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ON TRANSPORT AND LOGISTICS

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NEW EUROCARGO: ALL THINGS TO THE HCV MARKET



THE TESLA SEMI:

Radical departure or inspired creativity?

SOLUTRANS 2017:

What will power the truck of the future?

CHAOS

at Zim borders out of hand!

PROGRESSING SLOWLY:

RRT takes shape



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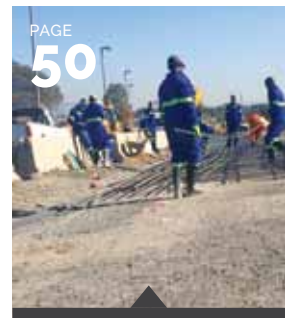
Tesla has launched its all-electric long-haul truck, the Semi. The company says it's unlike anything we've seen before.



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REDEFINING "ENTRY LEVEL"

Mercedes-Benz South Africa has strengthened its offering in the commuter-bus segment with a new entry-level model.



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NORTH WEST EAGER FOR NEW TRANSPORT SYSTEM

In February, the Rustenburg municipality began construction to prepare for the area's new BRT system.

COVER STORY

Voted Truck of the Year in 2016, the all-new Iveco Eurocargo has now been launched in South Africa. Find out about this new truck on page 6.



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RAINY DAYS AND WASHAWAYS

THE JRA FACES AN UPHILL BATTLE AS THE RAINY SEASON HAS AGAIN WASHED AWAY THE BEST OF JOBURG'S ROADS



GAVIN MYERS

Humans are strange ... aren't we? Each winter we whine about how cold it is, despite knowing that low mercury levels define the season. Then, as the seasons change, we welcome back the warm embrace of summer and groan about the desperate need for rain. Eventually the rain returns – at which point we moan about it...

At least, that's how it is for those of us living on the highveld. In fairness, though, the clouds creating those fabled highveld thunderstorms do seem to be darker, the flooding seems to be deeper, while the hailstones seem to have increased in size from golf ball to cricket ball.

Naturally, Gauteng's ever-ailing road infrastructure takes a knock during the rainy season (and, naturally, we act surprised). In the last couple of months it's been a repeat case of watching traffic lights go out, potholes develop, or roads wash away.

Not that the authorities haven't been trying ... the Johannesburg Roads Agency (JRA), for example, has been busy in 2017, but its State of Joburg's Road Network report (issued during November) makes for some disheartening reading.

The study identified and categorised the city's 13 599 km road network for maintenance, reconstruction, resurfacing and gravel-road upgrades. According to Goodwill Mbatha, acting MD of the JRA, in terms of engineering standards the condition of the city's road network has deteriorated by 25 percent.

The report states that, compared to the 2013 report, "very good" and "good" surfaced roads have decreased from 52 to 45 percent, while "poor" and "very poor" roads have increased from 27 to 32 percent.

It continues that 32 percent of surfaced roads (3 968 km) require reconstruction, 45 percent of surfaced roads (5 581 km) require ad hoc maintenance, and 23 percent of surfaced roads (2 852 km) require

resurfacing. Of the 1 168 km of gravel roads, 72 percent require reshaping and re-gravelling.

The JRA says that surfaced roads have an average lifespan of ten years. Its annual target across the total road network for surfacing is ten percent, and five percent for reconstruction. However, due to budgetary constraints, only one percent is resurfaced and 0,02 percent is reconstructed.

Considering the cost per kilometre for reconstruction is R4 million and R1 million for resurfacing, it is little wonder the Agency's allocated 2017/18 roads budget of R247 million (split R100 million and R147 million respectively) doesn't go very far.

And the scariest statement in the report? "Due to historical underinvestment in roads prior to 2013, compounded by deterioration as a result of climatic conditions, increased traffic volume and the percentage of heavy-duty vehicles, Johannesburg's road network is at present faced with a R7,1 billion backlog – of which road resurfacing requires R4,26 billion and reconstruction R2,84 billion."

As the agency continues its ten-year Roads Development Plan to achieve targeted road conditions across the city by 2023, it has at least received a R88-million boost (during March) from Mayor Herman Mashaba to address the backlog of pothole repairs.

Between July and October 17, the JRA spent R199 632,23 on addressing 4 750 of the 5 603 pothole repair requests it received (the remainder are scheduled).

The agency also says that its maintenance teams across the city's seven regions have shown great improvement in addressing pothole backlogs, with a total of 29 496 pothole repairs carried out within 30 days at a resolution rate of 84,72 percent.

At least that's something Joburg's residents can really get excited about! **F**





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ERRATUM

WE MADE AN OOPSIE...

The article entitled Monitoring, maintaining and maximising fleet operations, in issue 11 of **FOCUS**, incorrectly attributed the Roambee tracking product to MiX Telematics.

Roambee Corporation is an independent tracking solutions provider whose products are, in fact, administered in South Africa by T-Systems South Africa.

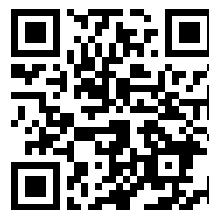
FOCUS apologises to all affected parties for the incorrect information that was published.

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A NEW WINNER FOR SA!

IVECO HAS BROUGHT (ONE OF) ITS TRUCK OF THE YEAR WINNERS TO SOUTH AFRICA – THE ALL-NEW EUROCARGO!

I

veco will be opening up the full versatility of the all-new Eurocargo range to the South African market by supplying a staggering 11 000 variants to its customers. It will even be introducing a new tipper model.

"We will meet any technical requirement for the heavy commercial vehicle market," says Elvis Mutseura, product marketing manager at Iveco South Africa.

"We will carry rolling stock of the MLC140E22, MLC160E24, MLC180E28 and the new MLC180E24K tipper model. We will also continue to serve our customers who have shown a strong and lasting preference for our 4x4 offerings in the MLC150E24WS," says Mutseura.

"Our South African 'standard' Eurocargo offerings are optimised for the most common distribution tasks where, for instance, we optimally carry 7,5 t on a seven-metre tautliner and up to 8,5 t on an 8,5-metre-long tautliner. Considering that a trailer of up to 15 t can also be towed, then one is looking at a very efficient and effective way of distributing goods for the proverbial last mile.

"The MLC180E24K will carry 7,5 t in a six-cube tipper body legally and comfortably on the road (and nine tonnes on site as per our rating) and will give contractors a real option for smaller construction sites," he explains.

Iveco has made major improvements to the Eurocargo range in terms of fuel efficiency, comfort and durability.

Mutseura says: "We have optimised our wheelbase offerings across the range and can boast industry-leading productivity that results from the outstanding fuel efficiency, as well as from class-leading payload and towing capacities.

"We are looking forward to putting the new Eurocargo into independent tests so that our claims can be proved

and verified," he adds.

For the South African market, the new Eurocargo will be available with high- and low-roof day-cab options and wheelbases ranging from 3 105 to 6 570 mm. The local models will also be adapted to suit local conditions, with the fitment of upgrades such as a steel front bumper and additional fuel filtration. Iveco South Africa will be importing the new Eurocargo range fully built up.

Powering the new range will be the 5,8-litre Tector engine which produces between 164 and 208 kW (220 and 280 hp) of power and 680 to 930 Nm torque. These engines will be emission rated at either Euro 3 or Euro 5.

Drive will be through ZF six- or nine-speed manual gearboxes (which allow a gross combination mass of 32 500 kg), or through a six-speed ZF automated-manual or Allison fully automatic transmission.

While the Eurocargo in Europe boasts Iveco's innovative HI-SCR Euro-6 emission-reduction technology, South African fuel and legislation limitations mean that this technology will not be fitted to local models. However, versions running on compressed natural gas (CNG) may make the cut.

Its fuel efficiency, comfort and durability may be some of the reasons that the new Eurocargo was named the Truck of the Year, but by supplying South African customers with over 11 000 variants, Iveco hopes to prove that the Eurocargo can exceed their expectations. **F**

GET MORE INFORMATION ABOUT THE NEW EUROCARGO HERE!





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

WHAT CHANCE REGIONAL INTEGRATION?

THE CROSS-BORDER ROAD-TRANSPORT INDUSTRY THROUGHOUT THE SOUTHERN AFRICAN DEVELOPMENT COMMUNITY (SADC) REGION OPERATES IN A PERMANENT CLIMATE OF FRUSTRATION AT THE CONTINUAL OBSTACLES TO INTERSTATE TRADE, THAT ARE RAISED BY AUTHORITIES

For potential manufacturers, miners and farmers in southern Africa, being globally competitive requires high levels of efficiency. This is difficult to achieve at low volumes and with constraints imposed by limited availability of skills and excessive government regulation.

European Union (EU) Chief of Development Aid, Stefano Manservigi, says: "This region is steadily losing its lead on other regions, not only in gross domestic product, but also in unemployment and other structural inequalities."

The result is low and reducing levels of company tax revenue and a focus on other revenue sources, including the import-export trade.

Fesarta has calculated that approximately 30 percent of the US\$ 10 400 (R147 374) cost of moving a container on the North South Corridor, from Durban to the Democratic Republic of Congo, is a result of various forms of taxation.

A further 25 percent is due to delays caused by border and corridor control activities. The queues of commercial freight vehicles at the Port of Durban and at borders and

checkpoints amount to a collective wastage of up to US\$ 800 000 (R11 336 520) per day.

Manservigi notes: "While SADC has a free-trade agreement on paper, the region still faces major impediments to greater actual free trade and regional integration. Examples of this include the unilateral restrictions Zimbabwe has slapped on South African exports and, more generally, bureaucratic blockages and corruption at border posts."

deems their advice... "We were told there was a meeting the next day ... and that we were not invited," says a transport representative based at the border. The official exclusion of the trucking industry from strategic planning discussions appears to be designed to mask the vested interests of border officials.

It is essential that SADC follows the lead given by the East African Community (EAC) and their donor partners. The Corridor Authorities,



“The SADC region still faces major impediments to greater actual free trade and regional integration.

A recent meeting between the two revenue authorities discussed "various concerns" raised by South African stakeholders surrounding the ever-mounting cost of doing business through the border post.


"The discussion further acknowledged the importance of other critical value-chain players from both countries," says Sandile Memela, South African Revenue Service (SARS) spokesperson.

Transporters are, however, questioning just how "valuable" SARS

including the private sector and the donors, use independent consultants to monitor the efficiency of the transformation of their borders and the corridors.

Until SADC can give undertakings that their member states are willing to commit to real "regional integration" and promotion of business and trade efficiency, instead of "developmental states" managed by inept politicians, it is futile for the EU and other donors to increase their efforts and contributions. **F**



 @EconometrixZA

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

WHEN DOES A STAGNANT ECONOMY HELP?

WHEN YOU ARE A BUS OPERATOR...



While the South African economy navigates the doldrums that have characterised 2017, the global economy continues on the path to recovery. Growing momentum in the United States (US) and China and a continued recovery in the European Union all point to a global economy recovering from the depressive effects of the last decade.

At a time when many sectors in the domestic economy remain bogged down by weak consumer and business confidence stemming from

South Africa, we find that over the past few years one of the largest growing segments in the domestic tourism market comes from the Far East, and, in particular, China.

A deeper dive reveals a number of interesting trends. The largest region for tourist arrivals remains Africa, and particularly our direct neighbours, who typically enter the country to visit friends and relatives, while also crossing the border to do grocery shopping in towns such as Musina and Nelspruit.

However, in countries without a common shared language (Germany, China and Japan), packaged tours remain the most popular

of Japan, at 42 percent of all outbound leisure trips, while in Germany this method remains the third-most popular for outbound tourism at 16,9 percent. Recent reports suggest that demand for German-speaking tour guides in South Africa has far outstripped supply.

The spatial distance separating many of our attractions – the distance between Sandton (for shopping) and Soweto (for a cultural experience) or the distance between the centre of Cape Town and the winelands – and the absence of integrated transport nodes, mean that bus travel is set to remain the most attractive option for at least the next decade.

The continued attractiveness of the rand against major developed currencies will continue to spur on demand. A warm climate, natural attractions and favourable exchange rate present a supreme upside for the tourism outlook in the country.

The bus industry would be well advised to take advantage of the greater demand for new experiences from emerging middle-class travellers from new regions such as China, while established markets in the US and United Kingdom continue to make use of package tours.

Across all segments of the vehicle industry in South Africa, headwinds facing domestic macroeconomic indicators continue to depress demand. The tourism industry remains a shining light to the economic outlook, and bus manufacturers should jump at this opportunity. **F**



political headwinds, the transportation industry would do well to consider the performance of another sector in which a tremendous upside remains – the tourism industry.

In the latest figures published on the tourism industry by Statistics

method of seeing the country. The latest survey, shows that operated tour groups constituted around 30 percent of all outbound leisure trips from China in 2008, with this ratio expected to have grown since.

This ratio is even higher in the case



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THE ELEPHANT IN THE ROOM

THE IMPORTANCE OF UNDERSTANDING THE FUNCTIONS OF BILLS OF LADING

B

ills of lading have long been described as the cardinal documents for the carriage of goods by sea.

Since their advent, the interpretation of bills of lading and the complexities they pose have given rise to ongoing disputes. In a recent court case, in the New South Wales District (NSW), in Australia, the court likened bills of lading to an elephant; describing them as easier to recognise than to define.

Bills of lading have a tripartite function in that they constitute:

1. A receipt for goods shipped and received by the carrier;
2. A document of title providing certain rights to the holder; and
3. Evidence of a contract of carriage.

The interpretation of bills of lading and their tripartite function came under consideration in the NSW case. This case concerned a finance company – Australia Capital Financial Management (ACFM) – that lent money to an exporter.

The exporter engaged a freight forwarder – Freight Solutions (FS) – to arrange shipment of its products to China. Freight Solutions then created documents which had the characteristics of a bill of lading.

The exporter provided the documents generated by FS to ACFM as security for the money that it borrowed from ACFM. When the exporter defaulted, it was found that the bills of lading issued by FS were not valid securities that would enable ACFM to take action to obtain possession of the cargo.



ACFM sued FS for damages. Its case was based on two causes of action.

First, it sued FS for misleading or deceptive conduct within the meaning of the Australian consumer law. ACFM alleged that:

- (1) Each bill of lading generated by FS purported to be (and had the hallmarks of) a negotiable instrument that provided an entitlement to the holder to present the bill of lading to obtain delivery of the goods;
- (2) The fact that each bill of lading was consigned “to order”, meant that FS was (or ought to have been) aware that the bills would, or might, be provided to third parties as security for payment for the goods and/or to secure financial arrangements.

The second was for a breach of warranty of authority, in which ACFM alleged that, by signing each of the bills of lading, FS held itself out as having authority to act on behalf of each relevant carrier described in each bill, including the authority to issue bills of lading that provided an entitlement to the holder to present the bill of lading to obtain delivery of the goods described.

The court found that the conduct of FS in issuing the bills of lading was misleading and/or deceptive within the meaning of Australian consumer law. The court further found FS liable

for breach of warranty of authority, as it did not have the authority to act on behalf of each of the relevant carriers in executing each bill.

The court found that the bills issued by FS were merely “house bills” and, unless they were endorsed, did not give ACFM any security of over the goods.

The South African Consumer Protection Act 68 of 2008 (CPA), in particular Section 41, is in certain respects similar to the Australian consumer legislation. Section 41 prohibits a supplier from engaging in misleading or deceptive conduct.

The CPA does not apply to a consumer (as defined) which is a juristic person whose asset value or turnover equals, or exceeds, the current threshold set at R2 000 000. It is probable that most local freight forwarders would fall outside of the threshold.

Many freight forwarders still do not understand the fundamentals of bills of lading and the complexities they present. It is likely that a South African court will take a similar stance to the one adopted by the NSW court if presented with the similar facts, especially since there is a shift to afford consumers more protection through the enactment and amendment of legislation. **F**



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

BRACING FOR AARTO

THE LEGISLATORS GAVE US A BREAK IN 2017

In 2017, some important amendments were made to the South African National Road Traffic Act to safeguard the transportation of children and other passengers in the goods compartment of a vehicle. Other amendments limiting the maximum speed of medium commercial vehicles came into full effect.

An amendment to regulation 250, published on November 11, 2016, came into effect on May 11, 2017. This amendment states that no school children may be transported for reward in the goods compartment of a vehicle.

Children and other persons may, however, be transported in the goods compartment of a vehicle if not for reward, provided that the vehicle complies with Regulation 247. The requirements include:

- The vehicle must be enclosed with material of sufficient strength to prevent the person from falling out of the vehicle when the vehicle is in motion.
- The enclosed height, when the person being transported is seated, is 350 mm above the surface upon which the person is seated.
- The enclosed height, when the person being transported is standing, is 900 mm above the surface upon which the person is standing.

The amendment further states that people may not be transported in the goods compartment of a vehicle together with any tools or equipment, except personal effects, unless



the portion in which the goods are transported is properly enclosed and separated from the passenger compartment.

I was extremely pleased to see that Regulation 293 was amended to limit the speed of commercial vehicles with a gross vehicle mass rating of more than 3 500 kg, up to 9 000 kg, to 100 km/h. The implementation date was December 1, 2016.

Regulation 215 was also amended to assist in restricting the maximum speed of minibuses, buses and goods vehicles with a gross vehicle mass exceeding 3 500 kg. These, too, must be fitted with a speed governor set to a maximum speed of 100km/h.

Transport operators need to be aware that there are strong rumours in transport circles that the Administrative Adjudication of Road Traffic Offences (Aarto) act could be fully implemented in 2018, which would include the point-demerit system.

For fleet owners, the full implementation of Aarto could present some challenges if they have

drivers who do not obey road-traffic laws. They could suddenly find that they have drivers who have had their driving licences suspended.

For professional truck and bus drivers, the risk of having a driving licence suspended or cancelled is a serious matter; as if this happens they will not be able to earn a living. However, on the positive side, the introduction of the driver point-demerit system will force all drivers of motor vehicles to drive with more care and obey speed limits and road signs.

This, in turn, should reduce the risk of truck accidents, as, in my opinion, many of the truck accidents are caused by drivers of light motor vehicles who disobey the law and, in turn, endanger heavy commercial vehicles.

*This article is a summary of the amendments to the South African Road Traffic ACT that have affected road users in 2017 and is not a comprehensive description of all the changes. **FOCUS** cannot be held liable for any omissions – ed. **F***



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

COMING TO A POLE NEAR YOU?

THIS IS THE 50TH HOPPING OFF COLUMN AND I REMAIN HUMBLLY AWARE THAT I HAVE REPEATED MYSELF SEVERAL TIMES BY NOW. SO, FORGIVE ME IF I, ONCE AGAIN, QUESTION THE VALUE OF OCTOBER TRANSPORT MONTH (OTM) AND HIGHLIGHT THE SHORTCOMINGS OF PUBLIC TRANSPORT IN SOUTH AFRICA

I have no idea how the people who organise the meaningless OTM activities manage to convince themselves that they are doing something worthwhile. My abiding memory of this past OTM is a picture of Ismail Vadi, MEC for transport in Gauteng, looking bemused as a youngster recited poetry.

In early October, the South African Institute of Civil Engineers (SAICE) released its annual report card on the condition of the country's public infrastructure. There were ten categories, four of them transport-related – rail, roads, airports and ports.

Top marks went to transport infrastructure – an A rating for the Gautrain, closely followed by a B+ each for Airports Company South Africa (ACSA) and heavy-haul rail freight.

As for the rest, the picture is, unsurprisingly, dismal. While the A for the Gautrain is probably justified, it is just as meaningless as bad poetry if the asset is underperforming and is playing a limited role in the overall improvement of public transport.

High-quality transport assets are fine, but poor operational management undermines their usefulness.

Although the motor car has been one of the most sought-after possessions worldwide for over 100 years, the laws of geometry are slowly kicking in – the demand for road space outstrips supply in most major cities.

The SAICE scorecard couldn't be expected to include the quality of public transport management, but, if it did, an F- would be appropriate. Bad public transport is putting

bus service. The result is that there is no institutional knowledge of how to make different operators fit together.

That applies to all large South African cities where, when it comes to integrating public transport, a mental vacuum has been created by years of neglect. Johannesburg, eThekweni, Tshwane, Nelson Mandela Bay and Ekurhuleni are all culprits, and there's no evidence yet that coalition councils are making any difference.



more pressure on road networks, which would otherwise be capable of handling more traffic. This is undermining the economy, not promoting it. Don't expect SAICE to point this out!

Another story that emerged in October was that the City of Cape Town is now (reluctantly?) considering taking over its local dysfunctional railway operation. That's going to be quite a tall order, since, for over 150 years, the city has prided itself on having a "private" operator to run its

It's nearly time for New Year's resolutions. Here's a little ditty that might get a mention at next year's OTM:

If half of the nation walked up to the station each day and made use of the train,

They'd help solve the question of smog and congestion and all become fitter again...

Will 2018 be the year when a Bus Stop sign comes to a pole near you? Unless you are the nimby type, it's time to start thinking about it... **F**

SERVING THE SOUTH AFRICAN ECONOMY



FAW Wuxi Diesel Engine Works (FAWDE) was founded in 1943. It is one of the largest diesel engine manufacturers in China and joined the FAW Group in 1992.

FAWDE is also one of the best manufacturers in the internal combustion engine industry in China. The FAWDE works occupies an area of more than 800 000 square metres with a fixed asset value of 5,9 billion RMB and intangible assets valued at 10,229 billion RMB. The annual product output is over 650 000 engines as well as 15 000 special and reassembly trucks. It is the largest R&D and manufacturing base for diesel engines in China. FAWDE has seven product families named W-, X-, K-, L-, M- and N-series, with power outputs ranging from 17kW to 330 kW. Our products conform to European emission standards Euro I - Euro IV.

FAWDE has achieved several "Firsts" in the Chinese diesel engine industry, including:

1st spherical graphite cast iron crankshaft, 1st air-cooled diesel engine, 1st auto power generation set, 1st turbo-charged diesel engine and 1st diesel engine with 4 valves per cylinder. Our products have been applied to generator sets, trucks, buses, agricultural equipment and endless engineering machines. FAWDE products are exported to more than 40 countries and regions, including Russia, Vietnam, India, The Ukrain, Iran, Suadi Arabia and South Africa.



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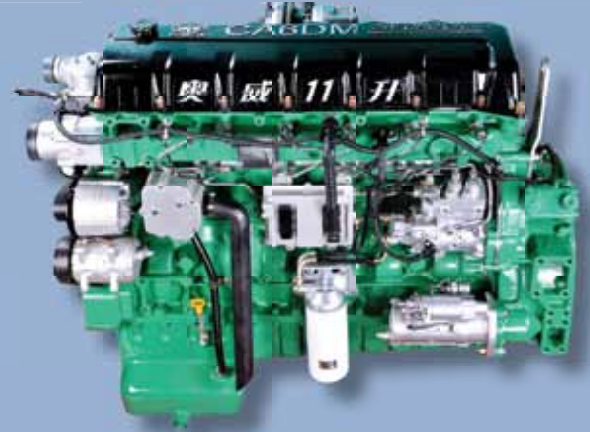
FAWDE Parts: ZG Truck Parts (Pty) Ltd

Unit 25, Sunninghill Office Park,
4, Peltier Road, Sunninghil, Sandton
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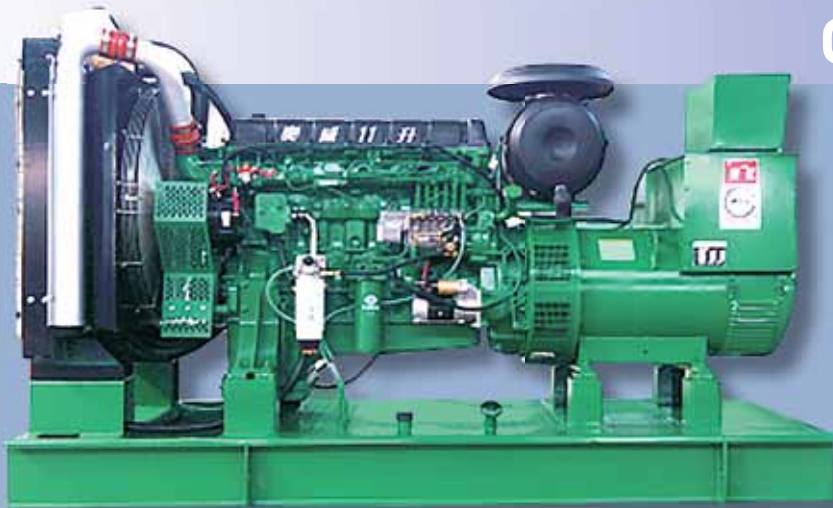
A range of diesel engines tough enough for Africa.

FAWDE diesel engines are key components in many commercial and industrial installations. A wide variety of sizes are available to suit your needs.

FAWDE ENGINE									
Model	4DW		4DX	4DF	6DF	6DL1	6DL2	6DM2	6DM3
Bore x Stroke mm	4- 85x100	4- 90x100	4- 102X118	4- 110x125	6- 110x125	6- 112x135	6-112x145	6-123X145	6-126.5X166
Displacement (L)	2,27	2,54	3,86	4,75	7,13	7,7	8,6	11,05	12,52
Rated net power / speed(kW / rpm)	17-33/ 1500-26 50	22-55/ 1500-26 50	40-74/ 1500-24 00	65-118/ 1500-23 00	92-177/ 1500-24 00	147-195/ 1500-21 00	162-235/ 1500-22 00	228-309/ 1500-200 0	300-338/ 1500-1900
Maximum torque / speed (N-m/rpm)	145/ 1500-180 0	245/ 1500-18 00	380/ 1500-18 00	540/ 1400-17 00	860/ 1400-17 00	1100/ 1500-18 00	1400/ 1500-180 0	2100/ 1300-160 0	2300/ 1300-1500
Available range	Trucks, Generator, Water pump, Forklift, Loader , Harvester ect.								



GENERATOR SETS



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

FAWDE GENERATOR ENGINE									
Model	4DW	4DX	4DF	6DF	6DL1	6DL2	6DM2	6DN	
Bore x Stroke mm	4-85x100	4-90x100	4-102x118	4-110x125	6-110x125	6-112x135	6-112x145	6-123x145	6-131x155
Displacement (L)	2,27	2,54	3,86	4,75	7,13	7,7	8,6	11,05	12,5
Standby power / speed(kW / rpm)	19/1500	23-34/1500	36-53/1500	72-92/1500	105-154/1500	194/1500	226-251/1500	316-330/1500	365/1500
Prime power / speed(kW / rpm)	19/1500	21-31/1500	33-48/1500	65-84/1500	96-140/1500	176/1500	205-227/1500	287-300/1500	332/1500
Available range	Generator :15KVA-375KVA								

FAW TRUCKS

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



TURNING THE WHEELS OF THE ECONOMY AND THE TRANSPORT INDUSTRY

JOE MAHLO, GENERAL MANAGER OF COMMERCIAL AT ENGEN, HAS SPENT MORE THAN THREE DECADES KEEPING THE TRANSPORT INDUSTRY FUELLED. FOCUS CHATS TO HIM

Mahlo started his career in the transport industry as an accountant straight out of university. He hated every minute of working as an accountant and soon started spending most of his time in the sales, marketing and other related divisions.

While he has been situated in Johannesburg for most of his career, he also spent a few years in the United Kingdom (UK) and United States (US).

"In 2012, I was quite privileged to be appointed to the role of Engen sales and marketing general manager based in Cape Town, where I was responsible for customers from all the sectors Engen services," Mahlo says.

"As you can imagine, that is a huge portfolio. Recently, Engen has undergone some changes in the organisation, and now I focus only on the commercial customer base. The commercial division includes everything except service stations," Mahlo notes.

Mahlo was appointed general manager of commercial at Engen in March this year. He has also moved back to Johannesburg, where the majority of Engen's clients are located.

He says: "It was the best decision; I'm spending more time with customers as I'm just a phone call away and don't have to hop onto a flight."

For him, the most satisfying part of working in the transport industry, and particularly at Engen, is that he can make an impact. He says: "What I've found really fulfilling is that (in a manner of speaking) we turn the wheels of the economy. The transport industry is absolutely essential for the functioning of the economy, but it can't work without us."



He adds: "For me, knowing that without our contribution the transport industry, and therefore the economy, wouldn't work is something that keeps me going."

Of course, this is not a one-man job. Mahlo has an entire team working to keep the transport industry fuelled. When asked how he approaches managing his team, Mahlo explains: "I believe in getting the right people in the right jobs, and making sure that they are capable and up to the task."

"I support them at first, but then let them carry on with

what they have to do. Let's face it: no amount of standing over someone's shoulder will produce results if the person is not up to the task."

Mahlo loves the fact that his team is very young. "I quite like people with a little bit of head space that they can grow into. What I also like about the team I have is that they are not weighed down by baggage and history. They are able to look at new ways of doing things and are then willing to go and do those things.

"Young people are much more willing to ask what to some may seem to be 'stupid' questions, which can actually lead to finding new breakthroughs," he says.

"Over time, Engen has moved away from technology that can be tampered with to wireless technology. We continue to work with partners that specialise in this technology to introduce even better controls. The best solution will be to get rid of paper, which can be falsified, and, if possible, to get rid of cards as these are less secure than electronic communication between the vehicle and the station or pump," Mahlo explains.

He adds: "Ultimately, we need to introduce two-factor authentication, which will be required before one can authenticate the refuelling of the vehicle. This is something we are working on and it will provide reasonable certainty



While an innovative team makes it much easier to face challenges, it doesn't eliminate them. One of Mahlo's top concerns for the transport industry is the weak economy, which severely impacts the industry's growth.

"During a weak economy the transport industry also is particularly prone to fuel theft. If it was just a little bit here and a little bit there, then perhaps we wouldn't make such a big fuss, but large quantities of fuel are being stolen.

"It is estimated that, depending on the quality of controls that companies have in place, they could be losing up to 20 percent of their fuel to theft. The industry is losing an enormous amount of money," Mahlo explains.

For this reason, he believes fuel suppliers, like Engen, should be assisting customers to mitigate any losses that they might suffer. He says the most important part of preventing fuel theft is to remove manual interventions during the refuelling process through the use of technology.

that no one can steal from our customers. If we achieve that, I think we will have done a great service to the industry, but we still have a way to go."

Although no particular moment in Mahlo's career stands out, he feels it has been a great journey. "I think to single out any particular moment would be to do an injustice to a career in which I couldn't have asked for more. It has been an incredible journey and I've been very privileged," he says.

For anyone starting their career in the transport industry, Mahlo advises: "This is an incredible industry. It is crucial to the functioning of the economy and has great opportunities to venture into various different spheres.

"All the companies that I'm familiar with spend enormous amounts to develop their people. They actually care about their employees. It is the one thing that struck me when I started working for Engen – the community spirit." **F**



MOVING SOUTH AFRICA FORWARD - TOGETHER

CARGO CARRIERS HELPS DEVELOP A WORLD-CLASS SOUTH AFRICAN TRANSPORT INDUSTRY



With October Transport month behind us, specialised transport provider Cargo Carriers recognises the important role that the larger transport industry has to play in growing the country's economy and thereby helping to address unemployment and inequality.

Importantly, it also emphasises the need to establish robust partnerships between the private and public sectors to develop a world-class transportation, logistics and supply chain industry in the country.

Cargo Carriers continues to demonstrate its commitment to promoting excellence in the industry and setting the standard by which the quality of transportation, logistics and supply chain services is measured.

The many awards and accolades the Cargo Carriers has received bear testament to the success of the company's significant investment into research and development. An outcome of this programme includes patented trailers that have been designed for specialist haulage operations. These trailers have reduced fuel burn and lowered the overall carbon footprint of the large transport and logistics component of business.

Meanwhile, the use of intelligent telematics has streamlined fleet management and improved flexibility on contracts. The power of the internet is also being harnessed to bolster supply chain efficiencies.

This calculated and strategic approach has ensured that Cargo Carriers has remained the first point of contact for an integrated transport logistics solution for participants operating in a variety of specialist industries.

The company was founded by Des Bolton in 1956 and listed on the Johannesburg Stock Exchange in 1987.

While a listed company, Bolton's key traits and values are still very much engrained in the company's DNA. They are evident in Cargo Carriers' unrelenting commitment to the highest standards of corporate governance and ethics, as well as its strict adherence to internationally recognised standards for quality and environmental stewardship.

Cargo Carriers is acknowledged by several industry regulatory accreditation bodies, including Dekra, a global

custodian of safety and quality standards for companies specialising in technology, environment and mobility.

The company is also a signatory to the Responsible Care programme of the Chemical Allied Industry Association, which promotes the safe handling and transportation of hazardous substances.

These initiatives are also in line with government's own drive to significantly improve safety levels in the local transport industry, as well as with the Cargo Way which, in addition to championing strong values and work ethics, places immense credence on health and safety.

This culture spans the boardroom and various branches and is also evident in the behaviour of the many drivers tasked with safely hauling product and materials, including hazardous substances.

High health and safety standards are ensured by bi-annual internal OHSAS 18001 compliance checks, as well as annual external OHSAS 18001 and bi-annual SQAS assessments.

They are augmented by regular Road Safety Management System Compliance audits conducted by clients, as well as annual health inspections of drivers to ensure they are fit to perform their duties safely.

In addition to being a large employer, Cargo Carriers continues to invest heavily into skills development and training programmes for employees. These initiatives are complemented by employee-share ownership programmes, such as Ikamvalethu and WomenCo.

Ikamvalethu has ensured employees enjoy meaningful participation in the economy, while creating a culture of ownership by allowing them to share in the future success of the business.

In a further development, WomenCo was launched earlier this year by the board of Ezethu Logistics, a subsidiary of Cargo Carriers, to bolster initiatives geared at transformation.

This new investment vehicle affords eligible woman employees (of both the parent company and its subsidiary) the opportunity to acquire a majority share in Ezethu Logistics.

Both initiatives complement Cargo Carriers' dedication to transformation, demonstrated by its own robust Broad-Based Black Economic Empowerment (B-BBEE) credentials. SM

IN THE LONG TERM, RELATIONSHIPS MATTER MOST

A CAREER IN TRANSPORT THAT HAPPENED BY CHANCE HAS NOT KEPT ERNIE TRAUTMANN, VICE PRESIDENT OF HINO SOUTH AFRICA, FROM ACHIEVING GREATNESS. WITH A FOCUS ON PEOPLE, CUSTOMER SMILES AND APPROACHABILITY, TRAUTMANN HOPES TO MAKE HINO THE NUMBER ONE TRUCK BRAND IN SOUTH AFRICA

Trautmann has spent almost 30 years in the transport industry, but his career choice happened purely by chance. He attended the wedding of a fellow rugby player in Kimberley where he met Calvyn Hamman, the brother of the bride, who worked for Toyota South Africa. Hamman is now the senior vice president of sales and marketing at Toyota South Africa.

Trautmann recalls: "It was just by coincidence that Toyota was looking for somebody to manage marketing training for the dealer network."

In 1988, Trautmann joined Toyota South Africa as part of the training division. He was involved in many firsts for the transport industry such as the implementation of toll-free lines. He was also part of the team that introduced Toyota Touch.

"A new initiative was installed by Brand Pretorius, who was the managing director of Toyota South Africa at that stage. He wanted to establish a very customer-orientated culture, which was called Toyota Touch. It is still active in the company," Trautmann reflects.

In 2014, he joined the Hino South Africa team, where this same customer-centric approach has been key to his success. "Our culture is driven by Hino Motors Limited Japan's direction of Total Support and the Toyota South Africa Motors (TSAM) philosophy and vision of keeping customers happy. We actually define it as creating customer smiles," notes Trautmann.

He has a similar approach to his management style, and believes it is important to always be available for staff, dealers and customers. He says: "I like to think I'm approachable and that dealers and customers can phone me at any time. I have a philosophy that if someone phones and I can't speak to them immediately, I will phone them back that same day, even if it is after business hours.

"My management approach is to be involved, to guide and to provide leadership, but also to allow people be innovative. I believe in motivating the team, creating opportunities and mentoring people," he adds. With a business model and personal philosophy aimed at satisfying customers, it is no surprise that Trautmann enjoys seeing his clients succeed.

"The most satisfying part of my job is that, when I visit customers, I am always amazed at how many successful businesses operate in South Africa, sometimes under very



difficult circumstances. These businesses are always so passionate, positive and creative. That is always most satisfying, especially if they are operating Hino vehicles in their fleet," he states.

Trautmann lists Hino South Africa's number one ranking in the Competitive Customer Satisfaction and Nada Dealer Satisfaction ratings as highlights in his career. These impressive rankings mean Hino South Africa is well placed to achieving the Hino Vision of becoming the number one brand in South Africa after 2020.

Trautmann advises youngsters considering a career in the transport industry: "You've got to be a people's person. It's not about the trucks; it's about relationships that you have with people. You've got to be able to understand somebody else's concerns and come up with a logistical solution."

"You've also got to be genuine, open and honest, because you have to form long-term relationships. This industry is long term. Even if you can't help someone, be honest. That will give you the credibility for the future," he concludes. **F**

WORKING IN THE LITTLE BIG COMPANY

GAVIN MYERS CHATS TO FOUR OF SCANIA SOUTH AFRICA'S TOP LEADERS TO FIND OUT HOW THEY DRIVE – AND ARE DRIVEN BY – THE COMPANY

W

ith its continually climbing market share, an expanding solutions portfolio and the responsibility of managing seven southern African markets, Scania South Africa is undoubtedly on a good path.

Maintaining that trajectory requires a solid leadership base. These are the men who carry that honour in this "big little company" ... as they like to call it.

RAIMO LEHTIÖ, MD SCANIA SOUTH AFRICA

It's been one and a half years since Lehtiö joined the local company and, interestingly, he feels that South Africa is one of the easier markets in which to operate.

"The operators are straightforward, down-to-earth business people. They are easy to approach and know what they want. It's easy to foster transparent relationships with them," he explains.

Lehtiö describes himself as someone who will always try to find common ground. He mentions that it is important to



have a vision in mind while listening to people at the same time.

"Considering the current challenges faced by the South African economy and market, it is important for me to learn from the Scania staff, while also educating them for when the market matures," he says.

So, where will Lehtiö lead Scania in 2018? "The targets are always moving," he says. "Everything we do needs to talk to the total operating economy of the operators; not just costs, but the revenue side of their businesses," he adds. In this regard the brand has numerous initiatives on the go.

"Our vehicle range is growing to cover more applications. With that we grow our services and total solutions packages to find the right combinations for local transporters. For example, we've begun to offer vehicles with ready-made bodies so as to cut the lead time on delivery. We are also growing our footprint and opening new service centres.

"Attracting new customers is always a goal, and in today's tough market our used-vehicle division is key in this. Our used-vehicle sales are at an all-time high at the moment.

"At the beginning of 2017, we started the Scania Academy, which is helping to increase the technical training and

competence of our people," he says, adding that people are the most important aspect of the business.

"Scania South Africa has an excellent team and we will be even stronger if we continue to listen to our customers. They give us the best hints, and that drives our partnership with them," he concludes.

ANDERS FRIBERG, GM NEW VEHICLE SALES AND EXPORT

In July 2016, Friberg joined Scania South Africa after running the operation in Tanzania for four years. He's been with Scania for ten years and lists his achievements in South Africa as a definite highlight.

"There are close to 25 players in the South African market. I'd never seen that before; in Europe there are perhaps eight or nine. Nonetheless, I took the decision to start growing our presence in the local construction and distribution segments – and we are taking market share each year. Now we're aiming for the distribution segment," he says proudly.

With big investments into South Africa being scarce at the moment, Friberg knows that a sale cannot be forced. "After more than 17 years I can say that dealing in commercial vehicles is not an easy business. One can't expect 'easy money' ... it is hard work and there will be tough times that challenge the industry," he explains.

"Our view in today's situation is to be the best in the village ... customers should come to us if they have a problem, no matter what it is. To maintain a high market share, our sales force must be well trained. We need to know our business and offer tailor-made solutions with the right packages that benefit our customers and their customers.

"With our total solutions package we can give our customers the best value for money. And if our customers are profitable, we are profitable," he concludes.

MARK ERASMUS, GM SERVICES

Having begun his career in 1991 and worked for various distributors and original equipment manufacturers (OEMs), Erasmus is well known to the South African trucking industry. In November 2013, he joined Scania South Africa as regional director and took on his latest role in August 2016 – and it is one for which he is ideally suited.

Erasmus says: "Trucks are amazing things and the personalities in the commercial-vehicle sector are fascinating. Generally, people don't understand the industry, its diversity and what it takes to make it work."



He adds: "It takes a lot to make it work ... which is why 2018 will be an important year for the company. The big thing for us is to maintain customer loyalty. Listening to our customers, being honest with them and finding solutions to meet their needs is the only way to do it.

"This is why we want to consolidate the retail business and make it easier to own a Scania; from buying to servicing or parts, to handling complaints and compliments. We have lots of initiatives planned to increase the quality of workmanship and better pricing of parts.

"Through our customer-care programme, we personally visit (or call, if visiting is impossible) each of our operators with specific questions. This guides us in improving on our performance from their perspective."

He concludes: "Customers appreciate it when you can prove they are getting value for money. There are no grey areas with the levels to which we will go to make them happy."

PETR NOVOTNY, MD SCANIA FINANCE

Novotny has been working in the Scania South Africa team for three years – a time that he describes as "very successful".

"I'm really enjoying the journey in South Africa. Despite the challenges in recent years, we have improved the efficiencies and are preparing the organisation to grow. Major investments should happen when the market is down, to prepare for what's to come when it begins to grow again," he says.

Novotny is a numbers man with a difference; this certified accountant also holds an MBA and studied engineering. This wholistic background allows him to understand what it takes to grow an original equipment manufacturer (OEM) like Scania.

Indeed, in the last three years the Scania Finance portfolio has doubled with nearly 6 000 vehicles and 2 200 under Scania Insurance (which, in August, became the first OEM broker approved by the South African Financial Services Board).

"Our approach is customer centric and plays to the Scania total solution. Every Scania product has an effect on our customers' profitability. In 2018 we'll focus more on B-BBEE customers and supporting southern African fleets. Growing Scania Insurance will be a major activity, too – we want this product to improve our customers' cost per kilometre (CPK)," Novotny explains.

"I believe Africa is one of the top continents for the future of international companies. There are needs that will have to be met for demographic development. It will be a bumpy ride, but very nice road. We must do it together to support every aspect of the development," he concludes. **F**



A CHANCE MEETING BETWEEN AN ITALIAN AND SOUTH AFRICA

CARMELO IMPELLUSO, MD OF IVECO SOUTH AFRICA, IS NOT A STRANGER TO MANAGING A BUSINESS DURING AN ECONOMIC DOWNTURN AND IS NOW FACE-TO-FACE WITH SOUTH AFRICA'S CURRENT ECONOMIC SITUATION. FOCUS LEARNS MORE ABOUT IMPELLUSO AND HIS PLANS FOR IVECO SOUTH AFRICA



When Impelluso graduated with a degree in economics from the University of Turin in Italy, finding a career in the transport industry was not even a thought in his mind.

He joined the Iveco team in 2001, where he worked for 17 years in various countries. Despite working in a number of top managerial positions throughout his career, Impelluso believes it all happened through maximising opportunities.

"I didn't build my career because I wanted to be general manager or managing director in a few years. I never thought this way. Most people's success comes from commitment, hard work, facing challenges and taking on new opportunities. The more committed you are, the more opportunities you get," Impelluso says.

In 2016, Impelluso joined the Iveco South Africa team; following the opening of the Iveco plant in 2014 and at a time when the South African economy had already begun to stagnate.

"I have not been so lucky in terms of the economies of the countries to which I have been. I went to Brazil when there was an economic crisis. I went back to Europe and there was another big crisis. Now, I'm in South Africa and, again, there is an economic downturn. However, by taking on a challenging environment, you become stronger."

He points out that the South African transport market is unique with the large number of truck brands that are present. This makes the competition much tougher.

"South Africa doesn't restrict emissions like Europe, for example. It is the richest country in Africa, but with a low emission entry, so everybody comes here," Impelluso says.

Despite the weak economy, Impelluso believes the South African transport industry could grow with easier access to finance.

"There are actually a lot of customers that would like to change the vehicles in their fleets, but they are unable to do so," he argues.

For Impelluso, the joy of working in the transport industry is the relationships. He says: "The wonderful thing about the job is that when you sell a vehicle, you are selling mobility. It is our job to guarantee uptime to our customers and this allows us to build a long-term relationship with them.

His relationship with his team is, however, just as important.



Success comes from commitment, hard work, facing challenges and taking on new opportunities.

"To manage a team is the most beautiful thing you can do. For me, people make the difference. The performance of the company is always a consequence of the quality of the team," Impelluso states.

For 2018, he would like to continue building and improving the quality of the Iveco South Africa team and hopes to improve the level of service provided to customers.

He points out: "There is always space to improve. Providing the best possible aftermarket service during a slow-moving or stagnant economy is the best way to ensure that we are looking after our customers' businesses and making certain that we are their partners for sustainable transport."

For anyone starting a career in the transport industry, Impelluso advises: "This is a tough sector and very competitive. If you are a person who likes challenges and innovation then this is a sector that will provide you with many opportunities. When I started working, I never thought of the transport sector. It was not my passion, but, after all these years, I can say I'm very lucky to have had all this experience." **F**



OFFERING TONNES OF CHOICE

AS BPW IN GERMANY HEADS TO ITS 120TH ANNIVERSARY, ITS TAGLINE "WE THINK TRANSPORT" IS MORE PERTINENT THAN IT HAS EVER BEEN. GAVIN MYERS CHATS TO ANDRE CILLIERS, MD OF BPW AXLES SOUTH AFRICA, ABOUT SOME OF THE COMPANY'S CURRENT INITIATIVES THAT MAKE IT A LEADING PARTS SUPPLIER IN THE SOUTH AFRICAN TRANSPORT INDUSTRY

BPW Axles South Africa can trace its roots back to 1945 and, despite some name and ownership changes here and there, has always remained true to the ideals of supplying a range of quality, technologically advanced products, and being a long-term partner to its customers by offering the aftersales service to match.

As the company wraps up 2017 and heads into 2018, it has much to celebrate...

According to Cilliers, BPW in South Africa follows the typical European style of running gear, but adapted for local conditions.

"For example, on the Airlight 2 clamped suspension system, all the axle beams have been 'reinforced' with a higher wall thickness than is used in Europe (120x15 vs. 120x10). This allows for the axle seats to be welded on – rather than being clamped on as they are in Europe – which has the benefit that the running gear is more forgiving in the case of maintenance oversights," he suggests.

These axles have a ten-tonne per axle carrying capacity. However, in September the Airlight 2 suspension was introduced as a clamp-on system for nine-tonne single-wheel applications. This saves up to 40 kg per axle on triaxle semitrailers equipped with single wheels.

"Local testing proved that this layout will be successful, and, since it is limited to single-wheel applications, the axle load will be limited to the legislated eight-tonnes per axle," Cilliers notes.

In 2018, buyers can look forward to an upgraded Airlight 2 system, as BPW Axles seeks to further rationalise its product range. The revisions will include a revised thickness and trailing-arm manufacturing process, which enables a

carrying capacity of up to 12-t per axle, as opposed to the current capacity of ten tonnes.

"This means that the Airlight 2 suspension can be fitted with confidence to local heavy-duty applications, such as side tippers! This new version will be introduced to the local market early in 2018," says Cilliers.

This will mean that BPW can offer one suspension model for all local applications, reserving the existing heavy-duty SL suspension range for "African" heavy-duty applications, where more than 12-t per axle is required.

As the company knows, however, good suspension can only support its load as well as it is supported by the aftersales service. While BPW original spare parts are available through an extensive network of distributors, the company is taking steps to ensure the second life of the vehicle for owners of second-hand or out-of-warranty units.

"In the past we would lose out to lower-priced alternative parts. This is why, two years ago, BPW in Europe acquired one of the largest alternate-parts manufacturers for commercial vehicles in Europe – the well-known PE Automotive GmbH.

"BPW Axles therefore now offers a decent range of alternative trailer parts (branded PE), offering a high-quality alternative to the original equipment (OE) parts, for those wishing to follow this route," Cilliers reveals.

However, BPW Axles South Africa may not stop at trailer components. The company is investigating the possibility of importing and supplying PE-branded truck and bus parts (which make up more than 50 percent of the PE Automotive parts basket offering).

It seems as though the company could now be destined for a new era as a leader in parts supply. **F**

MAKING AN IMPACT THROUGH PRAGMATISM AND POSITIVITY

IN HIS PREVIOUS POSITION AS MD AT MERCEDES-BENZ TRUCKS IN THE NETHERLANDS, JASPER HAFKAMP ALMOST DOUBLED THE BRAND'S MARKET SHARE. GAVIN MYERS FINDS OUT HOW THE NEW EXECUTIVE DIRECTOR OF DAIMLER TRUCKS & BUSES SOUTHERN AFRICA WILL APPLY THIS SUCCESS TO SOUTH AFRICA

B

y his own admission, there are three characteristics that define Jasper Hafkamp. First, he's always been a people person. Second, he's exceptionally driven, and, finally, he's always been a Daimler man.

Together these three traits have resulted in a successful career in the commercial vehicle division of Mercedes-Benz spanning two decades. Hafkamp does say, though, that his training for a career in the industry started long before he actually turned the ignition key, so to speak...

Born and raised in the Netherlands, Hafkamp started off by studying business science before getting his degree in business administration, specialising in marketing.

During his studies, he'd sell audio-visual equipment on the weekends. "I liked that interaction with people in the store," he explains.

Following his graduation, Hafkamp began his career at his employer of choice – Mercedes-Benz – where eventually he would come to nearly double the brand's market share in the Netherlands.

"At Mercedes-Benz I started with management training and got the opportunity to work in other countries. I also got the opportunity to start the marketing of commercial

vehicles, and in about 2001 I became the marketing manager for the commercial-vehicles business of Mercedes-Benz in the Netherlands," he explains.

An important shift for Hafkamp's personal development came in 2007, when he became the truck-division sales director in the Netherlands. Then, in 2010, he became the MD.

"This was a very good time for me, because in those days the brand did not have the highest market share in the Netherlands; it was only nine or ten percent. I came up with a very structured plan and we devised the 'fuel duel' concept where the company could prove itself against other manufacturers on fuel consumption. By using a really professional approach we were able to convince many new customers to join the brand, based on reliable facts.

"In 2016 our market share was up to 17 percent! Sustainably growing the market share was a real highlight, but I eventually got the feeling that I needed to take the next step in my career," says Hafkamp.

This was when the opportunity to join Daimler Trucks & Buses Southern Africa presented itself. Always up for a challenge, Hafkamp jumped at the opportunity.

"I've always liked challenges and South Africa is a

challenging market from various perspectives... One of those is that the high number of manufacturers present here makes it very competitive. This makes it very attractive, but also very demanding.

"There are also a lot of customers and operators who are very professional and apply European levels of high standards ... and, of course, there are also the not-so-professional customers. It's interesting to see the differences," he explains.

Now that he's had a year to settle in, what does Hafkamp have planned for 2018?

"We worked tirelessly on our strategy during 2017. In 2018 we will start to implement it, so that we can support our customers in the best way possible.

"It will be very important to sustain our market position. On the one hand we want to grow our position in the medium-duty segment with the Fuso brand, and on the other we will disrupt the market with the introduction of the new range of



By using a really professional approach we were able to convince many new customers to join the brand, based on reliable facts.

The position he holds as head of the regional centre makes Hafkamp's role in South Africa even more special. He is responsible for nine African countries, all of which are rather different.

"We need to correctly position the right brands in the portfolio, but having the right footprint in the region is most important. The regional centre relies heavily on the South African base, but the nice thing about the concept is that we are able to provide proper support for our South African customers anywhere in the region," Hafkamp explains.

Mercedes-Benz trucks. There's a lot to look forward to," he says excitedly.

With 2018 leading up to an election year it will also be important for the bus side of the business. "Historically election years are busy for the bus market. We're growing our product and service offering accordingly," he suggests.

For Hafkamp, this drive is what enables him and his team to reach for new heights. "I try to motivate myself and those around me. I also try to be very close to all our people, because that keeps me down to earth and pragmatic, which one needs to be in this business...

"At the moment the commercial-vehicle industry is all about change, which is strange for what is a 'traditional' industry. I've been working in the industry for more than 20 years and when I look at the changes over the last few years, they have all happened very quickly.

"If you want to be successful and make an impact, you have to be open to that change and willing to make a difference," he concludes. **F**



CHAOS FOR HAULIERS AT ZIM BORDERS

TRANSPORTING GOODS TO, OR THROUGH, ZIMBABWE HAS BECOME MORE EXPENSIVE, TIME CONSUMING AND DANGEROUS FOR TRANSPORTERS SINCE THE AMENDMENT TO THE ZIMBABWEAN CUSTOMS AND EXCISE REGULATION ACT. NKOSINI NGWENYA REPORTS

As the world waits to see what the future of Zimbabwean politics holds, chaos continues to reign supreme for transporters moving goods to, or through, Zimbabwe. This is a result of the sudden implementation of the new Zimbabwe Statutory Instrument (SI) 113 of 2017, Amendment of the Customs and Excise (General) Regulations, SI 154 of 2001, section 60.

The new amendment has resulted in a lot of confusion, as truckers are expected to comply with the new requirements in order to cross the border. Authorities at the border posts now require that all transport vehicles must be fitted with Customs seals to conform to the new amendment.

"When trucks get to the border, they have to wait for Customs seals and the removal of existing seals (which are required by consignors to verify load integrity). The Zimbabwean border authorities refuse to endorse documents after seals are tampered with, or removed. Vehicles are also damaged as a result of the drilling of holes to fit new seals," explains Mike Fitzmaurice, CEO of the Federation of East and Southern African Road Transport Associations (Fesarta).

As a result of these new regulations, queues are more than ten kilometres long and trucks are delayed for between 72 and 120 hours while waiting for seals in order to cross the border.

The delays are further compounded by the large amount of money that must be paid in cash (in United States dollars), harassment of drivers by authorities regarding routes, and countless police road blocks, which contribute to reduced safety of vehicles and cargoes.

"Transporters have to deal with too much red tape. It can easily take weeks for a transporter to get clearance at the border as a result of all the red tape emanating from the implementation of the SI...

"It's extremely frustrating for the drivers – most of whom are expected to keep to a tight schedule. They are often forced to sit and wait at the border posts under inhumane conditions without basic amenities such as bathrooms and toilets. For example, at the Beitbridge border alone, transporters wait for three to seven days," explains Harold Reed, director at Central African Road Services (CARS).

"The delay of transporters at the Zimbabwean border posts has huge financial consequences as some of the goods transported are perishable... The environment must also be taken into account as more than 100 drivers and others, who are stuck in the queue for several days, must cook, eat and pollute – all of which contributes extreme danger to the chaotic situation," further argues Fitzmaurice.

On September 20, tragedy struck at the Forbes-Machipanda Border Post between Zimbabwe and Mozambique – largely due to the delays affecting the border post. A tanker drove over and killed a child, who was playing under the truck that had been stationary for hours. The truck driver moved along the queue not knowing that the child was under his truck.

*(The event was reported on in issue 10/2017 of **FOCUS** – ed.)*

In an attempt to address the situation, Fitzmaurice wrote a letter via email on September 19 (a day before the tragedy) to the Commissioner General of the Zimbabwe Revenue Authority (ZIMRA).

In the letter, Fitzmaurice strongly opposed the new

amendment. He argued that it constituted a "non-tariff barrier and a further obstruction of regional trade". He further made an urgent request for a review and revision of the SI.

He received no acknowledgement or response to the email, further adding to Fesarta's frustration with the administrative processes at Zimbabwean border posts.

Among the most common problems identified by Fesarta at the Zimbabwean border posts are:

- Vehicles are delayed for up to 24 hours while waiting for the seals.
- ZIMRA officials remove existing seals to fit their own seal and then do not replace the seals when their electronic seals are removed.
- They have refused to endorse the documents when seals have been removed.
- They have damaged equipment and gone so far as to use a drill on a loaded fuel tanker to drill a large hole in order to fit their seal.
- Where one of their own seals was incorrectly fitted and fell off the truck, they then cut other seals and drew samples of the product to ensure it had not been contaminated. No explanation was given and the customer consequently rejected the load as its integrity had been compromised.
- Transporters are expected to adhere to routes stipulated by ZIMRA. Transporters have route risk assessments on all their routes, which are determined according to a number of factors including distance and safety. This is pertinent to Zimbabwe where the road infrastructure is deteriorating.
- Beyond the instruction to pay for the seals, transporters are further expected to pay the costs of escorts.

It seems that, despite mounting evidence of maladministration at the border posts and pleas to resolve this issue, ZIMRA officials have their attention firmly fixed on the revenue generated from granting transporters the right of passage through Zimbabwe. Over the years transporters

have paid a fortune to use the Zimbabwean routes, but there are no signs of improvement to the roads.

"Transporters are required pay a hefty fee for transporting hazardous cargo, yet, in the event of an accident, there is no support. The charges levied on transporters at Zimbabwe's ports of entry make it the most expensive country to cross into in southern and eastern Africa and its border posts have become nothing other than a source of revenue for the government," concludes Fitzmaurice.

Reed reiterates the arguments above. He points out: "There are way too many police roadblocks. Every 20 to 30 km there are Zimbabwean Republic Police (ZRP) at a roadblock waiting to harass transporters by enforcing Zimbabwe's SI on all foreign vehicles."

He concludes: "This goes against the spirit of the Southern African Development Community (SADC) that is geared towards forging a harmonised system between member countries." **F**



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A TALE OF TOLLS

AT THE BAKWENA N1N4 TOLL CONCESSION, A MERE 18 STAFF MEMBERS ARE RESPONSIBLE FOR 385 KM OF THE N1 NORTH AND N4 WEST HIGHWAYS. GAVIN MYERS JOINS THE TEAM TO FIND OUT MORE

W

ere're standing about watching the roadside construction at the Swaruggens toll plaza on the N4 (the last Bakwena toll plaza en route to the Skilpadhek border post with Botswana).

There isn't much else going on with only a few vehicles coming past, so we pop in at one of the toll booths of the busier Doornpoort plaza on the N4, just north of Pretoria, to see how the toll collector is getting on with her morning.

She's doing just fine, so we turn back the clock a couple of hours and watch the utterly fascinating 300-m long, R2-million automated pivot barriers shift across to open more lanes for the heavier early morning traffic flow heading into town. All of this takes only a few mouse clicks and keyboard jabs from the operations room at the Bakwena head office in Centurion...

The network of 140 HD cameras spread along the route link up with the operations room by an ultra-high-speed fibre connection. Each camera can zoom, tilt and pan 360°, while 60 to 90 days of footage is stored. That's a lot of data, but this small company works with big numbers.

For example, explains commercial manager Liam Clarke, when Bakwena began operations in August 2001, the initial investment was R3 billion. In 2009, the need for additional capacity was identified and so another R1 billion was invested.

The concession is tied into 23 back-to-back contracts to help it "keep things moving", and has a continual list of projects along the 385-km route.

Three construction and maintenance projects will start in 2018, which will total upwards of R750 million (as well as the continuation of the aforementioned R273-million construction between Swaruggens and Groot Marico, which began in July and will end in February 2019).

Bakwena recently completed an upgrade of its toll plazas, which added a total of 14 more lanes, so that it can keep ahead of rising traffic volumes. The general throughput at a manual toll booth is 250 to 350 vehicles per hour, which

leads Clarke to discuss the merits of e-tolling – and more big numbers...

"E-tolling has a significant impact on our efficiency; we can process 750 to 1 100 vehicles an hour through the e-tag express lane. If every car had an e-tag we could have saved the expense of adding the extra lanes," he says.

While Bakwena had offered travellers on its route the option of e-tags long before Sanral's Gauteng open-road tolling came to light, the revenue stream from the Sanral e-tags on the N1N4 only amounts to around 30 percent.



Bakwena processes 1,7-million e-tag transactions a month and physically verifies 12 000 of the approximately 200 000 daily transactions. A complete update of the e-tag database with Sanral takes place every two minutes.

"We're also investigating other technology to help vehicle throughput, such as tap-and-go card machines," Clarke says, adding that payment security is a top priority ... Bakwena is the only merchant in the country that is level-1 Payment Card Industry Data Security Standard (PCI DSS) accredited.

As Bakwena enters the 17th year of its 30-year concession, one cannot but be impressed with what such a small team has managed to do with such a major transport route into Gauteng ... and we haven't even hit the road yet... Happily, early in 2018 we'll be doing just that! **F**



LIKE MUSCLES IN THE BODY

A VEHICLE'S TRANSMISSION WORKS HARD AND CAN TAKE A BEATING FROM INEXPERIENCED DRIVERS, OFTEN RESULTING IN IT NEEDING TO BE RECONDITIONED OR REBUILT. WILLIAM GEORGE FINDS OUT WHAT VEHICLE OPERATORS SHOULD BEAR IN MIND WHEN HAVING THIS DONE BY AN AFTERMARKET WORKSHOP

The primary function of a transmission, or gearbox, is to transmit power from the engine to the driving wheels – much like muscles in a human body that transmit energy to our limbs. Another function is to reduce high engine speed to the slower wheel speed, while multiplying torque in the process.

COMMON TRANSMISSION FAILURES

Transmissions wear down with time, mainly because of the friction and heat around the moving parts. Abnormal problems such as oil leaks, overheating, noise levels, no response or taking longer than usual to shift gears, are clear signs that a transmission may need to be checked.

Additionally, regular scheduled maintenance ensures that a fault may be rectified before damage is caused. It is always advisable to adhere to scheduled maintenance and servicing, or to consult an expert or the original equipment manufacturer (OEM) in the case of symptoms of failure.

KEEPING A TRANSMISSION IN GOOD SHAPE

FX Laubscher, head of technical services at ZF South Africa, recommends using the information that is stored in the control unit of a transmission.

"A one-size-fits-all kit does not exist for transmissions. Failure of one subsystem in the drivetrain can result in consequential damage to another system (of which the transmission can be one)."

There are many ways to look after a transmission, some of which involve taking care of components such as the engine, clutch and others parts of the vehicle.

Boeta Kotze, national technical manager at Rex Diff and Gearbox (RDG), says: "A transmission repair is usually a major repair and not a simple quick fix. A complete assessment has to be made when repairing the transmission."

Laubscher shares this sentiment. He says: "By evaluating the parts individually and understanding the

interdependence of different subsystems on each other, the root cause can usually be determined."

Laubscher offers some tips for transmission care:

- Each transmission type has a list of recommended service intervals based on the lubricant used.
- Ensuring that the transmission is serviced as per the schedule will fully extend the life of the transmission.
- Through the electronic integration of mechanical transmissions, some functionality is constantly measured. Once a fault code is logged related to the transmission (or any other subsystem for that matter), it is important to have the fault investigated to ensure that consequential damage is limited.

SERVICING VEHICLE TRANSMISSIONS

General servicing of the transmission entails cleaning up the oil pan and removing the filter and replacing it with a new one. This also involves draining the oil and refilling it with the specific transmission fluid.

RDG uses an automatic transmission valve body machine, which is used to test transmission valve bodies before installing them into the vehicles.

"This is the latest diagnostic equipment, which is used by our skilled technicians who have undergone training at different OEMs, both here in South Africa and overseas.

"It is essential that the transmission oil gets changed in accordance with the OEM service intervals. Furthermore, it is imperative that the correct specification (viscosity) oil is used that conforms to the OEM specifications," Kotze continues.

Laubscher warns that maintenance-related failures are the cause of most failures and can be avoided by adhering to the service schedule of the OEM.

"Ensure the correct oil levels are maintained through regular checks. A daily trip inspection could assist the operator to ensure any abnormality around the transmission is reported before it causes a failure," Laubscher concludes. **F**

I'm standing next to the side of the road, conversing with the cutest little Chilean. He owns what some people would call a "junk shop". My co-driver, on the other hand, would "platz" at this description. He calls these establishments "antique shops" – and his beautiful Hout Bay home is full of these rusty collectables (it's even featured on *Top Billing*).

Irrespective of what you call the esteemed establishment, the shop in which we find ourselves is quite fascinating. Incredibly, given the fact that we're in Chile to test drive the all-new Mercedes-Benz X-Class, we even discover a Mercedes typewriter!

We assume that Mercedes-Benz must have dabbled in the typewriter business at some stage. "Not so," the cute Chilean informs us. "It wasn't actually made by the automaker; rather it was made by a company called Mercedes Büromaschinen GmbH, which was established in Berlin on December 11, 1906."

As it happens, Daimler wasn't very happy with the company using the Mercedes name – and it litigated, but it was difficult to succeed in the litigation as Mercedes was a common first name at the time.

Eventually, in 1913, the two companies agreed to disagree, and, after paying 20 000 marks, the courts granted Mercedes Büromaschinen permission to continue

using the name for typewriters, calculators and office equipment.

It wasn't, however, allowed to use the name if it ever made anything related to transport. Daimler retained the use for its cars, but was forbidden to use the name on typewriters (lest it decided to expand into this field).

We bash away at the Mercedes typewriter, take silly photographs and debate the merits of taking the typewriter back home (I mention that it would be quite nice to take the little Chilean, too; he's way cuter than a garden gnome). We have plenty of space for both in the back of our metallic yellow X 250 d 4Matic.

Actually, we have space for a small army of typewriters and little Chileans; the X-Class can haul a payload of up to 1,1 t. That's enough to transport 17 full 50-litre barrels of beer in the cargo area!

Able to tow up to 3,5 t, the X-Class can pull a trailer containing three horses or an eight-metre yacht. I can see that my co-driver, who is in lust with anything old and rusty (maybe that's why he likes driving with me), is tempted to buy the whole shop, but then sanity prevails – and we continue on our roads through the winelands of Chile, with an empty loadbox and sans trailer.

After an hour or so of driving, we arrive at a lovely little roadside café, where we stop for coffee. This gives us ample opportunity to admire the exterior of the bakkie. We agree that, while we're not mad about the rear (it's a little bland), we love the brash, bold front end – which screams "Mercedes".

TALE OF TYPEWRITERS AND A TERRIFIC BAKKIE!

DID YOU KNOW THAT MERCEDES-BENZ USED TO MAKE A BAKKIE LONG, LONG AGO? AND THAT MERCEDES (SANS BENZ) MADE A TYPEWRITER? CHARLEEN CLARKE TRAVELS TO CHILE TO TEST DRIVE THE COMPANY'S LATEST PICKUP AND ENCOUNTERS ALL SORTS OF SURPRISES



RIGHT: Charleen Clarke "test drives" a Mercedes typewriter!

FAR RIGHT: The X-Class outside the antique shop.



Back on the road again, precisely the same applies to the interior, we note. It's decidedly Mercedes. In fact, if you zoomed in on the interior and ignored everything else about the vehicle, you could easily be forgiven for believing that you're driving a C-Class.

There are three derivatives within the X-Class range: Pure, Progressive and Power. Pure is the most basic of the lot; it's meant to be an entry-level model (actually there's nothing entry level about it at all) and it's designed to serve

as a workhorse. The Progressive is one level up, with a plusher interior.

The top-of-the-range model, the Power, is what we're driving – and boy oh boy is it plush. The interior features more leather than a herd of cows and we just love the seats, because they're mighty comfortable (we're driving many hundreds of kilometres all over Chile).

The Power has electrically adjustable seats and electric two-way lumbar support as standard – so it's easy to find



THEY SAID IT!

The Daimler top brass are understandably excited about the new X-Class; it does, after all, represent a leap into a whole new sector for the company.

"The segment for mid-size pickups is ripe for a premium vehicle. With the X-Class we will open up this segment to new customer groups, just as we redefined the off-road segment with the M-Class more than 20 years ago. Our pickup convinces as a workhorse, yet also as a family and lifestyle vehicle. In short, the X-Class is the Mercedes among pickups."

- Dr Dieter Zetsche, chairman of the board of Daimler AG and head of Mercedes-Benz Cars

"With the X-Class we are closing a gap in the portfolio between passenger cars and commercial vehicles. Mercedes-Benz Vans is already very successful internationally in this respect with the Vito and the V-Class. With the pickup, too, we have various international markets in mind. Mercedes-Benz Vans is thus becoming even more international in orientation."

- Wilfried Porth, member of the board of management of Daimler AG, human resources and director of labour relations, Mercedes-Benz Vans

"The X-Class is the first genuine pickup with convincing passenger car characteristics. It's robust, strong and with good off-road capability – just like a pickup should be. It's also aesthetically pleasing, dynamic to drive, comfortable, safe, connected and individual – as you would expect from a Mercedes. As a result, the X-Class pushes the boundaries of the classic pickup and makes this vehicle segment attractive for private use, too. With three design and equipment lines and an extensive scope of further individualisation options, we offer the ideal vehicle for a range of different customer groups and their needs."

- Volker Mornhinweg, head of Mercedes-Benz Vans

"Like no other pickup, the X-Class manages being both tough and stylish, and is thus hot and cool at the same time. With its puristic and yet extremely emotional design, the X-Class is following a radically new approach for pickups."

- Gorden Wagener, head of design at Daimler AG





the perfect driving position. We're also impressed by the 8.4-inch screen (the biggest display in its segment) that's linked to the Comand online multimedia system, which has a resolution of 960x540 pixels and high-contrast In-Plane Switching technology. It offers a brilliant display that markedly increases the image quality of the very handy 360° camera and the navigation maps.

The next stop is lunch. (As any motoring or transport journalist will tell you, launches are as much about driving as they are about food.) Our test vehicle is fitted with a 2.3-litre biturbo motor, which generates 140 kW of power and 450 Nm of torque (a 2.3-litre turbocharged motor that develops 120 kW/403 Nm will also be available at launch).

Our X-Class has a seven-speed automatic transmission, but a six-speed manual box is also available. Our energetic and spritely motor gets us to the lunch spot – the magnificent Viña Vik Vineyard and Winery, in the Millahue Valley – in no time at all.

Before we start noshing, we're amazed by a static vehicle display. Of course, it includes the X-Class, but – more unusually – we're greeted by another Mercedes-Benz bakkie. Call me ignorant (trust me, I've been called much

name but a few – is as safe as it gets.

We aren't able to drive La Pick-Up, but anyone who thinks it had a car-like ride is living in La La Land. The X-Class, on the other hand, is decidedly car-like; we cannot stop marvelling at its exemplary levels of comfort and ride quality.

In fact, we agree that the X-Class is the first pickup that truly offers an excellent on-road performance. Even the noise levels are surprisingly low; those German engineers excelled themselves when they took the Nissan Navara/



worse), but I thought that the X-Class was the first pickup from Mercedes-Benz. It's not! On display at the winery is the 220D, a Mercedes bakkie that was made in Argentina from 1972 to 1976. It was based on the W115 platform. Available in both single and double cab, it was often called "La Pick-Up" by the locals.

La Pick-Up also has distinctly Mercedes-Benz styling, but that's where the similarity between the 220D and the X-Class ends. La Pick-Up probably didn't pass any fancy safety tests, for instance. The X-Class, on the other hand, which comes with an arsenal of safety features – Active Brake Assist, Lane Keeping Assist and Traffic Sign Assist, to

Renault Alaskan (on which the X-Class is based) and set about improving it. I haven't driven the Renault, but the Mercedes is streaks ahead of the Nissan in this department (which is as it should be; the German product is bound to cost much, much more).

The following day, we tackle the final element of the launch programme: we're going off-road. I had a brief taste of the vehicle's off-road capabilities earlier in the year in Cape Town (we were taken for a drive during the vehicle's world premiere) so I know that the X-Class doesn't cringe at the idea of going off-road.

Still, I wonder at the extent of its abilities when I see the course that has been laid out; it's like a mini Dakar – with some hectic obstacles that seem more fitted to a butch Unimog than to the rather pretty X-Class.

My fears are totally unfounded; the X-Class sails through the course, without so much as a hitch – like so much else about this bakkie, it is surprisingly good. My co-driver comments that I'm a terrific off-road driver. This compliment is not really deserved; the X-Class makes it ever so easy.

With the launch done and dusted, I ponder about the fact that we have no clue what the X-Class will cost when it comes to South Africa in April next year. Let's hope we're in for yet another surprise! **F**

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DRIVELINE DILEMMA!

SOLUTRANS WAS EXPECTED TO BE ALL ABOUT E-MOBILITY, AND, OF COURSE, THIS SUBJECT DID FEATURE PROMINENTLY – BUT IT WASN'T THE SOLE STAR OF THE SHOW. CHARLEEN CLARKE REPORTS FROM LYON

Solutrans could not have happened at a more opportune time. Its doors opened just days after Elon Musk launched his Tesla electric truck (see page 40 for details). This was the topic of discussion on most stands, with many industry observers concluding that Musk had lost the plot.

Whereas industry captains agreed that the Tesla electric truck was "quite ridiculous" (to quote one CEO), they could not reach consensus on one other topic: alternative drivelines. Some companies maintain that the future lies in e-mobility, while others insist that gas is a far more viable alternative.

This made for heated debate. In fact, at a conference on alternative drivelines arranged exclusively for members of the International Truck of the Year (IToY) jury, industry representatives were almost at blows over this very subject!

THE CASE FOR GAS

Volvo promoted the use of gas at Solutrans, introducing Euro-6-compliant heavy-duty trucks running on liquefied natural gas (LNG) or biogas. They come with 313 kW (420 hp) or 343 kW (460 hp) engines.

Henrik Persson, business manager long haul at Volvo Trucks, spoke at the IToY conference, and he was at pains to mention that these trucks are completely different to gas trucks of old. "Instead of an Otto cycle engine, which is the conventional solution for gas-powered vehicles, the Volvo FH LNG and Volvo FM LNG are powered by gas engines utilising diesel cycle technology. This has never been done before," he stressed.

Accordingly, these trucks have the same performance, driveability and fuel consumption as Volvo's diesel-powered models. Speaking of diesel, they also have a small diesel tank, because diesel is used for ignition.

The CO₂ emissions of the new trucks are 20 to 100 percent lower than that of diesel, depending on the choice of fuel (biogas is the greener of the two). "They have the power of a diesel truck, although it feels quieter. Furthermore, these new trucks have a driving range of up to 1 000 km," Persson told the IToY jury.

If Volvo has its way, gas-powered trucks will be the way of the future, for now. "Natural gas offers clear climate upsides. It is competitively priced in many countries and there are sufficient reserves to justify large-scale use," explained Lars Mårtensson, director environment and innovation at Volvo Trucks.

Fellow Swedish company, Scania, also nailed its colours to the gas mast at Solutrans, launching the OC13 – a six-cylinder, 13-litre gas engine with an output of 306 kW (410 hp) and 2 000 Nm. The OC13 can be used in a variety of applications, from construction sites to long-distance transportation.

The engine is based on Scania's existing 13-litre diesel engine. Unlike the Volvo engine, it uses the Otto principle, with spark plugs and complete combustion (combustion is initiated using spark plugs, as is the case with petrol engines, and pre-mixing of the fuel takes place upon entry into the cylinders).

It does, however, share in the Volvo's driveability; this is said to be just as good as diesel. The engine can run on LNG or compressed natural gas (CNG). With the former, a range of 1 100 km is possible; the CNG engine has a range of up to 500 km.

Scania has high hopes for its new gas engine, which is a real alternative to diesel. "We are seeing that a rapidly growing infrastructure goes hand in hand with an increasing interest among potential customers to start using all the gas that is available in a number of European markets. This includes France where there is great demand for sustainable

solutions with all the benefits of CNG and no disadvantages," said Henrik Eng, product director urban at Scania Trucks.

Iveco is yet another company that is flying the gas flag. This certainly didn't start at Solutrans; the Italian company has long been a champion of gas. It's meeting with considerable success in this regard. At Solutrans, for instance, Iveco signed a massive deal with Jacky Perrenot, one of the largest transport companies in Europe.

The transport operator signed an order for 250 Stralis NP trucks at the stand; it's committed to purchasing a whopping 1 000 Iveco natural gas vehicles by 2020. Recently, Iveco launched a 343 kW (460 hp) derivative – which is the model ordered by Jacky Perrenot. We drove the vehicle at Solutrans, and it's utterly incredible. We were especially impressed at the quietness of the engine. Importantly, it feels just like a diesel with plenty of torque on hand.

Clement Chandon, gas business development manager >



TOP: Don't you just LOVE the paintwork on this Scania S 520 A 4x2?

ABOVE: This DAF study truck features an electric motor from a BMW X5. We drove the vehicle at Solutrans; it's amazing!

VOLKSWAGEN WINS PICKUP AWARD

Volkswagen Commercial Vehicles was honoured with the International Pickup Award 2018 at a special gala ceremony attended by 1 500 representatives from the European commercial vehicle industry, which took place during Solutrans 2017.

Following an extensive group test drive programme, held over three days in Romania at the beginning of November, the Amarok V6 emerged as overall winner as voted by members of the International Van of the Year jury.

The fourth running of the biennial award pitted established players – the Toyota Hilux and Volkswagen Amarok – up against two newcomers, the Renault Alaskan and Mercedes-Benz X-Class.

"Jury members adjudged the Amarok V6 to be the best all-rounder in a very close competition. The latest Volkswagen Amarok V6 scored 56 points with its new German rival, the all-new Mercedes-Benz X-Class, achieving 50 points. The current Toyota Hilux was not too far behind on 41 points.

"Marks were awarded based on powertrain efficiencies, load volume and capability, driver and passenger comfort and safety aspects, as well as low total cost of operation from a business point of view," explained Jarlath Sweeney, chairman of the International Pickup Award jury.

Jury members selected the Amarok because of its clean-cut design, great fit and finish, spacious cab with modern layout, comfortable seats, unique eight-speed automatic and its powerful 3.0-litre V6 engine.



at Iveco, addressed the IToY conference and made no secret of the fact that he doesn't see an electric truck – such as the Tesla – as a real alternative to diesel.

"I can speak very frankly about this. At Iveco we do hybrids. We are number one in buses in this regard (we have 1 500 hybrid buses running in Europe). We have pure electric buses and the electric Daily. We have produced vehicles with fuel cells. We also produce bioethanol vehicles in Brazil and we have biodiesel vehicles. We are doing LNG and CNG, so we know exactly what we are talking about, what it costs and what our clients want.

"If you want a real alternative, you don't need an electric truck. The first thing you need to do is to beat a diesel-powered vehicle. And beating diesel is extremely difficult! We have invested billions of euro year after year in making the diesel engine the best it can possibly be. It's incredibly efficient; diesel is cheap and it's available everywhere. A barrel of diesel costs \$52. A barrel of mineral water, produced here in the Alps, costs €160! You cannot claim to have a meaningful alternative to diesel unless you have beaten its total cost of ownership (TCO) – and that's incredibly difficult," he pointed out.

Chandon revealed that Iveco has made mistakes in the past. "We have done hybrids on trucks and it was a mistake; it was a failure. First, because the TCO was not there, and then because the versatility was not there. A hybrid only works in cities. The day that your customer needs to take the truck out of the city, you rapidly destroy the reason why the customer bought the truck," he pointed out.

A refuelling network is also very important, he stressed. "So, maybe you have found something that beats diesel; it's cheaper and the TCO is right, but it's nothing if you don't have a sustainable refuelling network. That network cannot be established at a cost of billions of euro in taxpayers' money. The investment in an electricity network to charge electric trucks is huge. Who is going to pay for that? LNG offers a feasible solution. Take one LNG dispenser,

which dispenses 150 litres of LNG per minute – it will deliver more energy than all the Tesla fast-charging stations across France!" Chandon told jury members.

There are several major challenges with e-mobility, Chandon claimed. "With electricity, you lose payload and versatility and you're completely lacking in infrastructure for refuelling. And, of course, it costs three times as much as a diesel truck. Is an electric truck an alternative to diesel? No, I'm sorry, Mr Elon Musk, this is not an alternative today and it won't be for many years," he insisted.

In conclusion, Chandon stressed that, sans customers, the cleanest truck on earth has zero positive impact. "We have been selling the electric Daily for eight years and we have just passed 100 unit sales. This is the reality of electric vehicles of 3,5 t and above! The problem with electric vehicles is not the range; it's the cost," he stressed.

BATTERY COSTS TO GO DOWN

According to Marco Bassi, general manager sales and marketing for Europe at Meritor, those costs are going down. "In 2009, a 100-kWh battery pack cost \$120 000. Today, that same battery pack costs \$25 000. In 2025, that battery pack will cost \$15 000," he predicted.

Batteries are becoming lighter and more efficient, too. "In 2010, a 100-kWh battery weighed about 1 000 kg. Today, that same battery pack weighs about 667 kg. In 2025, that battery pack will weigh about 400 kg," Bassi told jury members. "This is important on a truck because a lower battery weight means more payload."

He stressed that change in society is happening faster than ever. "It took 75 years to reach 50-million telephone users, 38 years to reach 50-million radio users, 13 years to reach 50-million television users, four years to reach 50-million internet users, 3,5 years to reach 50-million Facebook users and just 35 days to get to 50-million Angry Birds users. Technology is moving very fast, and electrification will reflect this trend," he revealed.



As you read this issue of **FOCUS**, customers will start driving – and testing – MAN's new eTruck!

ELECTRICITY IS EVERYTHING

Not surprisingly, given this scenario, some companies are convinced that e-mobility is the way of the future. The two leading German manufacturers – Daimler and MAN – are investing billions of euro in this technology.

We've written about Daimler's e-vehicles in the pages of **FOCUS** extensively. While the company didn't debut any new e-vehicles at Solutrans and didn't speak at the IToY conference, it announced plans to offer all its commercial van model lines with an electric drive at a separate event in Berlin.

Meanwhile, back at Solutrans, MAN made big news with its eTruck (which we first saw at the IAA last year), and Felix Kybart, head of alternative drives at MAN, was there to speak at the IToY conference. He revealed that the company



ABOVE: Iveco's Z Truck, which we first saw at the IAA, continued to attract a lot of interest at the fair. Powered by LNG, it offers 2 200 km of autonomous driving and "virtually zero" emissions.

has already built ten of these trucks, which are being tested. "We have made up our mind. We're focusing on electric, not on bridging technologies," he told jury members.

Kybart revealed that the company adopted an unusual methodology when preparing for the launch of the eTruck. "We have 102 years of experience in trucks and buses – but not in electric trucks and buses. So, what did we do? Well, normally we would develop a product and then launch it to market.

"This time around, we took a completely different approach. We decided to involve customers a lot earlier. We found an organisation called the Council für Nachhaltige Logistik, or Council for Sustainable Logistics (CSL), which is located in Austria, and decided to partner with this organisation – because its goal is to seek innovative and sustainable logistics solutions," he explained.

MAN and the CSL signed a partnership agreement in February this year, and the two parties have cooperated when it comes to the development of the eTruck, which is based on the TGM and has a gross vehicle mass of between

DAF CLAIMS TITLE OF WORLD'S BEST TRUCK!

DAF's new XF/CF truck range has been elected International Truck of the Year for 2018. This award was also presented at the gala banquet at Solutrans.

With a winning score of 104 votes, in a neck-to-neck competition the new Dutch heavy-duty truck range fought off the strong challenge posed by Iveco's Stralis NP long-haul 343 kW (460 hp) natural-gas model, which was second, and Scania's XT construction range, which finished third.

In accordance with the IToY rules, the annual award is presented to the individual vehicle or model range introduced into the market in the previous 12 months that has made the greatest contribution to road transport efficiency, based on several important criteria. These include technological innovation, driver comfort, road safety, driveability, fuel economy, environmental "footprint", and total cost of ownership.

The Truck of the Year jury members appreciated the new XF/CF's energy efficiency features, which include improved combustion, a reduction in internal engine friction losses, engine down-speeding, intelligent auxiliaries, driveline component integration, different gear-shifting strategies, enhanced predictive features running on a new electronic architecture, as well as weight reduction in selected components such as the compact after-treatment system.

In particular, during a recent extended test drive in Belgium and the Netherlands, the IToY jury members praised the advanced characteristics of the latest XF/CF drivelines, which allow for longer fuel-saving "eco-roll" periods, due to the increased integration of the engine and automated-gearbox equipped with the latest GPS-based predictive cruise control function.

Summing-up the vote, International Truck of the Year chairman, Gianenrico Griffini, commented: "With the introduction of XF/CF series DAF has delivered a heavy-duty truck range that sets a new standard in terms of driveline energy efficiency and overall performance."



IVECO WINS VAN OF THE YEAR

The Iveco Daily Blue Power was named as winner of the International Van of the Year 2018 at Solutrans.

The 25-member jury panel – consisting of light commercial vehicle magazine editors and journalists – awarded the Iveco Daily Blue Power 113 points with the new Ford Transit Custom as runner-up receiving 79 points. The other podium place went to Volkswagen Commercial Vehicles with its latest gas-powered Caddy TGI model.

In electing the Daily Blue Power as International Van of the Year 2018, much praise was directed towards Iveco for producing a new range of highly sustainable light commercials with a choice of powertrains that reduce environmental impact.

With the Iveco Daily Blue Power, the Italian brand offers a choice of efficient viable power solutions such as the Real Driving Emissions (RDE) 2.3-litre Euro-6 diesel, a 3.0-litre natural gas engine with Hi-Matic automated transmission and an improved electric version.

According to Jarlath Sweeney, chairman of the International Van of the Year Jury, the award recognises the tremendous efforts made by Iveco to decisively contribute to the battle for clean air in our cities and CO₂ emission reductions.



ABOVE: Pierre Lahutte, Iveco brand president, received the award from Jarlath Sweeney, chairman of the International Van of the Year jury.

"Daily Blue Power in its electric, natural gas and most advanced diesel versions, is the first and only vehicle to offer three choices that anticipate regulations increasingly impacting access to urban centres. This secures customers' investment and gives them the competitive advantage they need to develop their sustainable businesses," he pointed out.

This is the third occasion that the Iveco Daily has won this award since its establishment in 1992, tasting victory in 2000 and more recently in 2015.

12 and 26 t. It features the same payload as diesel models, yet it boasts a virtually silent, emission-free performance.

According to Kybart, the first nine eTrucks with four different body applications (refrigerated trailer, swap container, beverage body and a semitrailer combination) will be delivered to nine companies, all members of the CSL, in three cities during December.

"This will allow us to gain broad and deep field experience. We will be testing 4x2 derivatives, which have a 149-kWh battery and a range of up to 130 km, as well as a 6x2 with a battery of 223 kWh and a range of up to 200 km. Additionally, we have formed a new department called MAN Transport Solutions, which has been created specifically to support these customers," he told jury members.

Serial production of the eTruck will commence next year, with the first deliveries taking place at the end of 2018. Customers will be able to specify the number of batteries that they want fitted in the eTruck (some customers may not require a range of 200 km,



ABOVE: Volvo Trucks introduced a Euro-6 heavy-duty truck running on LNG or biogas at Solutrans.

for instance, meaning they can save on the cost of batteries).

DAF also appears to be a fan of e-mobility, although it's not nearly as adamant as its German counterparts that this is the solution. In fact, speaking exclusively to **FOCUS** at Solutrans, Preston Feight, president of DAF, stressed that the company was still considering all its options.

"We believe in adopting a balanced approach. We have electric vehicles that we have run and continue to develop. We used to sell hybrid vehicles, but commercially they didn't make sense for our customers. So, we didn't continue with this, because customers didn't want to buy them. I think there are going to be incremental gains along the way to electric – more than just a change to full electric.

"If I put myself in the customer's shoes, gas can be complicated, especially if it's a multi-fuel solution with diesel and gas. The energy density of LNG means it has some limitations. It's a cryogenic, so

it's super cold. Workshops have to be treated differently for venting of the gas as it warms to ambient temperatures and that has cost implications.

"These are not insurmountable problems, but we cannot lose sight of them. This is an exciting time for the industry. At Paccar we are constantly considering alternative drives, but we haven't decided on a definite path forward," he told

FOCUS

Ron Borsboom, management board member and chief engineer at DAF, addressed the IToY conference, and he stressed that manufacturers need to look at every single part of a truck in order to make vehicles greener – not just the engine.

"Hybrid technology or electrification can help. The business case for electrification is improving, but we need standardisation in terms of components such as batteries, e-motors and inverters, DC/DC converters, electric air compressors and electro steering pumps. We can use passenger car technology, for instance," he pointed out.

Later we drove a DAF concept truck that does exactly that. The vehicle in question is called the DAF Ecochamps, a vehicle that is the result of a European project (other manufacturers have participated in this project, too). This

one such product, a CNG-powered 19-t 6x2 rigid. We were impressed with this innovative truck, which boasts a rear steering axle offering fantastic manoeuvrability, making it ideal for city deliveries.

Savoye insisted, however, that gas was not the way forward. "It remains a limited solution. When you compare the reality of emissions of gas and diesel ... they are



ABOVE: The International Truck of the Year Jury (including Charleen Clarke from **FOCUS**) popped onto the DAF stand to congratulate the company on its Truck of the Year victory.

LEFT: Pierre Lahutte, Iveco brand president, was clearly unsupportive of Tesla's new electric truck, pointing out that the Iveco Z Truck has "a better design, the same aerodynamics, superior TCO and triple the range".



hybrid heavy-duty truck features the Paccar MX-11 330 kW diesel engine, which works with a 90 kW electric motor that hails from the BMW X5.

It has a battery with a capacity of 17,6 kWh. Auxiliaries include a DC/DC converter, e-air compressor and an electro hydraulic steering pump. Electricity is generated from waste heat. This study truck is very impressive – it's a brilliant vehicle to drive; the only negative was the heavy steering. We cannot help but wonder if it will ever see the light of day.

Finally, we heard from Renault Trucks at the IToY conference, and it was interesting to hear the viewpoint of Francois Savoye, energy efficiency strategy director at the company. Renault does have gas offerings. We drove

not so different. Does this justify a complete change in infrastructure? The end game will be electro-mobility; gas will just be a transitional solution. That's why we're focusing on electromobility."

When will e-mobility come en masse? Savoye conceded that e-mobility has been "coming" for years. "We've been hearing this for 20 or 30 years. We have not had much commercial success in this sphere in the past. With our electric MiCity, we sold 40 trucks, so, it's quite difficult to get the payback on the investment.

"However, the purpose wasn't to make money, it was to learn. We wanted to understand how electromobility would impact and change the mindsets and the way trucks are used in the transport sector. The major change now is that costs are dropping, which means the electric truck is finally offering the opportunity for profitability.

"Our strategy is clear: we will be ready for 2020. We will come to market with a reliable and profitable electromobility offer by then," he revealed.

So, there you have it. Gas is here – now. E-mobility is coming. Which technology will rule the alternative driveline roost? Even the experts in our industry cannot agree on this – so only time will tell. **F**

WANT TO SEE THE MAN eTRUCK IN ACTION?
SCAN HERE...





QUESTIONS AROUND THE UK'S TRUCK PLATOON TRIAL

IN 2018, THE UNITED KINGDOM (UK) IS SET TO RUN A £8.1-MILLION (R152-MILLION) TRUCK PLATOONING TEST. WHILE SIMILAR TESTS HAVE RUN SUCCESSFULLY IN OTHER PARTS OF THE WORLD, THE UK INSTITUTE OF ROAD TRANSPORT ENGINEERS (IRTE) HAS SOME CONCERNS

A

two-year platooning trial is set to begin in the UK in 2018, led by the UK Transport Research Laboratory (TRL). DAF, a market leader in the UK, is among the original equipment manufacturers that will participate in the test with a three-truck platoon.

While DAF is excited about the trial, not everyone shares these sentiments. According to *Transport Engineer*, the official journal for the UK IRTE, the Institute has reservations about the trial noting the vastly different road conditions in the UK compared to the United States and Europe where similar trails have successfully taken place.

Transport Engineer quotes John Eastman, chair of UK IRTE professional sector council: "The risks are extreme and the complications manifold. Drivers have a big enough job trying to pull out with a single vehicle, so if you have three vehicles trying to pull out into traffic, it could be very dangerous."

"There would also be concerns for other road users trying to exit the motorway being blocked off by the platoon as well as restricted vision from adverse weather conditions."

However, Ron Borsboom, a board member of DAF Trucks, believes that platooning will actually help truck drivers. He

points out: "Truck platooning is predominantly an efficiency solution for long-haul operations on main roads and motorways, but even then drivers will be specially trained to take control if necessary and deploy other work-related activities."

"It relieves the workload of the person behind the wheel. Traffic is getting busier and busier, and more demanding for the driver. Intelligent systems, such as truck platooning, are going to help the driver to cope with those demands."

The UK is considering truck platooning as the trucks in a platoon drive in close formation, which results in lower fuel consumption and thus less CO₂ emissions. Platooning is also said to improve traffic flow. The wirelessly connected trucks in a platoon use information from the first truck (which is driven manually) to accelerate, brake and steer.

Eastman also argues that alternative transport measures – such as articulated trailers or road trains – were not given enough consideration. He believes using articulated trailers would be a more viable option.

John Parry, chair of UK IRTE steering group, echoes Eastman's concerns. "The number of intersections that we have on our motorways will make it very difficult to manage,

especially if cars don't realise there's a platoon and try to go between the vehicles. The safety aspect must be paramount and I think it overrides the possible benefits. The trials need to answer these important concerns," Parry says.

A report on the feasibility of platooning in the UK by the TRL, Ricardo and Transport and Travel Research, which was published in 2014, addressed many of these concerns.

The report, according to UK magazine *Commercial Motor*, refers to a study by Safe Road Trains for the Environment that included two trucks and three cars with a six-metre gap between each vehicle.

Commercial Motor notes from the report: "While a six-metre gap would discourage car drivers from intruding, any platoon must be able to deal with such eventualities."

The report also echoes Borsboom's sentiments about the drivers. *Commercial Motor* quotes the report: "Platooning means the formation of groups of heavy commercial vehicles following a lead vehicle using technologies so that the following vehicles are controlling themselves, as close as just six metres apart. A driver in the platoon is not required to actively control the vehicle. The lead vehicle is manually controlled by a driver."

Platooning will mean that any drivers in the vehicles



For the platooning test to take place, very specific conditions, need to be in place.

following the first one will not have to monitor, or have any input in, the driving situation all the time. Their workload will thus be greatly reduced.

According to the report, the driver should be able to take control of the vehicle within seconds in emergency situations, or when mechanical failure takes place. If, for example, a vehicle in the platoon does not stay in the required distance, the driver should be able to accelerate or brake accordingly. A vehicle should also be able to be driven manually and join a platoon at a particular point.

For the platooning test to take place, very specific conditions need to be in place, the report states. For example, the test will have to include the same vehicle types, be limited to five vehicles in a platoon, exclude vehicles and tankers carrying hazardous loads and avoid toll gates and road works.

The report also points out that for a fleet of five 44-t trucks pulling curtain-side trailers, that cover around 100 000 km per year, to achieve financial payback within two years, around 60 percent of journey time would need to be conducted within a vehicle platoon.

Borsboom concludes: "The trials will enrich our understanding and knowledge of the benefits that platooning can deliver. The UK government is to be commended for undertaking such a significant and valuable initiative." **F**

JUST HOW CAN PLATOONING CHANGE THE FACE OF TRANSPORT? THIS IS WHAT THE EU ENVISIONS FOR THE YEAR 2025.



GLOBAL FOCUS NEWS

REWRITING THE TRUCKING RULEBOOK

"The Tesla Semi will deliver a far better experience for truck drivers, while increasing safety and significantly reducing the cost of cargo transport." That is the official promise from the company after the long-awaited reveal of its first all-electric, long-haul truck on November 16.

With production due to begin in 2019, the Tesla Semi seems – on paper – to be one of the most exciting, significant developments ever in the global trucking arena. If Tesla's impressive passenger cars are anything to go by, this may well prove to be true...

The company claims that the biggest immediate cost advantage comes from savings in energy costs. Fully loaded, the Tesla Semi consumes less than two kilowatt-hours of energy per 1.6 km and is capable of 800 km of range at its 36-t gross vehicle mass at highway speed. This is ideal for the American market, where nearly 80 percent of freight is moved less than 400 km.

Given the low price of electricity in the United States (US), Tesla says owners can expect to save \$200 000 (R2.84 million) or more over 1.6-million kilometres, based on fuel costs alone.

Contributing to this range performance is the Semi's regenerative braking system, which recovers 98 percent of kinetic energy to the battery. This also significantly reduces braking life – "basically infinitely", says the company.

From life-long braking, the Tesla also promises sports-car levels of performance... Without a trailer, the Tesla Semi reaches 100 km/h in little over five seconds! With a trailer, this increases to 20 seconds... We're not sure how relevant that is to the trucking industry, but it'll sure give drivers something to boast about at the truck stop. Of more importance, it climbs a five-percent grade at a steady 104 km/h, compared to 72 km/h for a diesel truck.

The Tesla Semi requires no clutch work or gear-shifting for smooth acceleration and deceleration. Indeed, the driver's experience has been an important design focus. The Semi's cab is unlike any other, most notably because of its central driving position.

Two touchscreen displays positioned symmetrically on both sides of the driver provide





**WATCH THE LAUNCH EVENT OF THE NEW
TESLA SEMI!**



easy access to navigation, blind-spot monitoring and electronic data logging. Built-in connectivity integrates directly with a fleet's management system to support routing and scheduling, as well as remote monitoring.

Safety was a high priority, too. The truck's all-electric architecture features a reinforced battery that shields the Semi from impact and gives it an exceptionally low centre of gravity. The windshield is made of impact-resistant glass.

Tesla claims that jackknifing can be prevented – its on-board sensors detect instability and react with positive or negative torque to each wheel, while independently actuating all brakes, thereby stabilising the truck.

The surround cameras aid object detection and minimise blind spots, automatically alerting the driver to safety hazards and obstacles. With Enhanced Autopilot, the Tesla Semi features Automatic Emergency Braking, Automatic Lane Keeping, Lane Departure Warning, and event recording...

Naturally, the Tesla Semi can also travel in a convoy – or "platoon", as the Europeans call it.

What about reliability? Will American truckers feel comfortable betting their livelihood on such an extreme, untested product?

Tesla claims that, with far fewer moving parts than a diesel truck, the Semi requires significantly less maintenance. Its battery is designed to support repeated charging cycles for over 1.6 million kilometres, while its motors have been tested to last more than 1.6 million kilometres under the most demanding conditions.

The final piece of the puzzle will be "refueling", and in this regard Tesla is planning a series of Megachargers – its new, high-speed DC charging solution. These are claimed to add about 640 km of range in 30 minutes and can be installed at origin or destination points and along heavily trafficked routes.

Will the Tesla Semi change the face of trucking as we know it? Time will tell ... and we can't wait to find out!

MACK TRUCKS SINGS ITS OWN ANTHEM

While Tesla's version of the future is a complete departure from that to which the trucking world is accustomed, another American original equipment manufacturer, Mack Trucks, has revealed what it calls "the next-generation highway hero" – the Mack Anthem.

The company claims that the Anthem is "a re-engineered, redesigned and reimagined interpretation of what today's highway truck should be – aerodynamic, comfortable and connected, all with a distinctively bold Mack look".

"As one of the most significant new trucks in Mack's 117-year history, the Anthem combines our

latest innovations with more than a century of truck building know-how," says Dennis Slagle, president, Mack Trucks.

"The incredible result is a truck that's been built for our customers' businesses and designed for drivers, while delivering the power and presence that only a Mack truck can deliver."

The truck features an all-new exterior design with optimised aerodynamics that improve fuel efficiency by up to three percent.

A new cab environment increases driver comfort and productivity. For example, gauges have been positioned higher on the instrument panel for better



visibility; the new steering wheel features illuminated buttons; and Mack's Co-Pilot display has been updated with a new full-color screen for improved visibility and more intuitive navigation.

"Every detail on the Anthem was designed with a purpose in mind," says Jonathan Randall, senior vice president, sales, Mack Trucks North America. "We surveyed thousands of drivers and incorporated their feedback to deliver a functional, strong, efficient highway truck with an authentic design unlike anything on the road today."

Mack has also introduced Mack Connect as part of its growing connectivity and uptime service offering.

With Mack Connect, current and future services will be structured under connected support, connected business and connected driving.

When a service is required, the closest dealer location is identified and service bay space and parts availability is confirmed – all while the truck is still on the road.

Using predictive analytics and connective technologies, Mack Connect turns data produced by the truck, the driver and the service process, into insights and actions, resulting in superior support and service to Mack customers.

Full production begins in the first quarter of 2018.

E-FUSO TO TAKE MFTBC TO THE FUTURE

Mitsubishi Fuso Truck and Bus Corporation (MFTBC) will electrify its complete range of trucks and buses in forthcoming years, according to an announcement made at the recent Tokyo Motor Show.

At this occasion, MFTBC unveiled E-Fuso as the first original equipment manufacturer (OEM) to launch a product brand exclusively dedicated to electric mobility of trucks and buses, and premiered its all-electric, heavy-duty truck concept: E-Fuso Vision One.

"Our E-Fuso Vision One is an outlook on a feasible all-electric, heavy-duty truck. It underlines our commitment to electrify our complete product range. In the future, all our electrified vehicles will run under the name of E-Fuso, our new product brand dedicated exclusively to electric trucks and buses," stated Marc Llistosella, president and CEO of MFTBC and head of Daimler Trucks Asia.

The E-Fuso Vision One is an all-electric heavy-duty truck concept, has a

gross vehicle mass of about 23 t and carries a payload of approximately 11 t.

It can be fitted with batteries up to 300 kWh, thus enabling a range of up to 350 km on a single charge, making regional intra-city distribution a potential application.

MFTBC states that the E-Fuso Vision One could be feasible within four years in mature markets like Japan or Europe.

Furthermore, MFTBC revealed that, in upcoming years, all truck and bus models by Fuso will include an additional electric powertrain alternative. The timing for the launch of each model will be defined according to the required technology and feasibility.



SHORT HAULS

2017'S HEROES OF THE HIGHWAY...

Phillip Mtembu from Sasolburg-based Elite Dynamics has been named the winner of the 2017 Regent Highway Heroes competition.

Mtembu, who has been a driver for the company just over a year, says: "I started driving trucks in 2006. Winning this competition is a great accomplishment and motivates me to do better."

Mtembu was presented with R75 000 and other prizes. The runner-up, Philani Khwela of BR Khoza Carriers, took home R40 000, and the second runner-up, Pregasen Govender of Sunshine Bakery, won R20 000.

The Regent Highway Heroes awards acknowledge South Africa's best truck drivers for their exceptional job on the roads. In this third year of the event, there were over 890 entries for the competition, which was five times more than in the first year of the competition.

"These are people who work long hours away from their loved ones in a risky and stressful job. They safely get cargo, often worth millions, across the country. Along the way, they have to negotiate difficult driving conditions, tight deadlines, criminals – and other drivers, who are often terribly intolerant of them," says Paul Dangerfield, Regent commercial vehicles head of operations.

Wayne Rautenbach, commercial vehicles head at Regent, says the Highway Heroes competition had its genesis in efforts to improve risk for Regent's trucking

clients, but had several other important positive outcomes.

"Highway Heroes has inspired significant improvement in the behaviour of drivers across the board. Higher motivation levels and improved spirit



have in turn led to better business outcomes for employers, who also report substantial fuel, tyre and maintenance costs savings thanks to improved driving.

"The best spin off is the fact that Highway Heroes promotes greater safety on our roads, which impacts every driver and passenger in South Africa. That's something we're really proud of," says Rautenbach.

SCANIA'S TOP TEAM DURBAN EAGLES OFF TO BRAZIL

After 11 months of challenges and knock-outs, the Durban Eagles team was named the winner of the Scania Southern Africa Top Team competition.

The southern African final round was held in Gauteng and comprised six teams that were given practical tests, theoretical questions and scenarios. Teammates had to work together to find answers and solutions.

The Durban Eagles team will be competing in the semi-finals early next year in Brazil. This will be followed by the Top Team world final, where the ultimate winner of the 2017/18 Scania Top Team will be named. This will take place in Södertälje, Sweden, in December 2018.

Scania Top Team is a global event that has been running since 1989. Scania's service technicians and parts experts participate in this competition



to showcase their skills and knowledge of the brand. This year, a total of 8 000 people took part in this event, from 68 countries around the globe.

Scania East Rand dealership manager, Gary Boucher, says: "We bring together skills, knowledge and teamwork to compete for Top Team. The main intention of the

competition is to upskill our staff in a fun, competitive way.

"From the last round, every participant will be awarded R8 000. The winning team's dealership will receive upgrades in terms of tools, the canteen and so forth," he adds.

Participants in the world final will compete against top-ranked Scania colleagues from all over the world and the winning team will be awarded €50 000 (R816 600).

HINO 500 WIDE CAB GOES INTO LOCAL PRODUCTION

The latest range of Hino 500 Wide Cab trucks has gone into production at Hino South Africa's plant in Prospecton, Durban.

Hino announced the news during the line-off ceremony held in Durban, during November.

The Hino 500 range is being expanded from five to 12 models in the first full-model change in 14 years.

The start of production follows Hino South Africa's longest and most intensive pre-launch marketing programme, which included road shows in Gauteng, the Western Cape and KwaZulu-Natal and will continue to Namibia and Botswana in January 2018.



The vice president of Hino SA, Ernie Trautmann, says: "The increased Hino 500 range, including 6x4 models, will allow us to compete in many niche segments that we were not in previously."

"The many additional features in the new Hino 500 model range, as well as competitive pricing and the much bigger line-up, should enable us to regain our dominance in the local heavy commercial vehicle market."

The introduction of this latest model into the Prospecton plant involved an investment of more than R20 million by Hino SA. It included several significant changes to the assembly process, most of which are aimed at improving productivity and quality, while lessening the physical load on team members.

Masamichi Mizukoshi, the managing officer of production and production control at Hino Motors Limited, who attended the line-off ceremony, said he was highly impressed with the plant in Prospecton. He challenged the team members to work together to strive to become the highest quality Hino plant outside Japan.

COMMERCIAL VEHICLE SALES REPORT FOR OCTOBER 2017

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

Light Commercial Vehicles < 3 501 kg	Total: 13 376
Fiat Group	26
Ford Motor Company	2 941
GMSA	1 750
GWM	160
Hyundai Automotive SA	349
JMC	31
Kia South Africa	108
Mahindra	228
Mazda South Africa	57
Mitsubishi	24
Mercedes-Benz SA – estimate	14
Nissan	2 649
Peugeot Citroën South Africa	4
Renault	3
Suzuki Auto	24
Tata	56
Toyota	4 374
Volkswagen SA	578

Medium Commercial Vehicles 3 501 – 8 500 kg	Total: 668
Fiat Group	2
Ford Motor Company	5
GMSA	231
Iveco	61
JMC	19
Mercedes-Benz SA – estimate	153
Tata	34
Toyota	124
VECV South Africa	8
Volkswagen SA	31

Heavy Commercial Vehicles 8 501 – 16 500 kg	Total: 488
FAW	92
GMSA	110
Iveco	2
MAN	11
Mercedes-Benz SA – estimate	49
Powerstar	2
Tata	42
Toyota	56
Volvo Group Southern Africa	124

Extra-Heavy Commercial Vehicles > 16 500 kg	Total: 1 063
Babcock DAF	11
FAW	11
GMSA	34
Iveco	39
MAN	130
Mercedes-Benz SA – estimate	266
Powerstar	38
Scania	172
Tata	8
Toyota	22
Volvo Group Southern Africa	332

Buses > 8 500 kg	Total: 126
Iveco	27
MAN	30
Mercedes-Benz SA – estimate	17
Scania	46
Tata	2
Volvo Group Southern Africa	4

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

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ON BUS AND COACH

MERCEDES-BENZ COMMUTES TO NUMBER ONE!



RUSTENBURG RAPID TRANSIT

takes its time...

BAW EXPANDS IN THE

minibus-taxi market

REDEFINING "ENTRY LEVEL"

MERCEDES-BENZ HAS THE AMBITION TO BE THE NUMBER ONE MANUFACTURER IN THE SOUTH AFRICAN BUS MARKET. TO DO SO, IT IS BOOSTING THE STRUCTURE OF ITS BUS BUSINESS AND STRENGTHENING ITS COMMUTER-BUS OFFERINGS WITH A NEW ENTRY-LEVEL MODEL. GAVIN MYERS ATTENDS THE LAUNCH

Mercedes-Benz is aware that, as a whole, the South African truck and bus market is very competitive, and that its bus model portfolio has recently been missing out on a competitor for the entry-level commuter bus segment. The new OF 1723 is set to change that.

"The 13th model in the local Mercedes-Benz bus line-up – the OF 1723 – is the ideal product to allow the brand to grow its presence in this segment," says executive director of Daimler Trucks & Buses Southern Africa, Jasper Hafkamp.



"We are introducing the right products for the right segments, with the associated support and service structures in place to meet the demands of new and existing clients. Furthermore, we're changing the structure of our bus business, with dedicated bus people across five regions in South Africa to better take care of bus customers," he says.

So, what does the OF 1723 offer operators? This complete bus chassis offers seating for up to 66 passengers, and currently comes into South Africa completely built up. Mercedes-Benz South Africa will look at adding this model to its local production facility in the future.

Powering the new bus is the proven OM 906LA engine that produces 175 kW (235 hp) and 850 Nm of torque

between 1 200 and 1 600 r/min. This unit also offers good fuel economy and refinement.

It is paired to the G85 six-speed overdrive manual gearbox, which, with its cable-shift mechanism and dual-synchromesh, large-sized gears, feels as though it could've come out of a passenger car. The 4,778:1 Mercedes-Benz RS4 drive axle is fitted to enhance efficiency and aid highway driving.

Further aiding reliability is the 395-mm clutch. With its 3,5-mm wear depth and uniquely developed organic material that enables better torque transmission, while dissipating heat effectively, the clutch is designed for a longer service life and reduced maintenance costs.

Aiding the 410 mm, ABS-equipped air brakes is an electromagnetic Telma retarder. Steel leaf-spring suspension is fitted to both axles, opening up the OF 1723 to all customer needs; from gravel to on highway. The powder-coated chassis frame aids robustness and, being 902-mm wide, stability.

"With this vehicle we're aiming to offer Mercedes-Benz technology in an entry-level commuter bus at an affordable price," comments Shane Henry, brand manager for Mercedes-Benz Bus & Coach Southern Africa.

"We listened to our customers, who highlighted the tough conditions in which they operate, as well as the limited financial resources at their disposal. This entry-level bus chassis will assist in curbing the number of challenges they face," Henry concludes.

No doubt we'll be seeing many more Mercedes-Benz branded buses in this segment. **F**

**FIND OUT HOW MERCEDES-BENZ BUSES CAN
HELP MOVE MORE PEOPLE**



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NORTH WEST EAGER FOR NEW TRANSPORT SYSTEM

IN FEBRUARY THIS YEAR, THE RUSTENBURG MUNICIPALITY BEGAN ROAD CONSTRUCTION IN THE CBD TO PREPARE FOR THE AREA'S NEW BUS RAPID TRANSIT SYSTEM. WILLIAM GEORGE LOOKS AT THE PROGRESS AND THE FUTURE PLANS FOR THIS SERVICE IN THE NORTH WEST PROVINCE

N

orth West is one of the latest provinces to introduce plans of integrated transport through bus rapid transit (BRT). This follows KwaZulu-Natal's plans to launch its Go!Durban BRT service.

The Rustenburg rapid transit (RRT) system, branded as Yarona, aims to provide an integrated public transport facility that is safe, affordable, efficient and located within easy reach of local commuters' homes.

The Rustenburg municipality falls under the Bojanala Platinum District, which has a population of over 600 000 residents and covers an area of approximately 3 500 km² and a total of 43 wards.

YARONA BUS SERVICE TO REACH THE MAJORITY OF THE POPULATION

Obed Moleele, the unit manager of business development for the Rustenburg Roads and Transport Directorate, says that the Yarona bus service is expected to be used by up to 44 000 people per day.

"The Rustenburg municipality is implementing the project within its jurisdiction. The plan is to make it available to 85 percent of the municipality's population," he says.

The project operations were introduced in four phases in 2016. The system will be phased in over the next ten years, with current infrastructure for corridors A and B (which are 5,3 km and about 13 km long, respectively) now completed.

The development and implementation of the Yarona service follows the guidelines from the National Transport

Policy by the Department of Transport and the Integrated Transport Plan for the Rustenburg municipality.

"The system has been designed in detail from the beginning of the project as a fully integrated public transport network. The first Go-Live phase will assist in the introduction of subsequent phases.

Moleele explains that the first phase of the Yarona service will launch in 2018 and will serve the residents of Rustenburg through an integrated transport network that will include BRT trunk corridors, direct routes and feeder services.

It is expected that the Yarona service will have positive spin-offs. These include the trunk corridor, which consists of the two highest-demand transport corridors: the R510 from Kanana to Rustenburg CBD; and the R565/R104 from Phokeng to Rustenburg CBD.

These two corridors form the trunk corridor that forms a "V" and links many communities to the CBD and to the mining industries within the region," says Moleele.

A total of six stations for the Go-Live phase are almost completed. There are nine feeder routes and top locations that are being verified.

The construction of facilities for non-motorised transport commenced in March along with feeder routes. Ultimately, the CBD stations will be redesigned while construction for sections A, C and B has commenced.

"All trunk stations will have level boarding platforms and will be universally accessible. The trunk stations need to be fully integrated with pedestrian and cycle networks with bicycle parking at key stations," Moleele says.

ONGOING COLLABORATION WITH THE COMMUNITY AND TRANSPORT INDUSTRY

On the eastern part of North West province, there is a long-running service of Bojanala buses that need to be taken into account when implementing the new bus service.

Moleele comments: "Bojanala forms part of all negotiations with the industry and no challenges are being faced by the municipality as far as the transition and negotiations with the industry are concerned.

"Expectations have been raised in the city. The taxi and bus operators are actively participating and the communities are eager to have new public transport system."

He continues: "As early as 2012, and even prior to the finalisation of the RRT network and operational plan, the municipality started engaging with the taxi industry with the sole purpose of getting an in-principle understanding by the taxi industry of the BRT concept and its potential impact on their current business. The taxi industry is now more than willing to see the implementation and the success of the new transport system."

JOB OPPORTUNITIES CREATED THROUGH YARONA

The development of infrastructure for Yarona has created

small, medium and micro enterprises in the municipality's unemployment and supplier database, which will be used when opportunities arise as part of the Yarona services.

A database of 1 044 unemployed residents was also created with several employment opportunities to be realised as the phases are rolled out. These include: bus drivers, bus cleaners, queue marshals, inspectors, infrastructure maintenance staff, security officers, depot staff and communications personnel.

A career-guidance book was also produced and is available in print and on the buses.



FULLY INTEGRATED SYSTEM WITH PEDESTRIAN AND CYCLING OPTIONS

According to the municipality, over 80 percent of Rustenburg's residents rely on public transport for mobility and to access economic opportunities and social services.

Moleele says that the Yarona system will substantially improve public transport service delivery and will support other key city goals and strategies.

According to Linda Hlotshwayo, marketing communications manager, roads and transport at Yarona, the service is expected to kick off in October 2018, depending on whether all systems are in place. **F**



numerous job and training opportunities for people in Rustenburg. "An initial 946 jobs were created on the project with preference given to locals at the inception of construction," Moleele notes.

The project is continuing to create more employment opportunities for many people on the routes where Yarona will operate.

The Rustenburg Rapid Transit Directorate recently completed a register of residents and owners of

BUS STOPS

BAW INTRODUCES DIESEL-POWERED SASUKA

Beijing Auto Works (BAW) has added a diesel-powered derivative to its Sasuka 16-seater minibus range.

The Sasuka was first launched in South Africa in 2013.

The newcomer is powered by a 2,8-litre turbodiesel engine, which develops 92 kW of power and 320 Nm of torque. Fuel consumption is a claimed 11,9 litres of diesel per 100 km.

The new vehicle has been tested extensively in southern Africa, including in the mountainous areas within Lesotho.

BAW's new Sasuka diesel will feature the same five-year/500 000 km service plan as its original petrol derivative. Access to a 24-hour Automobile Association recovery service is included.

The Sasuka diesel will be assembled at a BAW facility in Springs, in Gauteng, which is scheduled for completion in the second half of 2018.



50 YEARS AND 5 000 SKYLINERS

In celebration of its 50th anniversary, the 5 000th Neoplan Skyliner has been delivered. From now on, the Baltour Group's passengers will travel in style in this luxury double-deck touring coach – from Palermo to Turin, from Naples to Rome and Bologna, and from Venice to Milan and Turin.

"Baltour has been buying all its buses from MAN for around 20 years now. It has purchased well in excess of 100 vehicles already, and now its fleet also has the anniversary Skyliner. We are as pleased about it as they are," says Franco Pedrotti, head of sales for MAN Truck & Bus Italy.

Resplendent in pure white, the 64-seat coach places passenger comfort at the fore. All passengers benefit from leg rests, while the Exclusive Plus package adds centre arm rests and some extra space for the travellers.

"That's a novelty in Italy. Generally speaking, Italian bus operators cram their vehicles with as many seats as possible," Pedrotti emphasises.

With its 368 kW (500 hp), Euro-6 engine, the Skyliner offers its operator efficiency ... especially

when the adaptive cruise control and the topography-based MAN EfficientCruise, which includes the EfficientRoll "rolling function", are considered.

It's safe, too, featuring electronic stability program (ESP), emergency brake assist (EBA), MAN Lane



Guard System (LGS) and MAN AttentionGuard – which minimises the risk of an accident by recognising the first signs of fatigue or loss of concentration and warning the driver.

The Baltour Group drives to more than 500 destinations, transporting more than four-million passengers per year in its 93 vehicles – 66 of which are MAN or Neoplan buses. This year alone, the company added seven Neoplan Skyliners and four Neoplan Cityliners to its fleet.

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