of our claims process is a telephonic approval, followed by a request for a quote. Final authorisation is provided once the quote has been analysed. Therefore, the only delays could be caused by the repairer not providing the quote timeously."

Such warranties also cater for operators whose vehicles travel cross border. Tassopoulos explains: "Our Commercial Vehicle Warranties are valid in South Africa and neighbouring states. In the event of the commercial vehicle experiencing a mechanical/ electrical breakdown in one of the neighbouring states, the normal claim procedure would be followed."

New vehicle warranty extensions are also available from aftermarket warranty suppliers.

It is a good idea for any buyer of new or used commercial vehicles to consider all the warranty options available to them. Despite the premium, the costs saved in the event of a claim will be immediately apparent, and, in the event of a major claim, could go so far as to pay for the warranty in terms of savings. **F**

# Let's talk **TRACTORS**



The world of agriculture is changing. Most problems can no longer be solved with duct tape and baling twine. Equipment is expensive – equivalent to the price of a small house. CLAIRE RENCKEN goes farming

**T**here's no doubt about it – farming isn't as simple as it once was. Regulations are stricter, agri-business is more consolidated, resources are scarcer and equipment is infinitely more complicated and costly.

Much of what used to be done by hand is now carried out by giant machines. New, elaborate technologies afford the kind of precision and predictability that farmers 20 years ago never dreamt of. Tractors are no different, either.

In a previous issue of **FOCUS**, we wrote about the New Holland hydrogen-powered tractor; one of which was being tested on a farm in Italy.

Now it seems we're entering the age of the driverless tractor. It is considered driverless because it operates without the presence of a person inside the tractor, itself. Like other unmanned ground vehicles,

driverless tractors are programmed to independently observe their position, decide speed and avoid obstacles such as people, animals, or objects in the field, while performing their task.

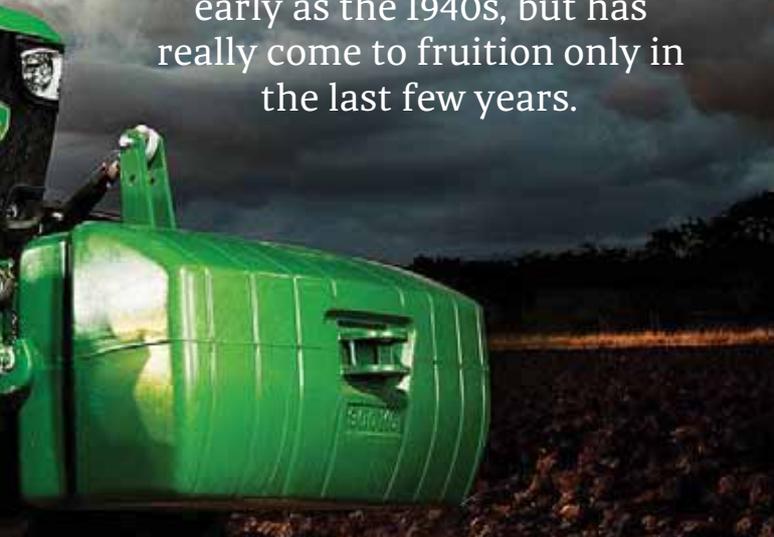
The idea of the driverless tractor actually surfaced as early as the 1940s, but has really come to fruition only in the last few years. The tractors use GPS and other wireless technologies to farm land without the need of a driver. They operate simply with the aid of a supervisor monitoring the progress at a control station, or with a manned tractor leading them.

While John Deere claims to be the largest manufacturer of autonomous vehicles, other manufacturers, such as Autonomous Tractor Corporation, Case IH and Fendt also offer self-driving farming equipment.

For the most part, these futuristic fleets haven't hit South African fields just yet. However, in the



The idea of the driverless tractor actually surfaced as early as the 1940s, but has really come to fruition only in the last few years.



meantime, there are many other options available to our farmers.

Earlier this year, Massey Ferguson announced the introduction of the new MF 6700 tractor series, a major step forward in the evolution of the Massey Ferguson Global Series. The MF 6700 range is the most powerful in the series, with engine power outputs ranging from 83 to 98 kW.

Following the path set out by the MF 4700 Series, for a strong workhorse across a full range of applications, the manufacturer says the MF 6700 Series provides even greater performance with its modern straightforward design, low cost of ownership and enhanced reliability.

Ashley Fleming, marketing specialist, Massey Ferguson for Africa and Middle East, comments: "This is a very important tractor for Massey Ferguson in Africa and the Middle East, offering farmers more

## EQUIPMENT ON DEMAND

Nigerian technology start-up, Hello Tractor, is an on-demand farming machinery service for farmers in rural Africa, many of whom can't afford to own any high-tech equipment. The cost of buying and maintaining a new tractor, for example, is way beyond the means of most smallholders.

Hello Tractor, which has been described as the "Uber for tractors", is a start-up in Nigeria that offers farmers access to machinery via an SMS order system. Farmers then pay for the tractor when the job is complete using mobile money (a form of cashless payment in Africa).

For the farmers, these rentable tractors are more efficient and significantly cheaper than taking on temporary labour, and can, therefore, help increase the profit and the yield of the farm.

The tractors owned by Hello Tractor are also "smart tractors" – they are fitted with GPS antennae that can transmit data – even in areas where there is no internet connection. This data can be used to add value to the farmers themselves and to industry stakeholders.

Hello Tractor founder, Jehiel Oliver (a United States citizen with a background in investment banking), says the data collected includes farm location and size, crops grown, as well as time of planting and harvesting. This can be combined with public information, such as weather and soil types, to build unique farmer profiles.



power and increased versatility, while retaining the dependability and ease of operation for which the Massey Ferguson Global Series has become renowned. The latest technology is combined with familiar controls to make the MF 6700 an invaluable power unit for any farming operation."

Farmers, for whom price is not an issue, have the option of the John Deere gRX Series tractors. According to John Deere, these are the perfect combination of power, performance and intelligence. They are built to pull large implements through a variety of field conditions. The company's website states that the gRX covers more acres in less time; improving yield potential and profitability.

It also claims that this tractor sports the roomiest, most well-equipped, and technologically advanced cab on the market. Visibility is good and the 40° right-hand seat swivel allows the driver to see even more.

These are just a couple of the options available on the market. Watch this space; we're looking forward to writing more about those driverless tractors in the not too distant future ... **F**





## Traditional basics, **NEW POSSIBILITIES**

You read about it in our pre-launch exclusive last month, now the new Iveco Daily has been launched and is aiming to rule the large-van roost. GAVIN MYERS drove it – and is quite convinced it'll do just that

**S**ince it first took the world van market by storm in 1978, Iveco took its time to launch progressive models of the Daily to market. The second generation, for example, only arrived in 1990, and the third a decade later.

Generations four to six of the Daily took another eight years. This could be considered a relatively slow evolution, but Iveco will tell you that the reason is because the basics have always been right.

A ladder-frame chassis has always been the backbone of the Daily; providing strength normally associated with much larger trucks. As such, the new Daily offers class-leading payload and towing capacity.

The top 70C15 models, for example, offer a 7,2 t gross vehicle mass (GVM), 4,2 t payload and 3,5 t towing capacity. The range begins at 3,6 t GVM.

"We offer up to two tonnes more payload and 50-percent more towing capacity than the closest competitors. This combines to give the operator the best earning potential in the segment," says Elvis Mutseura, product marketing manager at Iveco South Africa.

These vehicles are big, too. The Daily offers the longest load bay in the van segment and largest load volume: 5,1 m and 20 m<sup>3</sup>. There is a middle 18 m<sup>3</sup> version, while the 16 m<sup>3</sup> – the "go-to baby" in the range – offers just under 4,7 m and can load up to six pallets.



quality is top-notch with not a squeak or rattle – even from within the converted buses.

Four engine and two gearbox options are available – beginning with a 2.3-litre turbodiesel powerplant producing 94 kW (126 hp) between 3 000 and 3 600 r/min, and 320 Nm torque between 1 800 and 2 500 r/min. Three three-litre versions follow, the first is a single-turbo version – offering 112 kW (150 hp) and 350 Nm from 1 400 to 2 600 r/min.

The second three-litre version features a variable-geometry turbocharger to produce 127 kW (170 hp) from 2 900 to 3 500 r/min and 430 Nm torque between 1 400 and 2 600 r/min. Finally, the twin-turbo version pumps out 153 kW (205 hp) from 3 100



As you'll read in our interview with Mutseura and Carmelo Impelluso, MD of Iveco South Africa, a high percentage of panel vans get converted into people carriers. In commuter spec, the "go-to baby" will carry 22 passengers – offering them each 600 mm of legroom. Use the 18 m<sup>3</sup> and 25 passengers will reach their destination in comfort.

And I'm not just saying that ... The independent front and parabolic rear suspension combine comfort, vehicle control and strength. We were able to test these attributes at the local launch and can report that every model drives smoothly, quietly and comfortably. The cab

to 3 500 r/min and a hefty 470 Nm torque across a wide band of 1 400 to 3 000 r/min.

Fuel efficiency has been improved by five percent thanks to the adoption of low-friction piston rings; high-grade, low-viscosity lubricants; and a reduced drag coefficient.

A six-speed synchronised manual gearbox with double overdrive is available, but the star of the range is unquestionably the eight-speed ZF automatic – a first for commercial vehicles. Dubbed Hi-Matic, shifts are made smoothly in less than 200 milliseconds. Self-adaptive software, with 20 different shift programs for any given driving condition, controls this transmission, while drivers can choose between Eco and Power modes, or shift manually.

On the convenience front, seven-tonne vans and camper variants feature an air-suspended driver's seat, while every conceivable space in the cabins has been used to aid storage. Carrying a bulky overnight bag? Lift the passenger bench and store it safely underneath.

Power mirrors, a radio with Bluetooth and air-conditioning feature. The battery has been up-spec'd and relocated to under passenger footwell – a cooler area that prolongs battery life. A quick-release isolator prevents the need for spanners when the battery needs to be disconnected.

"We've added lots of practical value to make this vehicle a great place for the driver to work," Mutseura enthuses.



We offer up to two tonnes more payload and 50-percent more towing capacity than the closest competitors.



The version of the Hi-Matic used locally has been strengthened for light commercial-vehicle applications and was extensively tested for the climatic conditions prevalent in South Africa. It features an external cooler and an independent transmission support for improved durability.

The new Daily has been laden with safety and convenience features in equal measure. Every Daily comes with ESP9 (the latest version electronic stability program). Among the attributes of this system are hill-hold control to save clutch life, especially when carrying a load; trailer-sway mitigation; and roll-over mitigation. Driver and passenger airbags are standard as are daytime running lights. Cornering lights feature where front fog lamps are specified.





"The Daily is opening up possibilities to do things in a different way," says Mutseura. "It's possible to use a panel van in applications that up to now could only be served using trucks. With a 4,2 t payload and 3,5 t towing capacity we believe that the new Daily can greatly increase the earnings potential in many of these applications.

"Our analysis shows that in many applications, even where the purchase price of the Daily may be as much as 25 percent more than a truck, the new Daily can out-earn existing solutions and can be a very profitable alternative for operators.

"We offer bigger payloads, smaller engines, more safety and comfort, as well as reliability and durability that guarantee the value of our products in the long term," Mutseura reiterates.

Indeed, the basics that make the Daily what it is are all still there – only in a package that'll be more appealing to the market than ever before. **F**



**Carmelo Impelluso, MD of Iveco South Africa, and Elvis Mutseura, product marketing manager, explain the dynamics of the South African market and how they expect the New Daily to make a big impact**

Impelluso has only been in South Africa since January, but already the local market has made a big impression on him.

"It's one of the most fun markets in the world, according to me," he smiles. "It's a really different market – manufacturers from around the world are present, probably because it's a point of reference for the sub-Saharan region and everybody tries to enter Africa from here. You have to pay a lot of attention, analyse the market and know your customers very well."

While Impelluso has had only a few months to learn the dynamics of the local market, he has made a few important observations.

"Operators running extra-heavy commercial vehicles (EHCV) are as professional as those in Europe. They want demo vehicles to check our claimed figures and they only talk 'total cost of ownership'. In the medium and light segments, operators are still very much focused on purchase price," he says.

It's here that he expects the Daily to open some eyes. "Sure, the vehicles might be more expensive than some of the competing brands, but the consumption and payload allow the difference to be recovered after a few months, and their durability means longer replacement cycles," he notes.

Imports of the old Daily were stopped in December 2015 and the model closed on 16-percent market share.

"We saw a surge in the first quarter, due to the sell out of the old model. The absolute number of the market is down, but our share is up," Mutseura explains.

Impelluso adds that the new

Daily model range presents several possibilities for the company. "We want to grow in the panel-van segment with the 18 and 20 m<sup>3</sup> models; there is no vehicle that can compete at the moment. We're also hoping to impact the minibus market with – 26 seats (five more than the competition) the payback for operators is fantastic."

Mutseura explains that up to 70 percent of panel vans sold get converted to passenger vehicles. "The vehicles are imported as panel vans and the conversion is done locally. The 3,5 t chassis cab is popular for camper van conversions, while panel vans find application in an extremely wide range of jobs that range from freight through passenger transport, as well as specialised functions like ambulances and mobile workshops."

Despite a tough 2015 as a result of teething problems at the Rosslyn plant – which is now well up to speed – and the market currently down by ten percent compared to the first quarter of 2015, the company's current performance is looking quite strong.

"Our EHCV market share in the first quarter has doubled compared to last year," says Impelluso. "We aim to end this year with 50 percent more truck registrations (the target is 2 000 units in the southern African region). We also aim to sell 200 Afriway buses."

Naturally, the success of the new Daily forms a big part of that plan. It did, after all, account for half of Iveco's global sales during 2015. Looks as though it's about to make its own big impression on our market.

# Tough, smart and HANDSOME

Unlike most girls ZIPORAH MASETHE likes the tough, smart and handsome guy. And the guys? Well, they just want to be that guy ... So it comes as no surprise that the new Ford Ranger had the girls swooning and the guys just green with envy when she drove it!

**T**he recent launch of the upgraded Ranger was probably one of the most anticipated in South Africa.

We got to drive the 3.2 XLT Automatic, which, at a glance, resembles those "all-American" pickup trucks. It is quite large, as expected, with chunks of chrome all over the place. It is really good looking and rugged, with muscle in all the right places.

This monster can tow up to 3,5 t and has a 3,2 t gross vehicle mass – after all! It sits on 17-inch alloy wheels that also give the Ranger 237 mm ground clearance and 800 mm of water-wading capability.

The automatic gearbox makes it easy to forget that you are the captain of this beast. With a 3,2-litre turbodiesel engine that delivers 147 kW at 3 000 r/min, and exciting 470 Nm of torque from

1 500 to 2 750 r/min, you definitely need the electronic speed limiter to keep you on the right side of the law!

It rides exceptionally well and is sturdy and confident around the bends. Ford claims this engine's fuel consumption has been improved by 18 percent.

There is plenty of space inside, both in the front and the back. The seats are very comfortable and finding a good driving position is easy.

The Ford Ranger is equipped with an eight-inch touch-screen Sync2 system, which offers a range of connectivity options, Bluetooth voice control and a reversing camera. However, disappointingly, it has no satellite navigation.

It comes with eight airbags, Electronic Stability Program, Emergency Brake Assist and anti-lock brakes. It also features numerous off-road driving aids.

The XLT 3.2 Auto retails at R566 900 and Ford offers a four-year/120 000 kilometre comprehensive warranty, five-year/100 000 km service, three-year/unlimited kilometre roadside assistance and five-year/unlimited kilometre corrosion warranty. All 4x4 versions include a free off-road training course as well.

The Ranger is the total package. It looks better than any bakkie on the market and has a big heart. It is dependable, techno savvy and darn tough! This one is a definite keeper! **F**



**ABOVE AND RIGHT:** Revised styling and cabin make Ranger one of the most good looking and comfy bakkies available.



Ziphorah Masethe is a third-year journalism student at the Tshwane University of Technology. Her passion for writing and interest in the motoring world landed her the opportunity as the South African Guild of Motoring Journalists' Bursar for 2016. As part of the programme, Ziphorah will be deployed throughout the year to various publications, agencies, and vehicle manufacturers serving the industry. She recently spent a month with **FOCUS**, where she was exposed to the commercial vehicle industry.

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# Worth THE WAIT!

After much anticipation preceding its launch, the all-new Toyota Hilux is finally here! ZIPHORA MASETHE drives the 2.8 GD-6 4x4 Raider

**T**he eighth-generation Hilux enters the market after more than a decade since the launch of its predecessor in 2005. According to Toyota, to date 16-million Hilux vehicles have been sold in over 180 countries around the world.

The Hilux has been completely redesigned and now sports a more defined, chiseled and modern look. The chrome-look grille is long and angular, joining the

touch-screen infotainment system. A reverse camera is an added convenience, as are the numerous large storage spaces.

Safety features include: seven airbags; familiar electronic brake control systems incorporating the new Emergency Brake Signal, which warns other vehicles of an emergency braking condition by flashing the hazard lights; and Toyota's Active Traction Control and Vehicle Stability Control systems.

The new 2,8-litre GD-6 engine is outstanding. The technical advancements have resulted in a smooth, quiet and refined powerplant. These improvements, according to Toyota, offer fuel efficiency of 7,62 l/100 km on the combined driving cycle. The GD-6 hosts impressive power and torque outputs of 130 kW and 420 Nm from a low 1 400 r/min.

While far more comfortable to use than the old model's agricultural-feeling, five-speed gearbox, the new six-speed unit is still not that smooth to operate.

The new suspension set-up – revised leaf springs and new mounting points – does give better ride comfort, though still not quite as comfortable as others in its class. On the road the Hilux is relaxed and compliant, but firm at times. While it handles well on road, this bakkie was made for easy off-road capability – four-wheel drive can be activated at the turn of a knob.

The Hilux 2.8 GD-6 4x4 Raider retails for R529 900 with warranty cover for three-years/100 000 km, a five-year/90 000 km service plan and 24-hour roadside assistance.

Toyota has certainly made a great vehicle for bakkie lovers. The major improvements – from ride and handling, to the refined interior and powerful engine – should continue the success of the Hilux for years to come. **F**



New looks and mechanicals mean the Hilux is a new, improved beast.

sleeker headlights that pull back to the sides of the bonnet. Chrome is also sported on the side mirrors and door handles. The let down, however, is that the running boards are not quite wide enough.

While, at a glance, the new Hilux looks slimmer than its predecessor – credit to its sleek design – the pick-up model's load bay has increased in size. It is 1 569 mm in length (19 mm longer) and 1 645 mm wide (79 mm wider). The depth of the cargo hold is 481 mm (up 20 mm). The gross vehicle mass is 2 910 kg.

The cabin has just enough leg and shoulder room. The seats could have been made more comfortable, however, but height adjustment on the driver's seat is appreciated.

A sleek dashboard gives the Hilux interior a clean and minimalist feel, and incorporates a seven-inch

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# Shaping FUTURE transportation



This is no idle heading to catch your attention – it was the theme for the Daimler Trucks 2016 Campus Connectivity event held in Düsseldorf, Germany. GAVIN MYERS made the trip and found that the company's intent is undeniably serious

**D**aimler does not think that its solutions alone will set the standard for all future transportation ... This future is one that will bring together every sector of industry and each role player. After all, around the same time that this event took place the European Platooning Challenge was announced (see page 42). This will see numerous European truck brands linking their vehicles to drive in semi-autonomous convoy (dubbed platooning) across the continent.

While Platooning forms a great part of Daimler's vision, the crux lies in the way it intends to integrate the system with the other evolving technologies in its arsenal, and with those in the rest of the supply chain network – creating a web of connectedness and communication for more-efficient vehicles and operations, as well as for safer roads.

"Transport volumes are not decreasing. Global road freight is expected to triple by 2050. One thing is clear: the road network will not triple. This is a huge challenge for everyone and everything involved with logistics," explains Wolfgang Bernhard, member of the Board of Management of Daimler AG, responsible for Daimler Trucks & Buses.

Daimler's plans to meet this challenge by fully connecting the logistics network; thereby strengthening the flow of real-time information and reducing wasted resources. It is the connected truck that will provide this real-time information –

becoming the main data node at the centre of the logistics network.

Connectivity has been an established part of the Daimler Trucks corporate strategy since 2013, and, in the next five years, the company will invest half a billion euro in the connection of its trucks, and in the creation of associated new services and digital solutions. The Digital Solutions and Services unit has, therefore, been created, which will be headed by Daniela Gerd Tom Markotten.

"We understand the potential of connectivity, and are determined to realise it," Bernhard comments.

With the connected truck being at the centre of this vision, it is the perfect starting point from which to explore the idea. A modern Daimler truck features around 400 sensors, which generate valuable data about the vehicle and its environment.

"For efficient logistics real-time data is essential – and our trucks supply this data," notes Bernhard. But what does one do with it? The first aspect is the Highway Pilot Connect system, Daimler's semi-autonomous driving system that allows the vehicles to communicate with one another and platoon. (We covered the concept, known as vehicle-to-vehicle communication, in the cover story of the April edition.)

Here, connectivity ensures that all the vehicles respond immediately to unforeseen events, increasing safety; it allows them to close up to one another to reduce drag, resulting in a lowering of fuel consumption and emissions – up to seven percent



average for all vehicles in the platoon; and it reduces the space taken up by a three-vehicle convoy from 150 to 80 m, creating more space on the road and shortening overtaking distances.

All members of the platoon are kept informed about the driving situation of the entire platoon at all times.

In addition, by interacting with the infrastructure around it, vehicle-to-infrastructure communication allows the truck (or platoon) to pass on and receive data to and from others around it – including current speed limits, traffic-light phases, weather patterns and unforeseen events.

It is estimated that, in Europe, a truck spends only 35 percent of its time driving, while around 25 percent of all truck mileage is spent on empty journeys. On average, the sector generates only two to three percent profit per order. The data gathered by the

the performance of goods transport as a whole," says Bernhard.

Data security has been made a top priority, too: the customer has to decide whether, and for what purpose, their data can be used. Accordingly, Daimler attaches high data protection and data security – which is on par with the high standard used in banks – to developments in these new-technology areas.

Nothing can happen overnight, of course. One of the biggest challenges to the implementation of platooning is the need for a legislative and regulatory framework. The overall objective of all original equipment manufacturers and the Dutch government in the European Platooning Challenge is to jointly accelerate the introduction of a harmonised, cross-border regulation to optimise efficient road transport in the European Union.

Likewise, the future of connectivity relies on



trucks can, therefore, also be used to refine the logistics network; increasing efficiency throughout and reducing the amount of time a vehicle stands.

"Our trucks fully connect with their environment, becoming part of the internet. The truck connects all those involved: drivers, schedulers, fleet operators, workshops, manufacturers and insurance companies or authorities. They receive information in real time: about the condition of the tractor unit and semitrailer, traffic and weather conditions, the parking availability at rest areas and much more," explains Bernhard.

"In the future it will be possible to reduce waiting times while loading and unloading, reduce paperwork and avoid traffic jams. With 'flash' updates over the air, or automated transfer of inbound time for trucks heading to the service point, maintenance time can be reduced significantly. It's an enormous opportunity to intelligently cope with the growing volume of goods traffic, and to improve



defined industry standards to allow the systems used by the multiple players to work in harmony.

Bernhard is positive: "If you ask me to blueprint the ultimate connected truck, I'd say: it will always be driving, it will always be fully loaded, it will never be stuck in a traffic jam, it will never fail – and it will be piloted by a happy driver. There will be no paperwork, no accidents and no breakdowns," he smiles.

Prophetic words?

"OK, I'm well aware we might never completely get there – but it's the direction we're taking; at full speed and with a hot heart," he adds.

More like serious intent. **F**

# A transport sector **IN TRANSIT?**

South Africa is the second-largest economy in Africa with an abundant supply of natural resources. Recently, problems have escalated regarding the levels of trade with other countries. Could there be an underlying problem hindering the growth of our economy? AIMEE SHAW attended the recent Women in Transport and Logistics Conference, for more information

**S**outh Africa is the world's largest producer of platinum and chromium and the fifth-largest producer of gold. Since 2005, however, the country's total export growth has increased by only 0.6 percent. As a result, trade is falling short of its potential as the country accounts for only 0.48 percent of global exports and 0.64 percent of global imports.

Exports play a large role as a performance indicator of the total gross domestic product (GDP), which is described as the fiscal value of all finished goods and services produced within a country's borders in a specific time period. In the South African economy, exports comprise approximately 31 percent of the total GDP, while imports account for approximately 33 percent of the total.

Despite China, the United States of America (USA) and Japan being among South Africa's major trading partners, Africa accounts for only five percent of China's trade. Similarly, South Africa accounts for less than one percent of the USA's imports and exports. This leaves the entire African continent comprising only three percent of world trade.

"South Africa's contribution towards global surface transport intensity is more than double its contribution to global GDP," says transport economics senior

researcher at the University of Johannesburg, Rose Luke.

There are numerous structural reasons that could explain the low levels of trade across borders, but it comes down to logistics as a major obstacle in a transport-intensive country.

Logistics can be described as the management of the flow between the point of origin and the point of consumption, in order to meet the requirements of customers or corporations.

Some of the logistical aspects include transport costs, time, speed, distance and complex cross-border documentation requirements. As a result, deeper regional integration is key to ignite export growth.

Luke adds: "Logistics is not only a strategic resource requiring national attention, but a core competence that is deliberate and invaluable given the country's regional position." The transport sector is thus moving high-mass and low-value resources across borders with inadequate rail capacity and efficiency.

The solution might lean towards freight-corridor development strategies to create an environment that is targeted at reducing logistics costs and transit times, while increasing the capacity to more freight.

As an engine for economic growth, freight needs to be accessible to international markets.





## TRANSFORMING THE ROAD WITH GREEN CAB

Green Cab has created solutions for newly sustainable forms of transport.

Green Cab is a women-owned transport operation that is considered to be part of the sustainable mobility arena, meaning it has minimal impact on the environment.

The company's initiatives are aimed at addressing implications posed by global warming, and to reverse the negative impact it has on the environment. It is promoting economic and social transformation, while simultaneously aiming to become an integral part of the South Africa tourism sector.

Green Cab provides its drivers with comprehensive "eco-driving" skills in accordance with a "green" driving code of practice, ensuring a "zero tailpipe emissions" policy.

Green Cab uses biofuels to power its vehicles and "green technologies" to further save fuel and reduce carbon emissions. Biofuels include any vegetable or animal fat-based fuel that can be created through

a chemical reaction.

The Blade is another green technology device being used. By attaching it to the tailpipe of a petrol-powered car, SUV, light-duty truck or hybrid vehicle, toxic particulate material is captured to limit harmful emissions, while ensuring complete combustion for enhanced fuel efficiency.

Green Cab is continually researching the latest technology to ensure it provides the best quality within a changing economy and environment. The company is, thus, committed to deter a slide into ecological debt by deploying various emission-reduction technologies to promote "greener" forms of transport.



**ABOVE:** Women-owned Green Cab promotes "greener" forms of transport.

**LEFT:** Freight-corridor development strategies could aid the transport sector.

According to the 2005 National Freight Logistics Strategy report: "Freight-corridor development strategies aim to deliver national solutions to the problems facing the country's logistics systems."

This can be achieved by addressing institutional provisions that hinder the efficiency of freight systems. An example would be to ensure adherence to regulatory compliance that is relevant to the business.

In closing, Luke says: "We need to define the role of government in a more proactive and hands-on manner to ensure improved coordination of the various role players."

Due to current inconsistencies between

infrastructure planning in the private and public sectors, it becomes increasingly relevant to establish clear boundaries between various elements of the logistics system.

An efficient transport system links and provides interchange opportunities for various modes of transport across global borders. South Africa requires a safe transport system that promotes regional and international trade with efficient commodity transportation from point of production to point of consumption. This would provide improved quality of services and facilities that adhere to profitable standards. **F**



# A healthy CHALLENGE

Scania's operation in Mozambique is officially up and running and ready for business! We find out what this means for the company and its customers

**L**ed by general manager Peter Webster, Scania Mozambique officially opened its doors in Dondo, just outside Beira, during November 2015. Though Webster has been with Scania only since February, he brings 14 years of work experience in Botswana and Kenya, as well as having spent four years in Bahrain. Over the years he gained experience working in transport logistics and truck dealerships.



**ABOVE:** Peter Webster leads the new Scania operation in Mozambique.

While Scania had a representative in the country prior to this, the company endeavoured to formalise operations. Scania was looking for someone who had vast experience within Africa and knew what operators needed and, as fortune would have it, at the same time Webster happened to be looking for such a challenge.

Currently, though, Mozambique is a challenge.

"It's an awkward market at the moment with all the current political issues. Things are largely stagnant, as many operators are reluctant to invest additional funds right now. Maputo seems to be out of the red zone, but up north there are problems," Webster explains.

The country has other issues, too; including the unreliable supply of power. Scania Gensets therefore forms a large part of the Mozambican operation. So do its marine and industrial engines, which are supplied to the country's ports.

"We have covered all the Scania business units," says Webster. "We're operating on a similar model as in South Africa."

So what about the obvious Scania product; its trucks?

"In addition to general transport, a major sector for us in Mozambique is fuel transport. Operators in the fuel transport and bus sectors are especially interested in our new vehicles, while the second-hand vehicles catch the attention of those involved in general freight," he notes.

As with many African countries, Mozambican roads see vehicles that have originated from many different markets around the world.

"Most are right-hand drive and it seems they have been imported from the United Kingdom (UK). While many buyers don't realise that a UK import on African roads is not the best option, others prefer the South African versions as they are big, robust truck tractors with the correct suspension to handle the local road conditions.

"We are trying to encourage transporters to purchase locally as opposed to sourcing their own imports," Webster assures us.

No matter where a vehicle originates from, Scania Mozambique will be able to assist any Scania owner with whatever requirements they might have. "As far as we're concerned a Scania is a Scania and we can assist if needed," he adds.

Though the fledgling operation is currently manned by a small team of only five, with a two-bay workshop that can handle six vehicles at a time, there is a full spare-parts division. If a part isn't in stock and an emergency order is needed, this can be done timeously.

"As long as the customer gives us the chassis number of the Scania truck, we can source a part, no matter where the truck originates from. If the part is not available in South Africa, we can do a back order to one of the other global centres," says Webster.

The operation offers full Scania back up, including repair and maintenance contracts, and Webster hopes to introduce Scania Finance in the future. In addition, the option to set up a maintenance operation in the north of the country, in either Nampula or Nacala, is being explored, as well as Maputo, Tete and Chimoi.

"We're gaining traction and we look forward to the challenge," concludes Webster. **F**



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# 104 tonnes ON ICE



What does it take for the biggest truck in Europe to survive the challenging conditions of the Nordic? JOUNI HIEVANEN, of Finnish magazine *Ajolinja*, finds out

**K**etonen Transportation's 104-t tractor trailer started to operate between Ivalo and Rovaniemi, Finland, at the beginning of October 2015.

This high-capacity transport (HCT) project had an application being processed by the office of road safety (Trafi) for a long time. It took time to get the verdict from the officials who control the road (ELY-keskus of Lapland) and also make the necessary adjustments to the road. Finally, Ketonen Transportation had to wait for the semi-trailer to be completed.

Bridges, that were in poor shape on the route, had to be modified, due to the weight of the rig. Traffic lights were mounted on a weak bridge over the Jeesiö River in Sodankylä, which the driver controls by remote to ensure that there are no other vehicles on the bridge at the same time. Other bridges that are also in poor shape (like Norvatie Bridge in Rovaniemi) are being strengthened.

The truck needs to be driven as close to the middle of the road as possible. Decisions about road renovations are to be made after the five-year test period. Investments in infrastructure will not be made for only one test lorry ...

There is a four-axle semi-trailer, the last axel of which is a steering one. The hindmost trailer is standard and overall capacity is 77 t.

When driving on a flat surface at 82 km/h, the 544 kW (730 hp) V8 engine runs at 1 200 r/min, so the gearing is pretty normal ... "If we drive at 89 km/h, the speed difference to a car being driven at 100 km/h would be so small that passing the truck would take a long time," says transport entrepreneur Teemu Ketonen.

It takes 6,5 seconds to pass a 32-m long vehicle, which is 1,5 seconds longer than to pass a 25-m long vehicle.

The fuel consumption of the fully loaded truck,

equipped with summer tyres and summer diesel, is 76 to 77 l/100 km. Average consumption, for a vehicle which is empty for half of the trip, is 61 l/100 km.

"We haven't noticed anything extraordinary," says Scania Finland's product manager, Mika Jukkara. "For example, the temperature of the engine has remained normal, even though it has to work really hard – especially on Magneettimäki hill."

The Magneettimäki hill in Saariselkä, which is two kilometres long, is challenging for the timber truck. According to a road simulation that is done in advance, the fully loaded 104-t, 730-hp truck's speed would drop to 23 km/h when travelling up this big hill. In practice, though, much higher speeds have been recorded ... the slowest being under 26 km/h and the top speed being 38 km/h.

There is, therefore, a range in speed and driving circumstances. "Head wind, slippery conditions, snow, rain and different cargos have an impact on ascent," says Ketonen.

The driver has to switch to the sixth gear (low gear) if the speed drops under 30 km/h. Ascent is usually made driving on seventh gear.

The beginning of the route is in a hilly area. The Scania's Opticruise automated-manual transmission is used there; allowing the driver to know accurately what the right revs and gears are to use on different hills.

The R730 Scania features Predictive Powertrain Control, which knows the shape of the terrain. It is used when driving without cargo, but also with cargo on the flat sections after the hilly area. At this point Opticruise is also in automatic mode.

Eco mode in the smart cruise control lets the speed drop by 10 km/h before the hill. Experience with the 104-t rig suggests that the speed should often drop even more, but, when the driver predicts the road ahead and the lane is free, braking is needed only in some places. All of the 13 axles have disc brakes.



"The retarder is all you need; it is very powerful," Ketonen says.

The engine's revs can still be held in the green area, even though the gross weight is 104 t. The peak torque is 3 500 Nm (between 1 000 and 1 400 r/min), and the engine revs can drop below 1 000 r/min in some places, if the rig is able to pull itself up with that gear. There is 700 hp in use already at 1 500 r/min.

The biggest truck in Europe operates almost entirely in the north side of the Arctic Circle, where there is a hard ridge of snow on the road during wintertime. There was no snow during our drive, so we drove with summer tyres and occasionally it was pretty slippery.

Sand spreaders have been used a couple of times as they give good grip. "Correct weight distribution and a sand spreader was all we needed and there haven't been any further problems," Teemu Ketonen says.

Rear-axle (equipped with air springs) weight distribution comes on factory settings. Weight distribution from front to rear axles ends when the rear has a weight of 16,9 t. The steering axle has an especially important role, because it can be lightened to zero cargo. Nevertheless, the axle doesn't come up off the road when driving on full cargo.

The winter equipment also includes Onspot chain throwers. "Onspot has been tested by throwing the chains under drive shaft. Chain throwers work best when there is snow and ice," says Ketonen.

During the last week of October it snowed and the drive wheels were then equipped with studded tyres. Later on, the friction tyres on the front wheels will also

be replaced with studded tyres. Altogether ten of the vehicle's 46 wheels will have studded tyres during the winter months.

"The worst driving surface is black ice, as you cannot predict if the temperature will occasionally rise over zero and then freeze again," Ketonen says.

A hard ridge of snow on the road is easier. Road maintenance vehicles and other cars with studs make the surface of the ridge rougher, but Ketonen doesn't see any problems, because the vehicle has so much winter equipment. Furthermore, there is a restriction



that a 104-t vehicle may not be driven when the road is extra slippery, as defined by Finnish Meteorological Institute's standards.

The distance covered for the truck's timber collection trip is 600 km, which is driven twice a day. It takes up to four hours to drive from Rovaniemi to Ivalo and the mandatory 45-minute break is taken while loading.

"The logistics isn't at the most effective level right now," Ketonen says. The company wants to have a permit for another long truck and one extra trailer pair. Then the vehicle would need to change trailers only at each end of the trip, and it could leave as fully loaded immediately, tackling the ice once more. **F**

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.



# Taking a drive through **THE CLOUD**



Soon all vehicles will be able to communicate with one another – resulting in increased safety, efficiency and occupant comfort. AIMEE SHAW heads into the “cloud” to discover how Europe’s vehicles of the future will include a new generation of embedded technology

**V**ehicles are transforming and integrating into a digital landscape of their own. As a result, the internet and the vehicle are no longer separate entities. With a rise in cloud connectivity, particularly in Europe, the traditional “isolated vehicle” is evolving into the modern “connected vehicle”.

Cloud computing uses an internet connection that does not require any data to be stored on the user’s device. Smartphones, tablets and other devices are able to give the user remote access to their vehicle’s information, which is stored in the cloud. This allows the user to access web-based music, information and a multitude of other services. The only requirement is to have internet access.

Bosch, a German engineering and electronics company, has developed software called SoftTech, which can be used to access maps and gather data from within the cloud. This technology is specifically focused on vehicle infotainment – described as a collection of hardware and software used both to entertain and to inform.

Infotainment also enables drivers to update their systems automatically, while ensuring continuous communication relating to traffic data. After the system has retrieved the appropriate data, it is then able to deploy relevant information directly to the user’s cloud.

“There is an increase in the growth of connected vehicles at the moment,” says Mark Boyadjis, senior analyst for Automotive Industry Solutions (AIS). AIS draws attention towards information that is relevant for product and market innovation. He says the vehicle is the third-fastest growing connected device after smartphones and tablets.

Statista’s Digital Market Outlook (DMO) estimates that there will be approximately 8,6 million “intelligent cars” on Europe’s roads by 2020. Statista’s DMO is an online statistics portal, focused on detailed forecasts and market insight appropriate to the digital economy.

The DMO predicts that cloud computing will become more relevant for security and driving assistance, as opposed to infotainment. This has





“  
 Infotainment also enables drivers to update their systems automatically, while ensuring continuous communication relating to traffic data.

**ABOVE AND BELOW:** Cloud computing allows vehicles to send and receive real-time information.



led to a growing number of partnerships between technology and automotive companies.

Google, Apple and Microsoft are seeing a gap in the market with an ever-changing consumer demographic. There is now more attention directed towards affordable, flexible and “scalable” technological integrations, which are able to operate within a fluid environment.

According to the website *Automotive News Europe*, “Google and Apple have recently formed a

partnership with Volkswagen: This will allow drivers to remotely check their fuel tank and to lock their vehicle from their mobile phone.”

As the industry explores a new market territory, challenges arise in the area of the management of information technology “assets”. With an increase in vehicle cloud computing, the significance of security is rising.

One of the main characteristics of cloud computing is the flexible movement of nodes. This refers to the data points of intersection within a larger network. Despite the benefits of communication now possible between various networks, a downside of cloud computing is the possibility of security threats.

These challenges include authentication, secure location information, message confidentiality and secure vehicle communication. It is, however, possible to set up protection software with a series of processes known as “cryptographic algorithms”.

Another challenge for cloud computing is to overcome the likelihood of a connection failure. Cloud computing systems are internet-based, meaning the user’s access is solely dependent on the strength of their connection.

As with all types of hardware, cloud platforms can fail at any time, and a secure connection is required for a moving vehicle.

“The idea is to connect the smartphone with the user interface of the vehicle, which will make the interaction safer,” adds Boyadjis. Furthermore, drivers will have access to real-time information from in-vehicle telematics.

Using cloud computing, real-time information is delivered to the user immediately after collection. This would enable the cloud backend to integrate telecommunications and information technology.

Despite the challenges, cloud computing is gradually advancing towards becoming an integral part

of the automobile industry. The industry continually seeks to cut costs and to deliver appropriate market-specific vehicles.

Cloud computing could best be described as an advanced technological “connection” innovation, which is able to offer significant and wide-scale benefits for the drivers of tomorrow!

From effortlessly avoiding traffic jams to paying for parking and toll fees, drivers can benefit from a range of services from the comfort of their vehicles. **F**

# Exploring similarities between **THE UK AND SA**

In his monthly review of global news for local truckers, FRANK BEETON looks at some interesting changes that have manifested in the United Kingdom (UK) truck market, ponders on the local potential for truck platooning, and unpacks an interesting cooperative venture between Fiat and another vehicle manufacturer

**T**he UK operation of Iveco Trucks staged its annual "State of the Nation" market review at its new Basildon headquarters earlier this year. In his presentation, brand and communications director Nigel Emms pointed out some interesting trends that had emerged in the UK market over the past 30 years.

These are particularly noteworthy as that market can be regarded as highly mature and capable of indicating directions that could also manifest in other markets, such as our own, in the years ahead.

Surprisingly, one of the more significant facts was that once business conditions normalise following major recessions, the market typically recovers only to a level some ten to 12 percent below the pre-recession volume.

This has resulted in the total UK market for trucks over six tonnes gross vehicle mass (GVM) shrinking from some 55 000 units in the early 1980s, to around 49 000 units in the mid-1990s, to 44 063 units in 2015.

## **Increasing asset utilisation**

Emms ascribes the reduction in absolute market volumes to operators proactively taking more productivity out of their assets, with increasing use being made of three-axle truck tractors at 44 t gross combination mass (the legal limit in the UK), high-cube or double-deck trailers, 6x2 rigid (in place of 18 t GVM 4x2 units) and a move upwards from 7,5 t 4x2s to 12 and 16-t GVM units.

The larger articulated combinations are mainly



employed in long-haul operations, while the rigid units have brought greater efficiency to the pallet networks and urban distribution scenarios.

In the construction arena, greater use of four-axle eight-wheelers for truck mixer and tipper applications, in place of three-axle units, has become evident.

In the waste-management industry, the use of larger vehicles as on-road recycling transfer stations replacing landfill, or off-road disposal sites, is said to have reduced the absolute number of collection vehicles, while providing greater efficiency.

**Changing dynamics**

Emms says that the emergence of e-commerce and

home deliveries, parcels, fresh food and fast-track deliveries has increased demand for panel vans that fall below the six-tonne GVM parameter for this truck market.

This infers that the overall commercial vehicle market, including light vehicles, is tending to polarise towards its upper and lower extremities, with new business methodology pulling it down towards the lighter end, and the quest for more productivity providing the upward thrust.

During 2016, 93 490 3,5-t GVM light vans, and 8 001 heavier vans (3,51 to 5,99 t GVM) were sold in the UK, making a combined total of 101 491 integral vans and van-derived units.

In the over six-tonne GVM truck market, DAF retained its lead during 2015, increasing its share from 24,9 percent in 2014 to 26 percent last year. Mercedes-Benz occupied second position (18,3 percent share versus 18,7 percent in 2014), followed by Scania (16,1 percent versus 13,7 percent) and Volvo (12,6 percent versus 11,8 percent).

Ford led the 3,5-t van category with 25,5 percent penetration, narrowly ahead of Mercedes-Benz at 25,1 percent, while the heavier van class was led by Ford (34 percent share), followed by Fiat (24,4 percent) and Mercedes-Benz (23,2 percent).

Iveco (which provided the input for this article through the *Truck and Bus Builder* newsletter) finished sixth in the truck market (with 7,3 percent penetration), ninth in the light-van category (with 4,6 percent share), and fifth in the heavy-van category (with 3,9 percent share).

**What about us?**

Making an accurate comparison with the equivalent South African markets has become impossible, because of the continuing refusal by some manufacturers to provide fully detailed and segmented sales data.

The lower reaches of the local market also exhibits very different usage patterns from its UK equivalent, with our light commercial vehicle (LCV) category heavily involved in personal transportation through double-cab bakkies, and a large percentage of integral vans in the medium commercial vehicle (MCV) segment being converted into midibus taxis.

However, in our long-term analysis of the available data for the local market, we have noted that, in the period since the beginning of 2000, the most significant beneficiary in terms of market share has



Vehicle operating trends in the local market echo some of those in the United Kingdom.



Mercedes-Benz Actros demonstrates the concept of platooning.



been the premium payload extra-heavy commercial vehicle (EHCV) segment (over 16 500 kg GVM); which rose from 22.2 percent of the total market, to slightly more than 44 percent in the second quarter of 2015. This, to some extent, echoes the UK experience.

The visual evidence of this can be found in the unloading bays of our local shopping centres, where it has become a common sight to see long three-axle freight carriers, or premium payload 6x4 truck-tractors coupled to maximum-length tridem semi-trailers or interlink sets, battling to reverse into confined loading docks (or even through public car parks) to disgorge their loads.

While it makes absolute economic sense to deliver the largest possible quantity of goods using a single prime mover and driver, it should be recognised that these behemoths are often being tasked to deliver to places never intended to accommodate vehicles of their enormous size.

In the more traditional shopping precincts, which do not have dedicated and segregated unloading areas, these rigs inevitably end up sprawled over pavements, obstructing pedestrians and taking up much-needed public parking bays.

Inevitably, the logistics sector will need to take a fresh look at this situation, and they may well decide to more carefully optimise vehicle sizes and configurations in accordance with delivery destinations. In this case, a potentially negative public image may outweigh the economic advantages of oversized delivery vehicles.

### TRUCK PLATOONING PROMISES A NEW DIRECTION

As far back as 2010, we started to notice an increasing frequency of references to the development of "autonomous", or driverless, vehicles in the media. This appeared to be a logical outgrowth of all the driver assist and safety technologies that were becoming increasingly common; not only in top-end luxury cars, but also entry-level runabouts and commercial vehicles.

Common sense told us that if we were able to combine and integrate the likes of electronically managed engines, transmissions, suspensions, braking, lights, cruise control, lane discipline, seatbelt tension, airbags, seats, interior climate control, entertainment, navigation and parking, we could end up with a vehicle that could drive itself.

There was no doubt that this was an achievable objective, but, since that early realisation, the debate has switched more to the practical implications of integrating autonomous vehicles with those still driven by human beings, and making sure that the operating environment is sufficiently pristine to allow for their safe operation.

Truck manufacturers have not lagged behind their light vehicle counterparts in applying spectacular new technologies to their products. We have already seen fully autonomous units being tested, under controlled conditions, on public roads. Daimler's parallel efforts with its Mercedes-Benz and Freightliner brands on both German autobahns and North American highways,



for example, have recently received considerable publicity.

However, the serious potential conflicts that could arise from the premature mixing of driverless trucks with other highly diversified traffic will probably ensure that these highly successful demonstrations do not evolve into normal practice for some years to come. Manufacturers are, nevertheless, sure to continue experimenting with concepts incorporating varying degrees of limited autonomy, which could find earlier acceptance.

### The truck platooning concept

Transport operators are engaged in a never-ending search for greater operating efficiencies to improve their financial bottom lines. As fuel makes up a major component of operational cost (especially in long-



Volvo's convoy on the European Truck Platooning Challenge.

distance line-haul rigs) much effort has already been put into optimising the shape of heavy truck/trailer combinations, often using "hang-on" aerodynamic devices.

A single rig, or combination travelling on its own, can only achieve so much in terms of drag reduction, but it was soon realised by aerodynamicists that by running several rigs together, head-to-tail with very little separation, considerably greater benefits would result.

However, "tailgating" by drivers at high speed is extremely dangerous and illegal in most civilised countries, but what if we could use inter-vehicle communication through technology to remove drivers from the following vehicles?

Thus, the "truck platooning" concept has emerged. In October, 2015, the Singapore Ports Authority announced a three-year project to trial truck platooning between its two container terminals, using public roads. While the stated objective was to save

manpower, with one driver controlling four or five closely following vehicles, the proving of such an operational concept on public roads would represent a considerable breakthrough.

Then, in March it was announced that six truck makers had agreed to participate in the European Truck Platooning Challenge, a project initiated by the Dutch government.

The platoons were set to drive on public roads, crossing national borders, to reach Rotterdam, Netherlands, by April 16. The contestants included Daimler Trucks, DAF Trucks, Iveco, MAN Truck and Bus, and Scania.

In this type of platooning, each vehicle has a driver in its cab, but only the human being in the lead vehicle is actually driving while the trucks run in platoon formation. Control of the trailing vehicles is completely autonomous to ensure safety at high operational speeds.

When the platoon reaches a destination "hub", it can be split up and the individual drivers then take their mounts on to diverse offloading points.

The Volvo group was set to run at one-second intervals with a wireless connection to ensure that all vehicles were able to brake and accelerate in unison. The Volvo platoon was scheduled to run from Gothenburg in Sweden to Rotterdam via Denmark, Germany and Belgium.

### A South African application?

In these two examples of platooning, entirely different priorities were addressed, for example, manpower saving and reduced emissions/fuel consumption. However, in our view, there is another important opportunity that truck platooning could possibly exploit.

In South Africa, we have seen government regularly promoting rail as the preferred mode for long-distance transport, and embarking on a hugely expensive programme of fleet and infrastructure enhancements.

There have also been proposals to build an entirely new standard-gauge, high-speed railway between Durban and Johannesburg. Anyone with a basic knowledge of railway economics will appreciate that this would be a vastly costly exercise.

However, it has also been mooted, by private sector interests, that a dedicated truck-only road between port and major market would be a more cost-effective solution, removing freight haulage from the increasingly over-utilised public toll-road network, but without the need for the hugely expensive cost of railway construction.

If this proposal were to be combined with platooning methodology, we can imagine that it would provide most of the benefits of a high-speed railway, plus a great deal of additional flexibility, at a fraction of the cost.

We fear that this solution will not fit current political thinking, being all too easy for the aforementioned private sector to implement and control – but we are





putting it out there just in case more common sense and logic someday make an unexpected entrance to this debate.

#### FIAT PROFESSIONAL FILLS A VAN GAP WITH HELP FROM RENAULT

The Fiat Chrysler Automobiles (FCA) group has recently entered into a number of agreements with other vehicle manufacturers to source products which could fill gaps and exploit opportunities that exist in its own line-up. An early example was the Polish joint venture that produces the Suzuki SX-4 and Fiat Sedici light SUV's.

More recently, we have noted the evolution of the new Fiat 124 Spider out of Mazda's new-generation MX-5 roadster, and the emergence of the Fiat Fullback body-on-frame, one-tonne pickup, which has its roots in Mitsubishi Motors Corporation's Triton.

During March, an announcement was made which extended the process to plug a gap that was about to appear in the Fiat Professional integral van range with the run-out of the one to 1,2-t payload Scudo, which was positioned between the one-tonne Doblo Cargo and the Ducato "heavy van" models.

Named "Talento" (taken from an ancient coin, the "Talent") the first images of the new model immediately looked familiar, and further investigation revealed that it has, indeed, been spun off from the Renault Trafic, which already has "badge-engineered" siblings in the Opel/Vauxhall Vivaro, reportedly soon to be joined by a Nissan NV300 version.

The Talento will be produced at Renault's recently enhanced Sandouville plant in northwest France, and be available with a range of turbo and twin-turbo

diesel engines rated at up to 110 kW (145 hp).

While the overall appearance has clearly been dictated by the basic Trafic profile, the frontal styling has been adapted to incorporate a Fiat Professional-style grille and badging. We would expect that the Talento will closely follow the Trafic basic specification profile, which includes a payload capacity of 1,2 t, and a load volume of 6 m<sup>3</sup>.

#### Money-making opportunities

As we have previously reported, integral panel vans and their spun-off chassis/cab models are big business in Europe, with some models having already achieved multi-million unit sales over their lifetimes.

As applications dictate that these vehicles all look very similar, a number of manufacturers have identified this category as an ideal area for cooperative ventures. This is typified by the Vivaro/Trafic/Primastar collaboration, which will now to be given an additional dimension with the introduction of the Talento.

While we would expect that the Talento will garner the majority of its sales in Europe, another important consideration would be the recent migration of an increasing number of European-style vans across the North Atlantic.

Fiat Professional's own Ducato and Doblo models have already made the trip, and are now marketed in North America under FCA's commercial-specialist Ram branding.

It will be interesting to see if the Talento or any of its siblings follow suit, bearing in mind that some adaptation, such as the substitution of petrol for diesel power, and re-badging, have been perceived as necessary to ensure success in that area. **F**



Global FOCUS is a monthly update of international news relating to the commercial vehicle industry. It is compiled exclusively for FOCUS by Frank Beeton of Econometrix. Do you have a comment or thought you would like to share based on this column? Visit [www.focusontransport.co.za](http://www.focusontransport.co.za) and have your say.



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## ROUGH AND TOUGH

A fleet of FAW 28.280FD 6x4 10m<sup>3</sup> tippers is operating on the andalusite operation of Imerys Refractories, at the Rhino Mine site near Thabazimbi, in Limpopo Province.

The tippers are moving a massive quota of about 4 200 t of sand, grit and loose stone mixture per day – that's up to 110 000 t a month.

Mining and moving andalusite (an extremely hard nesosilicate mineral) is highly abrasive on any equipment involved. This presents all the vehicles and heavy equipment with one of the toughest environments in which to work. FAW's reputation for strength and durability made Willie de Beer decide on the brand for use in this contract.

"These tippers have exceptionally good torque – 1 160 Nm between 1 400 and 1 700 r/min. They also have a strong chassis, great steel tipper bins and offer a solid payload at 28 t gross vehicle mass (GVM).

"We are very happy with the combination of the Weichai WDB615.50 engine and the manual nine-speed FAW gearbox; giving us a gradeability of 36 percent. Using these tippers we are able to move quickly and efficiently across the hills and valleys of this terrain," he says.

De Beer also reports a 22-percent drop in fuel consumption.

"Another major selling point was affordability, as this is especially relevant when you run a relatively small fleet like ours. That's why I've been buying FAW since 2008 and certainly plan to continue with the brand that has not let me down to date."



## DOING IT WITH RETRACTION

The need for versatile, specialised container transportation led container transport company Roadwing to Afrit – which met the challenge with retraction ...

"Ben Koen, national operations manager from Roadwing, contacted us for a specialised skeletal semi-trailer to transport heavier-than-standard, six-metre containers within legislation. However, these trailers still needed to comply with the customer's specific operational health and safety requirements," explains Loutjie van der Merwe, marketing coordinator at Afrit.



Afrit's suggestion was a retractable trailer, which it designed to suit the requirements. An order for 25 units was commissioned, which Afrit ably filled within a month.

The total length of these trailers is 12,2 m, and about nine metres when retracted. This offers Roadwing enhanced versatility, while complying with the specialised six-metre Centre Mount Container application. "The retractable trailers allow us to carry one 12-m container, two six-metre containers, or a heavy six-metre container," Koen explains.

"Contracting the trailer places the container in the middle for better weight distribution. This enables us to offer the customer better capacity (up to 25 t); meaning they can put more payload into the container, which creates a saving.

"When the trailer is folded in, we can also park it against the loading bay, so that the forklift operator can drive directly into the container, thereby increasing safety," he says.

It was important to ensure the correct usage of these specialised units. "We need to ensure the equipment is not misused and does not pose a risk to other road users," Koen notes.

Roadwing therefore undertook a risk assessment, had the company's trailer supervisor trained by Afrit, and then passed on this knowledge to the drivers so that they could operate the trailers safely.

Van der Merwe concludes: "Afrit's ability to supply its clients with specialised solutions, over and above its standard product range, is an important value-adding prospect. With this transaction, the ability to manufacture the 25 trailers in bulk was very important."

## COMMERCIAL VEHICLE SALES REPORT FOR MARCH 2016

Note: For the time being, Great Wall Motors SA (GWM) and Mercedes-Benz SA (MBSA) will only report aggregated sales data. The GWM/SA and MBSA commercial vehicle market split volumes are estimates based on historical trends and forecasting techniques. The totals listed below do not include MBSA figures.

Light Commercial Vehicles < 3 501 kg	Total: 14 507
AMH	520
Fiat Group	17
Ford Motor Company	3 110
GMSA	2 025
GWM	100
Jaguar Land Rover	54
JMC	21
Mahindra	255
Mazda South Africa	49
Mercedes-Benz SA – estimate	17
Mitsubishi Motors SA	6
Nissan	2 682
Peugeot Citroën SA	10
Renault	11
Suzuki Auto	4
TATA	133
Toyota	4 945
Volkswagen SA	548
Medium Commercial Vehicles 3 501 – 8 500 kg	Total: 752
AMH	20
Fiat Group	1
Ford Motor Company	27
GMSA	129
Iveco	47
JMC	10
Mercedes-Benz SA – estimate	205
Peugeot Citroën SA	1
TATA	23
Toyota	241
Volkswagen SA	48
Heavy Commercial Vehicles 8 501 – 16 500 kg	Total: 474
FAW	53
GMSA	113
Iveco	5
MAN	65
Mercedes-Benz SA – estimate	55
Powerstar	1
TATA	27
Toyota	97
Volvo Group Southern Africa	113
Extra-Heavy Commercial Vehicles > 16 500 kg	Total: 646
Babcock DAF	12
FAW	20
GMSA	21
Iveco	59
MAN	60
Mercedes-Benz SA – estimate	376
Powerstar	30
Scania	130
TATA	17
Toyota	48
Volvo Group Southern Africa	249
Buses > 8 500 kg	Total: 98
GMSA	7
Iveco	13
MAN	43
Mercedes-Benz SA – estimate	21
Scania	13
TATA	12
Volvo Group Southern Africa	10

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

## HINO SA'S COMMITTED VISION TOWARDS CUSTOMER SATISFACTION!

Hino South Africa remains committed to its vision of becoming the top-selling truck brand in South Africa by 2020. The Hino staff and dealers have recently signed the "One Team, One Pledge" objective to provide the best products and services to its customers.

The global Hino Total Support programme is fully backed by the company's relationship with Hino Motors Limited in Japan as well as the broader dealer network. The company aims to build on its success and to further ensure a mutually beneficial relationship with its customers.

Hino SA was rated in the 2015 Competitive Customer Experience survey as the top brand for all three sectors: sales, service and parts, and showed an overall improvement in rating from its dealers.

The company's performance levels are ahead of its Japanese rivals, as can be seen by its increased market share of 14,3 percent. In addition, sales figures have grown by 6,5 percent in 2015, and continue to climb.

"As a manufacturer, you should take control of your destiny, otherwise you cannot be successful," says Toyota senior vice president of sales and marketing, Calvyn Hamman.

No new models will be introduced in 2016, but minor changes will be made to existing 300, 500 and 700 models. Additional automatic models will be introduced to the wider medium truck market.

Efforts will be made to develop a used-truck strategy for dealers, and a policy on buy-backs, trade-ins, maintenance plans and extended warranties. The aim is to lower total costs of ownership for Hino customers.

Part of the after-sales strategy will be to introduce real-time monitoring of vehicle-off-road cases to minimise downtime for customers.

In terms of sustainability, Hino and its dealer network has introduced a learnership programme, to encourage the youth to enter the truck retailing business – with a focus on developing their sales techniques.

"Overall, we believe that Hino is in an excellent position to take the next steps on the road to achieving Vision 2020 within the next five years," concludes Hino vice president, Ernie Trautmann.

## IMPERIAL INNOVATOR WINS COVETED HONOUR FOR HIS TRAILER PLUG SOLUTION



Francois Ehlers (left) congratulates Benjamin Engelbrecht for winning the Imperial Logistics' Innovation Fund initiative.

More than 27 years in the trucking industry has helped Paarl-based Imperial Cargo auto electrician Benjamin Engelbrecht solve many industry-related problems. It's also allowed him to take top honours in Imperial Logistics' Innovation Fund initiative, winning him the R50 000 first prize.

His winning idea was for a new, improved female trailer plug that will prevent the electric loom from falling out. He calls it the "Perma-plug".

Engelbrecht explains the concept: "The current design of the female plug on the trailer features a locking mechanism that can sometimes pull out as the wires stretch. My innovation has a highly effective, and completely different, clamp

mechanism to hold the plug in place more efficiently."

In addition, Benjamin incorporated LED lights into the design, so that the plug can serve as an emergency beacon during vehicle breakdowns.

"My goal with this solution was to improve the durability of this essential component. The design is not in production yet. I have spent the last couple of months doing research, with the aim of expanding the idea into the public motor-vehicle industry," he says.

Engelbrecht will reinvest some of his winnings in the Perma-plug concept, while the rest will be put towards his children's education.

"There is nothing like Benjamin's Perma-plug on the market, and he must be commended on an outstanding idea that has the potential to enhance safety in the transport industry," comments Imperial Logistics technical executive, Francois Ehlers.

The Imperial Innovation Fund enables creative employees to submit ideas that can contribute to the continued success of the business. The winning submissions receive funding that can help their creators to develop and commercialise their designs.

Submissions are judged according to criteria that include whether: the idea, method or product is new; it can provide a competitive advantage in business; it creates value for which customers will pay; and the idea satisfies a specific need. Entrants must also submit a business case (with costs) through which their innovation will result in financial gain.

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# AARTO

## on its way?

The Adjudication and Administration of Road Traffic Offences (Aarto) Act has been on the radar since 1998. Following the latest set of amendments, we are now assured it will come into effect in the next financial year. GAVIN MYERS finds out more

**J**aph Chuwe, registrar and CEO of the Road Traffic Infringement Agency (RTIA), was given the unenviable task of briefing delegates, at the Southern African Bus Operators' Association (Saboa) conference earlier this year, about the latest set of amendments to the Act and the implications for the industry.

It's unenviable because 18 years have passed since the conception of Aarto, which means we've heard it all before. Nonetheless, following trial runs in the Johannesburg and Tshwane metros and taking into consideration input from organisations such as Saboa, the latest round of amendments were approved by cabinet in December 2015 and submitted to parliament.

Why another (fourth) round of amendments? According to Chuwe, it is "a constitutional imperative" to ensure a semblance of assurance to any traveller that they will arrive safely at their destination ... "The amendment bill seeks to address all the challenges

that we face and to ensure that we come up with interventions that have proved, on an international level, to yield the best results," he said.

It is intended that the Act will roll out nationally in the 2016/17 financial year, which began on April 1. "As soon as Aarto has been through the parliamentary process, we will be in a position to roll it out during the 2016/17 financial year, including the demerit points and the rehabilitation programmes," said Chuwe.

Johannesburg and Tshwane drivers will be familiar with the point demerit system. For years now, traffic fines issued by these metros have indicated the number of points an offence would carry under the Act.

"I can assure you the majority of your drivers would be sitting without driving licences at this moment if we had already implemented the point demerit system," Chuwe told the operators.

What about these rehabilitation programmes, though? As a result of international engagement



and benchmarking, the idea is to change behaviour and instil a sense of responsibility in those who, by committing an offence, have caused injury or death.

The mechanism used will be community service, where the offender would either be involved in the rehabilitation of road crash victims at government hospitals, or involved in preparing the corpses of those killed on the road network.

While the delegates' response could be described as one of shock, Chuwe noted that, to his amazement, not a single comment was against the proposal. "If there

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While the delegates' response could be described as one of shock, Chuwe noted that, to his amazement, not a single comment was against the proposal.

are people causing death, then maybe they need to be able to do penance for the grief they have caused to the rest of society," he added.

Professional drivers are also reconsidered under the amendment, where holders of a professional driving permit will have less leeway regarding demerit points. "Some believe that there should be more leeway because they drive a lot, which exposes them to committing infringements more often. We believe that professional driver should be required to always comply with the letter of the law," Chuwe notes.

Other amendments are aimed at eradicating inefficiencies in the administrative process.

The amendment has sought to repeal Section 21 of the Act, which deals with warrants of execution. This would leave issuing an enforcement order at the height of Aatro's abilities. At the same time, the amendment seeks to do away with the listing of defaulters with the credit bureau. "We have an understanding of the socio-economic impact this has," said Chuwe.

The introduction of an electronic method of service is another key amendment. While this does not seek to do away with any traditional form of service through registered mail, Chuwe says it allows for leveraging of technological innovations such as social media.

"The fact that you can serve somebody on any electronic platform has already been confirmed by the Supreme Court of Appeal, through a case that came from the Natal High Court. Therefore this is one of the key mechanisms that we want to use," noted Chuwe. Furthermore, the idea is for infringers to interact with the RTIA on an electronic basis.

"All the vehicles and drivers that you have registered will be on our platform and as soon as they commit an infringement we will be able to alert you directly, electronically. This allows you to save money by dealing with each case at the earliest point and making the process easy to manage," added Chuwe.

With the signing of the act into law expected to take place within the current financial year, **FOCUS** will be keeping an eye on the process and reporting on any further developments. **F**





## Cummins starts to **STOP-START**

FRANK BEETON reports on the inclusion of stop-start technology in a commuter bus application

**T**he never-ending quest for reduced fuel consumption and lower emission levels has dramatically increased the incidence of stop-start functionality in motor vehicles.

Most of us have experienced this feature in modern motor cars. It is usually left to the driver's preference to decide whether it is allowed to do its own electronic thing, or be cancelled out, because the continuous restarting of the engine (following planned or unplanned stops) becomes a tad irritating after the initial novelty wears off.

Some owners are also concerned that, if left unchecked, the stop-start function will result in shorter battery life and accelerated wear of the starter motor and flywheel ring gear, through which the engine starting function is enacted.

However, a good opportunity clearly exists in the urban bus operating environment – with its frequent halts at bus stops and traffic signals – to reap some of the stop-start benefits. Realising this, the United Kingdom arm of global engine manufacturer Cummins has launched a stop-start version of its ISB Euro-6 diesel engine into the market.

The system successfully completed a 4.2-million cycle testing regime. These tests reportedly revealed fuel savings of four to seven percent, and a 30 to 40 percent reduction in NOx emissions.

Subsequently, an initial batch of 100 stop-start equipped engines has been supplied to bus and coach manufacturer Alexander Dennis Ltd. Deliveries

of the first complete vehicles have already been made to First Group operations in Glasgow, Scotland, and Bristol, England.

The level of preparation applied to the ISB engine for stop-start operation was surprisingly substantial. Modifications include a new 210 000-event starter motor, new flywheel and ring gear, modified wiring, an engine speed sensor, updated fuel system, new connecting rod bearings, new crankshaft bearings, and upgraded engine management software – which can be set to accommodate the owner's unique operating preferences.

To date all stop-start installations have been coupled to Voith DIWA automatic transmissions, although both Allison and ZF have announced the availability of their own compliant units.

The Cummins stop-start system will only operate when the driver has applied the handbrake, the engine is at working temperature, air pressure is normal, and the hazard warning lights are not operating. It will also restart the engine after it has been switched off for a period of one minute, to avoid damage by torque converter oil starvation.

While understanding the severity of bus operation, which may include as many as 60 to 80 handbrake-on stops per hour, the extent of engine modifications that Cummins has deemed appropriate is quite surprising, and results in some additional up-front, add-on cost, which the manufacturer claims should be fully amortised over a period of around 18 months. **F**



# AH – JUNK STATUS!

Let's have another conference!

Now that our economy has reached the brink of junk status, many observers are trying to explain how we got there and what needs to be done to turn things around. Sadly, they routinely fail to emphasise the role that bad public transport is playing

**S**outh Africans spend 17 percent of their after-tax income just on paying off their car loans. Add fuel and other motoring costs and we are probably looking at more than 30 percent. That calculation doesn't include people in low-paying jobs who don't pay tax, but who also pay a big slice of their income on cars, or on expensive minibus-taxi fares.

Instead of fixing subsidised public transport, the authorities come up with one lame transport conference after the other. The latest was held on the East Rand in March, where Gautrans, in partnership with a Brussels-based outfit called the UITP (*Union Internationale des Transports Publics*), held a conference – closed to the public – to talk about a “transition towards a transport authority (TA)”.

Suddenly the authorities have discovered that a TA “requires an appropriate legislative framework” and that existing legislation does “not provide for a transition ... towards a ... transport authority”.

The purpose of the conference was, therefore, to “develop an understanding of the concept ... understand structural models ... consider policy options ... understand institutional arrangements ... clarify the processes needed to establish a TA by 2019”.

Come on, Gautrans – you knew all about this at least 16 years ago. In March 2000, Gautrans produced a document called: A strategy for public transport

modal integration in Gauteng. It was sent around for comment to various stakeholders. Someone put a line through the following paragraph on page 65:

*6.2.10. One of the responsibilities of a TA is to develop a public transport plan for the transport authority area. Such a plan must, according to the NLTB, include modal integration proposals and provide the legal framework for planning and implementing of modal-integration projects. It, therefore, becomes the centre or the pivot for the whole modal-integration strategy.*

Clearly, this was an embarrassment to some “stakeholders”, since, at that stage, no progress had been made towards a TA. So paragraph 6.2.10 of 2000 joins Annexure F of 2013 on the junkyard that is transport “planning” in Gauteng.

Why was it necessary to airbrush a TA out of the discussion at that time? It should be obvious – only three months earlier, Gautrans had announced the intention to build the Gautrain, which (a) would have been a violation of the NLTB, and (b) would have been turned down by a properly functioning TA. Sadly, we have now wasted 16 years, and still have to be given until 2019 to sort out the resulting mess!

Forward to 2006: the Gauteng Department of Education failed to pay school bus operators money that was owed to them, resulting in thousands

of schoolchildren having to walk to school. That was clearly missed by the cronies at the UITP which, in 2007, awarded the Gautrain a special prize for putting up a "kiddies" website, supposedly intended to make young people more aware of public transport.

I pointed out this irony to the UITP in 2008, saying: "If we wish to attract children to public transport, we will have to do more than offer them websites. We need to offer them services that they can actually use.

"If the UITP wants to make a contribution to solving the serious problems facing public transport in South Africa, it will need to take a more investigative approach to the information that it receives."

The UITP stiffly replied: "UITP is a non-political organisation and we are not interfering in local public transport decisions."

To which I replied: "I did not ask the UITP to interfere in political decisions. However, when the UITP's policy of non-interference spills over into uncritical

acceptance of bogus research and poor decisions on the part of governments, then the UITP will undermine any role that it might hope to play in such countries. Giving prizes to bogus websites is not very helpful."

(By the way, the "kiddies" website is now so out of date that it also belongs on the scrapheap. As you did with Annexure F, please take it off the web, Gautrans.)

Well, another eight years have gone by, during which the UITP, its African offshoot; the UATP, and Gautrans have continued to hold meaningless conferences.

Gautrans has known all along what should be done about introducing a TA, and its failure to do so has undermined public transport in the province. Developing an understanding of the "concept, structural models, policy options, institutional arrangements" and clarifying "the processes" should have been completed by now.

Ah, junk status. Maybe it will focus our minds. Maybe it won't! **F**



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

## BUS STOPS

### IN THE REAR CORNER

Increasing city traffic has made proper vision around a bus or coach more critical than ever. When

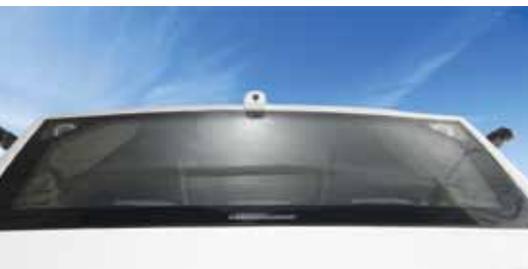
turning, the blind spot created by tail swing can increase the risk of damage to the vehicle or its surroundings. The rear of buses with three axes and an enclosing rear axis

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**ABOVE AND RIGHT:** The Orlaco camera system aids manoeuvring in busy areas.





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