

# FOCUS

ON TRANSPORT AND LOGISTICS  
FOCUSONTRANSPORT.CO.ZA

## DAEWOO MAXIMUS: THE NEW FACE OF KOREAN QUALITY



**GREEN WITH ENVY:**  
LCVs leading the way

**TRAVERSING MEXICO:**  
police, drug cartels and 24 hours  
at 100 km/h

Exploring the  
**GLOBAL FLEET-  
MANAGEMENT LANDSCAPE**

Will Gauteng's mini-bus taxi  
passengers  
**EVER BE SAFE?**

Special Rates  
for **Trucks**  
older than  
6 years



MAN Senior Truck Card.  
We care about our elderly citizens.



# CONTENTS



PAGE  
**13**

## NOW IS YOUR CHANCE, COMRADE BLADE!

Has the post of transport minister ever been filled by anyone seriously committed to making transport work for the whole community?



PAGE  
**20**

## LCVs GREENER ON THE OTHER SIDE

We find out how "green" LCVs are contributing to transport businesses and the environment in which they operate.



PAGE  
**24**

## TECHNOLOGY THAT PUTS CUSTOMER CONVENIENCE FIRST

**FOCUS** looks at current and new technology that threatens to change how the transport industry operates.



PAGE  
**28**

## CRANING IN ON MINING AND CONSTRUCTION

We visit the 2018 Bauma Conexpo Africa to see the latest machinery for the mining and construction industries.



PAGE  
**34**

## BREAKS ACCORDING TO NEEDS, NOT TO LAW

Mexican truck drivers have to manage 1 800 km in 24 hours – breaks not included.



PAGE  
**40**

## XT: SCANIA'S NEW "RANGE HERO"

Jarlath Sweeney, from *Fleet Transport*, drives Scania's new "Xtra Tough" range of construction-oriented vehicles.



PAGE  
**46**

## CHINESE BUY DAIMLER!

In a move that has shocked our industry to its very core, Geely Automotive has purchased 9.69 percent of Daimler...



PAGE  
**54**

## PROFIT OVER PASSENGERS' SAFETY

How do the behaviour and working conditions of minibus-taxi drivers affect the lives of Johannesburg passengers?

### COVER STORY

The Daewoo brand of commercial vehicles is now its own entity in South Africa. Find out more on page 6.



### REGULARS

- 2 Wheel Nut
- 4 Getting social
- 8 Driving Africa
- 10 Economically Mobile
- 11 Firm Advice
- 12 Vic's View
- 13 Hopping Off
- 46 Global FOCUS news
- 50 Short Hauls
- 52 Naamsa Figures
- 56 Subscription form

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

**EDITORIAL DIRECTOR**  
Charleen Clarke  
Cell: 083 601 0568  
charleen@focusontransport.co.za  
womanonwheelsza

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

**EDITOR**  
Gavin Myers  
Cell: 072 877 1605  
gavin@charmont.co.za  
gav\_myers

**SUB-EDITOR**  
Jeanette Lamont  
Cell: 083 447 3616  
jeanette@charmont.co.za

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

William George  
Cell: 078 053 5937  
william@charmont.co.za  
juscallewilt

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

**CONTRIBUTORS**  
Mike Fitzmaurice  
Sam Rolland  
Kirsten Mullins  
Vaughan Mostert

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

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

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

**DESIGN AND LAYOUT**  
Nelio da Silva  
nelio@focusontransport.co.za

**PRINTING**  
Camera Press

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



**FOLLOW US**  
facebook.com/focus\_mag  
twitter @FOCUSmagSA  
instagram @focusontransport  
Find us on LinkedIn

# TECHNICAL TRAINING AND SKILLS GET A TURBODIESEL BOOST

**I RECENTLY HAD A ONE-ON-ONE WITH THIERRY PIMI, MD OF CUMMINS SOUTHERN AFRICA – A MAN WHO IS PASSIONATE ABOUT GROWING HIS COMPANY, BOOSTING THE CONTINENT AND EMPOWERING ITS YOUTH**



GAVIN MYERS

**C**ummins is on a really good wicket at the moment. Last year the company met and exceeded its annual plan, while achieving UD\$ 20 billion in revenue worldwide. In southern Africa the team had an equally impressive year – but it is what is planned for the future that is the most exciting.

For Pimi, this involves a focus on “the recruitment and development of the best talent on the continent”.

“We are in Africa and South Africa for the long run and are going full steam ahead in developing our infrastructure investment. Corporate social investment (CSI) to improve the communities in which we do business is one of our four strategic objectives on the continent. Our key strategy is, therefore, to build talent and capability in order to deliver the world-class service that we commit to our customers,” he begins.

This has manifested in the company’s first Technical Education for Communities (TEC) programme in the country. In partnership with Komatsu SA, the programme will launch in April at the Sedibeng Technical Vocational Education and Training (TVET) College.

“A large number of our employees are technical people; in Africa we need more field service capability to support the product. We don’t just find them anywhere ... so we designed a curriculum to augment what is offered at technical and vocational schools,” Pimi explains.

This does not mean that all graduates will necessarily become employees of Cummins, as Pimi adds: “We have not invested in the TEC programme only to train our own people ... we have invested because we would like to improve the employability of the learners who come from these disadvantaged communities.

“They will be qualified to work on certain Cummins models, so if they want to work for Cummins, or a customer of the company, they will already have accreditation for certain engine models.”

At the college, Cummins has trained the teachers and created a full lab where the intricacies of the mechanics and electronics of modern diesel engines can be taught.

An important component of the programme is the inclusion of soft skills. Learners are taught how to conduct themselves in the world of work, during interviews and when interacting with their peers, as well as the etiquette required when dealing with customers.

“Equipped with these skills, the learners will be ready to enter the world of work,” Pimi adds, mentioning that the learners admitted to the TEC programme are among the best graduates from the Sedibeng TVET College.

Having explained that the African TEC programme was initially launched in Morocco in 2012, and then in Nigeria in 2015, Pimi’s excitement about the prospects of the South African programme is palpable.

“This is probably our best launch, considering the excitement and engagement of our stakeholders (including Komatsu, Sedibeng, the Department of Education and merSETA) and their commitment to making this project sustainable. We are so excited about how well this is going and I’m sure we can push to open more colleges!” he beams.

More colleges will produce a bigger pool of skilled employees, which can only benefit our industry. Well done, Cummins – we hope to see many more TEC programme colleges popping up soon! **F**





HOW GOOD  
IT IS WON'T  
SURPRISE YOU.

HOW MUCH  
IT SAVES  
YOU WILL.



Fuel accounts for nearly half the Total Cost of Ownership of a truck. Which is why we concentrate on making ours as economical as possible. With Scania, you're paying for incredible reliability and the highest levels of uptime.

So can you have a truck that's every bit as good as you expect, but ends up costing less than you thought? **YES YOU CAN.**

**SCANIA**

# GETTING SOCIAL



**FOLLOW US**  
 facebook.com/focus\_mag  
 twitter @FOCUSmagSA  
 instagram @focusontransport  
 Find us on LinkedIn

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

**FOCUS on Transport and Logistics**

A trolley rolling out of the KFC's frozen-meat delivery truck resulted in the death of 13-year-old boy in East London. Customers rushed to help the boy but he was pronounced dead at the scene. The Sun reports <https://goo.gl/FRVW2y>



**KFC horror as lad, 13, killed by trolley of frozen chicken**  
 A TEENAGE boy has been crushed to death by a trolley of frozen chicken after it fell off a truck as it was being delivered to KFC, according to reports. The 13-year-old died outside the fast food s...

THE SUN.CO.UK

Prishen Moodley Director offers her deepest condolences to his family. did she not hear that the child was homeless? Open a damn shelter for those children & educate them for your recklessness! #KFC

Like Reply Message 2d

Karl Nkomo That tail lift doesn't even look like it's positioned straight like it should and secondly these assistants should be 100 physically fit port crane according to my knowledge chicken is extremely heavy

Like Reply Message 2d

**FOCUS on Transport and Logistics**

Competitive X-Class pricing announced. @gav\_myers reveals: <https://goo.gl/5bvdHP> @MercedesBenz\_SA

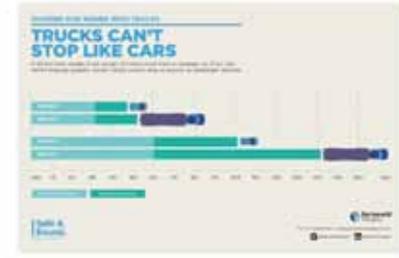


**Competitive X-Class pricing announced - Focus on Transport and Logistics**  
 It's land on local shores only in May, but Mercedes-Benz South Africa has released the pricing of its eagerly awaited X-Class pickup. A member of the Mercedes-Benz...

FOCUSONTRANSPORT.CO.ZA

**FOCUS on Transport**

#SafetyTuesday: A reminder to motorists, trucks can't stop like cars! Here's what you need to know: via #BarloworldTransport @bwlogistics



**FOCUS on Transport**

The hailstorm hit the Quthing District in #Lesotho on Wednesday, claiming at least five lives. The floods destroyed properties including roads and homes. Four people were confirmed dead from this incident involving a truck that was swept by the floods. Video from @uTsebo



**FOCUS on Transport**

@gav\_myers is at Gerotek testing facility with @MANTruckBusSA and a bunch of its customers to drive the impressive new range of CLA models for the construction market!



**FOCUS on Transport and Logistics**

This is about to turn really fast! #SafetyFirst



Dick Motapiane is called "Common Sense" 🙄

Like Reply Message 8d

**focusontransport**

focusontransport The Mercedes-Benz #eActros will start production in 2021! Only ten trucks are available now, and will be



## WE WANT YOU TO HELP DRIVE FOCUS!



**FOCUS** is evolving and we want you to tell us if we're giving you what you want!

We'd really appreciate it if you could spare less than four minutes and give us your input.

Simply scan this code (or type the URL into your Internet browser) and answer 10 simple questions about our magazine ... go on - it's all for you!

[WWW.SURVEYMONKEY.COM/R/V5CZLDT](http://WWW.SURVEYMONKEY.COM/R/V5CZLDT)



# Power up your Fleet

# NEW TRUCK TRACTORS

## April Specials



### Powerstar VX 2628s 6x4

Robust and powerful 280HP  
Weichei engine  
3 Years / 300 000 km warranty

**Hot  
DEAL**

**R779 000**

Excl. VAT  
T's & C's apply.



### Powerstar VX 2642s 6x4

Powerful and efficient  
Reliable and efficient 420HP  
Weichei engine  
3 Years / 300 000 km warranty

**Bargain**

**R869 000**

Excl. VAT  
T's & C's apply.



### Powerstar V3 2646 6x4

12 speed manual  
Efficient and powerful 460HP  
Weichei engine  
Low cost of ownership  
3 Years / 400 000 km warranty

**Great  
OFFER**

**R1 030 000**

Excl. VAT  
T's & C's apply.



### Powerland 3042 6x4

\*Fitted with 1 000 long range fuel tanks  
Great value for money  
Suited and packaged for African conditions  
3 Years / 300 000 km warranty

**NOW  
ONLY**

**R890 000**

Excl. VAT  
T's & C's apply.

**EASTERN CAPE:** Port Elizabeth +27 61 109 5565

**GAUTENG:** Centurion +27 12 940 1780/50 • Jet Park +27 11 390 8160

• Kempton Park +27 11 979 0282

**KWAZULU-NATAL:** Camperdown +27 31 785 1985 • Empangeni +27 35 772 1739

• Pietermaritzburg +27 33 846 0500 • Westmead +27 31 700 1222

**MPUMALANGA:** Ermelo +27 17 811 5181 • Middelburg +27 13 246 2606

**NORTHERN CAPE:** Kimberley +27 53 841 1860

**SWAZILAND:** Matsapha +268 7688 4248

**WESTERN CAPE:** Milnerton N7 +27 86 11 76937 • Paarl +27 21 862 5400

 **POWERSTAR**  
trucks built to last

 **POWERLAND**  
trucks built to last



[www.everstarindustries.com](http://www.everstarindustries.com)

A brand of  
**EVERSTAR**  
industries

## THE KOREANS ARE COMING! EXPECT TO SEE LOTS OF DAEWOO-BADGED TRUCKS ON OUR ROADS SOON!

# D

aewoo Trucks has introduced the new-generation Maximus 6x4 truck tractor in South Africa. This model is ergonomically and aesthetically designed and has been well received by the early adopters.

With a revenue of US\$ 1 billion (R11.9 billion), Daewoo Trucks – a heavy and extra-heavy truck manufacturer – is based in South Korea with an assembly plant in Gunsan, South Korea. In addition, the company assembles trucks in South Africa, Kenya, Algeria, Pakistan, Iran, Russia, the Philippines and Vietnam.

Produced since 1972, Daewoo trucks are known for their high quality, reliability and durability at a lower lifecycle cost. Daewoo trucks are sold in Asia, the Middle East, Africa, Russia/Commonwealth of Independent States (CIS) and South America.

Daewoo Trucks has been present in South Africa since 2005 when Tata Automobile Corporation (SA) – or TACSA – part of Tata International Ltd (through Tata Africa Holdings) – first started importing these vehicles under the Novus range of products. Tata International, through its subsidiaries, has operations in 13 countries in Africa. This means that a cross-border warranty and support are in place. Over 4 000 Daewoo vehicles have been sold in South Africa and most of these are still in operation – 13 years later. The feedback on these vehicles was extremely positive – customers reported that they were both robust and durable.

According to Harneet Luther, executive director of TACSA, and Prashant Shukla, head – Daewoo – sales, marketing

and dealer development at TACSA, a separate Daewoo division has now been created within TACSA – headed by Shukla. Selected Tata dealers will sell the Daewoo trucks, while additional investors are being sought.

The decision has now been made to “launch” (so to speak) the Daewoo brand in South Africa. “This brand speaks to what we’re all about as a company. We’re offering trucks with a world-class drivetrain, Korean craftsmanship and the commitment from TACSA in terms of aftersales support.

“The vision of Daewoo is customer centricity, and this is a vision that is shared by Tata. We have been present in this country for more than 20 years. We understand the South African market and that of the neighbouring countries,” Shukla continues.

Two Daewoo ranges will be sold in South Africa – Novus and Maximus. The former comprises 6x4 tippers, the K5MVF six-cube mixers and rigids. The latter comprises a magnificent 6x4, the KL3TX. All the vehicles, barring the mixer, will be assembled locally in Rosslyn. A bus will be launched in the latter half of 2018, while a 15-t gross vehicle mass (GVM) heavy commercial vehicle will come in 2019. The M2SEF 4x2 is also available on special order.

While all the vehicles will be exceptional in their own right, the Maximus 6x4 truck tractor is undoubtedly the star of the show. It features the Cummins ISX 358 kW (480 hp)/2 509 Nm Euro-3 engine and customers can choose between an automated 18-speed Eaton or 12-speed ZF gearbox.



# DAEWOO ROARS INTO TOWN!

With major components coming from the United States (US) and Germany coupled with Korean craftsmanship, the market can expect a sturdy, quality product that will perform efficiently and last for a long time. The tractor chassis frame is made using the high-tensile strength ATOS-80 steel, which is the strongest auto grade steel in use worldwide.

"This is a world-renowned drivetrain. Naturally, the vehicle complies with all local safety requirements, such as the statutory fitment of ABS. The walk-through cab has been crash tested and it passed with flying colours. The vehicle also features a sleeper cab," reports Shukla.

The Maximus tractor has been launched in South Africa after two years of rigorous road trials under real-time conditions across all major routes (such as Johannesburg to Durban, Cape Town and Nelspruit). "The vehicles were run for over 200 000 km, with encouraging results in terms of reliability, fuel efficiency and maintenance costs. It was therefore decided to introduce the product to the market," says Luther.

Customer service will be top-end, too. "The service team has been trained in Korea and we have trained our workshops around the country. We have identified the major routes on which our customers are running and we are ensuring that the workshops en route are upgraded. We are also working on some very special financing solutions, which will be announced soon," says Shukla.

To support the customers, 24-hour roadside assistance is available. "We also have backup units that can be supplied

There's a training centre at the TACSA head office in Johannesburg, which will also be used for training on the Daewoo range. "We're upscaling the skills sets of the technicians and drivers for free. We are a business partner; we're not just a seller of trucks. This has long been our strength," Luther explains.

In addition to the Daewoo drivers receiving training, they can also be accompanied for the first load if required. "We want to ensure that the operators and drivers have total peace of mind. We're very happy to provide this value-added service," he elaborates.

Cummins, Eaton and ZF in South Africa will also support the new entrant. "We are able to benefit from their networks in South Africa, too. Accordingly, our response time – in terms of aftersales support – will be nothing less than superb," Shukla maintains.

Warranties are competitive. "We will offer a four-year/600 000 km warranty on the drivetrain for Maximus only and a first-year unlimited kilometre warranty. With the tippers and mixers, we are offering a one-year/100 000 km standard warranty and a two-year/160 000 km warranty on the drivetrain," says Shukla.

"In addition, in support of our valued customers, the labour on scheduled servicing of tippers and mixers is free of charge at authorised Daewoo dealers for the first year of ownership."

Resale values on Maximus are expected to be high, because the customers are getting exactly what they have asked for (so the trucks are ideal for local operating conditions). "We are able to say this with confidence, as our products, like the Novus K5DEF tipper, are in demand and have established high resale values," says Shukla.

Luther and Shukla have high hopes for the success of the Daewoo brand in South Africa and more new models haven't been ruled out. "The Daewoo range is enormous, but we first want to establish these products in the market. The initial response is encouraging," explains Shukla.

They are convinced that acceptance of the Daewoo range will be high. Its products are acknowledged for featuring quality, reliability, durability and low total cost of ownership (TCO). "We believe that this will resonate with discerning South African operators," concludes Luther. **F**



Harneet Luther (left) and Prashant Shukla are upbeat about prospects for Daewoo in South Africa.

to customers in time-sensitive situations (refrigerated transport, for instance) should there be a technical problem with one of our trucks.

"We will also be providing our own on-site repair vehicles ... three mobile workshops are in the planning stages," reveals Luther. The workshops have trained mechanics from Daewoo, Doosan, Cummins, Eaton and ZF.

TACSA has a huge warehouse, which is very well stocked with spare parts. "We want to make the Daewoo product and the brand a success in South Africa. It's all about uptime, so parts must be readily available," Shukla stresses.

## DAEWOO DEALERS NEEDED!

The Daewoo division of TACSA is looking to establish new dealers throughout South Africa. This represents an excellent opportunity for investors wishing to sell these world-class Korean trucks!



**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.

# THE WAY FORWARD

## FESARTA HAS BIG PLANS IN PLACE FOR 2018 AND BEYOND

**M**uch has happened at the Federation of East and Southern African Road Transport Associations (Fesarta) since Barney Curtis's tenure at the helm came to an end in February 2015, after nearly two decades, and I took over the reins as executive director in May 2015.

Despite many challenges, Fesarta has made great strides and some major successes have been achieved. As I am also the owner-director of Transport Logistics Consultants (TLC) – a major transport and logistics consultancy in southern and eastern Africa – I have to wear two caps.

This has meant having to separate these roles from one another and still maintain the creditability of Fesarta. However, in order for Fesarta to progress, some changes were needed. The first of these was to bring in some support in the right areas that would benefit Fesarta going forward.

Leon Swanepoel was brought on board in 2016 as a training consultant with a view to developing the Fesarta Academy. Swanepoel has been in the training industry for over 30 years and has extensive experience in both development and the facilitation of various training programmes.

He has completed numerous courses including some international ABE qualifications. His vast experience and knowledge has allowed him to develop these programmes for TLC and to set the systems in place to administer and run the training programme for the Fesarta Academy.

Fesarta launched its E-learning

Academy in January 2018. The focus is on driver training for now, but it is hoped that it will expand to supervisor and management level in the near future. More details on the Academy and its courses are available on the Fesarta website.

All courses have been vetted by the IRU Academy in Geneva. These training courses are completely mobile and access will be determined by the candidate's internet access.

There are very few e-learning courses of this kind available in Africa, so Fesarta is proud to be among the first to offer this type of training. Besides benefiting its members and non-members, it is hoped that offering these courses will make Fesarta more sustainable and less dependent on membership fees.

Another major achievement last year was the signing of an agreement of cooperation with the IRU Academy in Geneva. This has the potential to provide members with additional resource materials from an established global transport organisation that has been in existence since 1948 in more than 70 member countries.

Going forward, Fesarta has signed an agreement with the Common Market for Eastern and Southern Africa (Comesa) to find regional solutions through a public-private partnership.

The proposed initiatives include the regional implementation of the Comesa Virtual Trade Facilitation System or Cargo Tracking (electronic sealing of cargo), and the Comesa Regional Customs Transit Guarantee.

These initiatives will greatly improve the efficiency at our border posts and transportation costs of transit cargo regionally. It will benefit all Fesarta members and transporters willing to participate in this scheme.

Another initiative currently being negotiated between Fesarta and the Sub-Saharan Africa Transport Policy Programme (SSATP) is for Fesarta to host the Corridor Performance Monitoring System developed jointly by SSATP (financers) and Crickmay (service providers), with input from TLC. This will enable Fesarta to add value to the existing platform and provide valuable informative data and statics for users of the system. **F**



# IVECO STRALIS 480



**FLEXIBLE  
FINANCIAL  
SOLUTIONS  
FOR THE  
LONG HAUL**

**Operating Rental  
R32,500 excl.VAT on  
the Stralis 480**

**Operating rental for 36 months & 600 000 km**

\*The image shown is for illustration purpose only. Actual product may vary due to product enhancement

\*Terms and conditions apply and subject to credit approval and operating conditions

**IVECO  
CAPITAL**

In alliance with **WesBank**

**IVECO**

Your partner for sustainable transport

WesBank - a division of **FirstRand Bank Ltd.** An Authorised Financial Services and Registered Credit Provider. NCRCP20.

Contact us on 0800 116 967 or contact your nearest Iveco dealer for details on additional offers.

[www.iveco.co.za](http://www.iveco.co.za)



 @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.

# KICKING THE CAN FURTHER DOWN THE ROAD

## INVESTIGATING A DECLINE IN INFRASTRUCTURE SPEND (PART ONE)

**F**ebuary came and went with the passing of the budget by the then Finance Minister Malusi Gigaba. This would turn out to be his first and last budget. While markets reacted positively to a well-reasoned message, structural difficulties loom in the near future.

term. Unfortunately, the new finance minister faces a balancing act on three fronts.

On the expenditure side, the snap announcement of free university education placed an undue burden on the fiscus (reportedly at a time when the budget was in final planning stages), while a national health insurance scheme and land expropriation without compensation remain in the pipeline. State expenditure is, therefore, likely to accelerate under current conditions.

not work. It was economist Arthur Laffer who observed a turning point, whereby any increases in taxes will bring in less revenue.

If taxes cannot be raised, then the shortfall would have to be addressed through borrowing, upon which interest is charged. Once again, the extent to which government has the ability to borrow is dependent on its perceived ability to honour interest repayments. Along with the recent spate of downgrades, the accelerating interest on our debt means that this option is perilous.

Corrective action requires government to reprioritise current spending. Usually the first victim of this is capital projects, which includes infrastructure spending.

In the latest budget, conditional infrastructure grants were reduced to the tune of R28 billion, which will probably get pushed out into later years.

Kicking the can down the road in this instance presents significant dangers. Infrastructure is subject to depreciation over time. Roads and rail networks decay and without continuing to spend on maintaining roads, the transport sector will be greatly affected, as journeys will take longer and cost more, margins will rise and inefficiencies will creep in.

With manufacturing production in South Africa concentrated in regional centres, there is a danger that transport costs in places like Coega and East London could escalate as regional road networks break down. The expansion ability of our manufacturing hubs will also be affected if the network is unable to handle greater transport traffic. **F**



“

Infrastructure is subject to depreciation over time. Roads and rail networks decay...

One of the biggest difficulties of any government finance department in an emerging economy is to balance an increasing burden on state resources, while maximising tax revenue in a way that presents a sustainable budget deficit into the medium

Expenditure is typically financed in two ways – tax revenue and borrowing. Continually increasing taxes contains a different set of problems. Late last year, it was seen that the tax revenue shortfall may reach R50 billion. Raising income taxes any further will just



 @NLawGlobal

**KIRSTEN MULLINS** is a corporate and commercial lawyer based at Norton Rose Fulbright in Cape Town. She focuses on mergers and acquisitions and related work, commercial agreements and admiralty matters.

# PROTECTIVE WRITS ARE SAFE FOR NOW

**IN CONFLICT WITH A WESTERN CAPE HIGH COURT DECISION, THE KWAZULU-NATAL HIGH COURT HAS HELD THAT THE ISSUE OF A SUMMONS PROTECTS A CLAIMANT AGAINST A CHANGE OF OWNERSHIP OF THE SHIP. THIS PROVIDES SOME RELIEF TO CREDITORS WHO RELY ON PROCEEDINGS SUCH AS THESE TO ARREST SHIPS THAT CALL IN SOUTH AFRICAN PORTS**

**I**n order to institute in rem proceedings in terms of the Admiralty Jurisdiction Regulation Act, 1983, one needs to show that the owner of the vessel would be liable to the claimant in an action in personam in respect of the cause of action concerned.

The Act further provides that a ship other than the guilty ship may be arrested as an associated ship if, at the time the action is commenced, one of the various requirements in terms of section 3(7) of the Act is met.

In a recent judgment of the Western Cape High Court, it was found that the Act was to be interpreted to mean that an action was commenced when the arrest was effected.

The result of this interpretation was that the ownership of the ship was relevant at the time of effecting an arrest and any change in ownership of a ship after the issue of a summons, but before effecting an arrest, would preclude a valid arrest. This would mean that creditors who had issued protective writs would be unable to

arrest ships which had since been sold to third parties.

However, in the most recent judgment of *Seaspan HoldCo 1 Ltd and two others versus MS Mare Tracer Schiffahrts GMBH & Co, KG* and one other (*Seaspan Judgement*) of the KwaZulu-Natal High court, a different approach was taken, confirming the principles set out in a 1967 English case, the *"Monica S"*, which had previously been followed in South Africa.

in contravention of section 25 of the Constitution, 1996, the KwaZulu-Natal judgement pointed out that writ searches were common practice among potential ship purchasers and, as this information was publically available, there was nothing preventing a ship purchaser from establishing if a ship was at risk of arrest in South Africa before purchasing it.

It is likely this judgement will be taken on appeal and, if it is, the Appeal Court decision will



The commencement of an action was the issue of summons, creating a statutory lien over the ship. Any subsequent change of ownership would not prevent the ship being arrested once in South African territorial waters.

In touching on the possible constitutional argument that to interpret the Act in this way amounted to an arbitrary deprivation of property

be binding on all South African courts.

Although this issue has not been finally decided, and there are now two conflicting decisions of different High Courts, the *Seaspan* Judgment is a relief for maritime claimants around the world who rely on the arrest-friendly provisions of our Act to allay their fears of landing up with empty pockets. **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](http://www.focusontransport.co.za) and have your say!

# MANAGING SMALLER TRUCK FLEETS

**WHEN TRANSPORT IS NOT A COMPANY'S CORE BUSINESS, THERE ARE MANY BENEFITS TO BE GAINED BY PROFESSIONALLY MANAGING AND CONTROLLING A SMALL FLEET OF COMPANY-OWNED TRUCKS**

**I**n many companies, management skills are often focused on the core business, and the operation of the delivery trucks is regarded as a necessary evil.

To learn more about the tools and systems that are needed to professionally control and manage a small fleet of trucks, I went to see Donald Chalmers – a director of T and I Chalmers Engineering, who, in my opinion, runs a well-managed small fleet of delivery trucks.

When I asked Chalmers what had motivated him to apply more focus, attention and control to the company's small fleet of medium-duty trucks, he explained that when he took over the portfolio, he found that the company was experiencing too many vehicle breakdowns, due to the aging fleet. This was causing deliveries to arrive late and was affecting the company's customer-satisfaction rating.

His first task was to set about establishing a fleet-replacement policy for the company – and replacing the older vehicles at the right time. "This has definitely paid dividends. We are now able to obtain very good trade-in prices for the vehicles, especially as they have a complete service record and are still in a good condition," Chalmers says.

To increase the control and



The company was experiencing too many vehicle breakdowns, which was affecting customer satisfaction.

management of this new fleet, his next task was to install an electronic vehicle-tracking system. "This has proved to be an excellent management tool and has been well worth the investment," Chalmers states. The electronic vehicle-tracking system also alerts him immediately if a driver is speeding or applying the vehicle's brakes too harshly.

"We cannot afford not to have control over the drivers' movements and their driving style," Chalmers says. "Knowing exactly where the trucks are at any time has also improved our vehicle productivity and customer satisfaction."

Dashcams are fitted to each truck to protect the company against possible liability in the event of an accident.

Drivers are also encouraged to ensure that their trucks are serviced at the correct service intervals at the franchise dealers, and there is a back-up system in place to ensure that no service is missed.

The pressure of the tyres is also checked regularly, resulting in a reduction of tyre replacement costs. Fuel consumption is checked daily and any excessive fuel consumption is immediately investigated and action is taken to rectify the problem.

Strict controls are applied to the renewal of the driving licences and professional driving permits to ensure that they are renewed well before the expiry date. Drivers are also audited and tested once a year.

Chalmers adds: "The trucks are washed by the drivers every morning before they leave the premises, which, in turn, has improved our company's image."

Chalmers sets a perfect example for companies, whose core business is not trucking, of how to best operate a fleet of delivery trucks, lower transportation costs, improve customer satisfaction and reduce the number of vehicle breakdowns and accidents. **F**



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

# NOW IS YOUR CHANCE, COMRADE BLADE!

**I'D SPECULATE THAT AT NO TIME SINCE 1910 HAS THE POST OF MINISTER OF TRANSPORT BEEN FILLED BY ANYONE SERIOUSLY COMMITTED TO MAKING TRANSPORT WORK FOR THE BENEFIT OF THE WHOLE COMMUNITY**

**A**t least three communists – Ben Martins, Jeremy Cronin and Jeff Radebe – have held the position of minister of transport (or deputy minister) since 1994. Now another comrade, the long-serving general secretary of the South African Communist Party (SACP), Blade Nzimande, has been called up to the plate.

As we welcome him to the position, let's remind him of the party's Red October campaign of 2006, when he told *Business Day* (September 28) that the party would focus on "accessible, affordable and efficient public transport for all". A week later, he also wrote on the subject in the party's online newsletter *Umsebenzi* of October 4, 2006:

"The SACP has been concerned that since 1994 public transport has NOT improved significantly for the great majority of South Africans. In many respects it has got worse. The majority of South Africans are still trapped in apartheid-era townships and rural areas distant from work and amenities.

"Well-intentioned RDP housing delivery has reinforced the reality of many workers and the poor being stranded in distant places, making transport costly. Twelve years into our democracy, housing and other related infrastructural developments are done outside of public transport considerations."



Another 12 years have gone by, comrade, and nothing has changed.

Instead of taxis, buses and trains working together as part of an integrated system – we have minibuses fighting each other for passengers. Our public transport "systems" are fragmented, irrational, uneconomic and unsustainable.

Now for some commie-speak. Although I totally agree with the following, I am wishing that the comrades will now walk the talk:

"Safe, affordable and accessible public transport is of central concern to the working class. For this reason we (shall) focus our Red October campaign on the mobilisation of the working class to be at the head of this struggle.

"In doing this, we shall be engaging government at all levels, also bus, taxi and rail operators, commuters and communities.

"Transport infrastructure is also designed around car-ownership, with no provision for safe lanes for public transport, pedestrians and cyclists."

Then the SACP listed six "demands" as part of its campaign:

- Integrated transport plans: all

municipalities should establish transport authorities;

- A commuters' charter;
- A major review of the taxi recapitalisation programme;
- Drastic measures to improve safety on our roads and in our trains;
- Sustainable funding for public transport, including a major injection of funds into Metrorail; and
- The re-nationalisation of Sasol.

I would strongly support all of these demands, except for the last one. Instead of Sasol, try nationalising the minibus-taxi industry. It can be done, one small chunk at a time. That would at least allow millions "trapped in the townships" to enjoy lower fares pitched at the level of the third-class Metrorail fare and promote social equity among all South Africans.

Then, comatose comrades, I'd also like to see what you plan to do about Gautrain, bearing in mind that it happened on Jeremy Cronin's watch.

How many more opportunities would the SACP still like to get to do something about the dismal public transport situation in South Africa? **F**

# WEIGHING IN LOG BY LOG



**OPERATING IN THE TIMBER INDUSTRY IS NOT FOR THE FAINT-HEARTED. GAVIN MYERS CHATS TO T3 TIMBER AND TRANSPORT AND ONE OF ITS SUPPLIERS, LOADTECH, TO FIND OUT HOW THEY APPROACH THE TASK**

**T**ransportation within the timber industry is a highly specialised field that requires vehicles and equipment suited to the task. Large amounts of off-road and on-highway work is required – so trucks and trailers need to be suited to both environments, drivers need to be adept in all manner of scenarios and operators need to ensure they have all their bases covered in terms of legislation and industry-specific requirements.

It's therefore unsurprising to learn that the local sector is dominated by a few key players, although there are numerous smaller companies that have risen to the challenge. One such company is T3 Timber and Transport. Owned by Morne Els, T3 operates within three areas; the first is long-haul, and the other two are within timber itself. "We run timber in the lowveld area, Mpumalanga,

Gauteng and KwaZulu-Natal. We've got seven of our own trucks and 20 subcontractors," Els explains.

The core of the company's timber business is trading. "We buy timber from farmers and resell it to customers such as Sappi and Mondi," Els explains.

The other facet is that of timber transport. The company moves the commodity for both large companies and private partners. (The long-haul division specialises in moving commodities, too, including cement, sugar and steel.)

T3 runs a fleet of UD trucks – it's just added another two – and a lone Hino. They pull a combination of super links, flat decks and a single skeleton trailer (paired with the Hino). However, for Els, running suitable vehicles is only one piece of running a successful timber transport company.

"There are numerous aspects in all areas of the business



- FEATURES AND BENEFITS**
- ACCURACY
  - SIMPLE TO OPERATE
  - AXLE WARNING OVERLOAD
  - RUGGED FOR HARSH ENVIRONMENTS
  - AXLEWATCH
  - BALANCE LOAD DISTRIBUTION
  - MAXIMISE PAYLOAD
  - REDUCE VEHICLE WEAR AND TEAR AND FUEL CONSUMPTION
  - REMOTE LOAD MONITORING AND REPORTING
  - PROTECT YOUR LICENCE
  - AVOID FINES AND OVERLOAD ENDORSEMENTS

**LOADTECH**  
ON BOARD WEIGHING



- INFLATE YOUR PROFITS**  
LESS DOWN TIME  
BETTER TYRE MILEAGE  
BETTER FUEL ECONOMY  
INCREASED SAFETY

[www.loadtech.co.za](http://www.loadtech.co.za)  
[sales@loadtech.co.za](mailto:sales@loadtech.co.za)  
Tel: 012 661 0830

**LOADTECH**  
TYRE PRESSURE CONTROL



that need to be considered when aiming for best practice in this industry. We need to have focused drivers and trucks that are good on the road. Safety must be put first, with timely maintenance. We need to achieve maximum payload per trip and cost per kilometre (CPK) must be as low as possible ... to achieve maximum return the company needs to be run as economically as possible," he says.

Running economically doesn't mean running cheaply. On the contrary, it means investing in the right equipment to enable the company to do things properly.

Among the equipment fitted to the vehicles is the Loadtech Onboard Weighing system.

"This computerised weight-measuring system is fitted to the timber truck, allowing the driver to control the weight being added during the loading process. This ensures that the truck is loaded correctly the first time – every time.

"Once the truck has moved off the loading zone, it is unlikely to return for load adjustment, meaning that there is a small window of opportunity while the truck is being loaded to ensure that the load is correct," explains Neels Botes, Onboard Weighing brand executive at Loadtech.

"This means that suppliers can be sure that the truck is not overloaded, (which would lead to penalties for the transporter), and that the mill receives the correct load," he adds.

At T3 this is exactly the case.

"The Loadtech systems are fitted to our flat-deck trailers, and they help in numerous ways. First we can derive maximum payload from the rig, so, if the customer hasn't got enough timber on site for a full load, we can still demand the full price

"The scales also help us stay within specifications of the National Road Traffic Act. We can ensure that each axle is loaded correctly and that the rig is not overloaded.

"As the system is an onboard scale, the driver can monitor the loading via a screen in the cab and then run a printout. He can see exactly what is loaded on each axle and the total weight of the truck," Els says.

Naturally, the results go right down to the bottom line and using the system has even saved money for T3. Els notes: "If we have to weigh our trucks on weighbridges each time, to check they are within spec, it can get very expensive... We are charged an arm and a leg and can end up with quite a bill, per truck, each month. These are running costs we've been able to avoid."

It's clear, then, that investing in the right equipment can give any company a leg up in the competitive timber transport marketplace, which is being proved by the partnership between T3 Timber and Transport and Loadtech. **F**

**WANT TO ENSURE YOUR LOAD WEIGHS IN  
CORRECTLY? SCAN HERE TO SEE WHAT  
LOADTECH HAS TO OFFER**



# NOW ALSO THE HOME FOR TRUCKS & TRAILERS



**Want to advertise your  
commercial trucks and trailers?**  
Contact us on [contact@carfind.co.za](mailto:contact@carfind.co.za)

**Carfind.co.za**<sup>®</sup>





# SCANNING THE GLOBE

**WHILE IT IS OFTEN SAID THAT SOUTH AFRICA IS AT THE FOREFRONT OF THE GLOBAL TRACKING AND TELEMATICS INDUSTRY, IT IS INTERESTING TO SEE WHAT OTHERS ARE DOING. NKOSINI NGWENYA EXPLORES SOME CURRENT GLOBAL FLEET-MANAGEMENT TRENDS**

## T

he South African trucking industry has over the years struggled with the epidemic of vehicle theft. According to a recent report by Avis Fleet Management: "Nissan and Scania trucks are most targeted by criminals followed by Hino, Isuzu, Volvo, Mercedes-Benz, Mitsubishi and Toyota."

This has necessitated new approaches to fleet-management solutions that are characterised by state-of-the-art technologies and innovative methods that will reduce vehicle theft, while ensuring the optimum utilisation of trucks for trucking companies.

Leading fleet-management solutions companies in South Africa – such as Eqstra, Ctrack, MiX Telematics, and many others – offer trucking companies a wide range of products that seek to address safety, efficiency, compliance, fraud, fuel theft and other security concerns.

In addition, value-added products such as crash alert, roadside assistance, internet tracking and GPS logbook are services meant to allow South African trucking companies to keep track of their vehicles, drivers and other mobile assets at all times. This has enabled the South African industry to be at the forefront of the global tracking and telematics industry.

A closer look at the global tracking and telematics industry reveals that trucking and shipping companies in other countries – such as the United Kingdom, the United States of America, Canada, Brazil, Germany, Australia, New Zealand, and the United Arab Emirates – have all embraced contemporary fleet-management solutions to actively manage all components of a fleet.

Some of the top companies in the tracking and telematics industry globally include Telogis, P&L Software, RouteWare, Dossier System, GPS Insight, Fleetio, RTA Fleet

Management, Prophesy Transportation, Wabco Holdings, Emaint, Webfleet, Encore Core, AMCS, Enevo, LYTX and ATTI.

In Europe, fleet-management solutions company Wabco Holdings has established itself as a leading tracking and telematics company in the European commercial-vehicle market. Wabco recently underlined its dominance over the European tracking and telematics industry by signing its largest fleet-management solutions contract ever, with Girteka Logistics.

Wabco will be providing advanced fleet-management solutions technologies to 2 700 trucks belonging to Girteka Logistics operating across the European market.

According to Edvardas Liachovicus, CEO at Girteka Logistics: "This multi-year agreement will see Girteka Logistics trucks upgraded with the Wabco-owned Transics comprehensive fleet-management solutions (FMS) portfolio, including advanced TX-SKY on-board computers and TX-FLEX mobile app connectivity, as well as TX-CONNEX back-office IT and software integration via the TX-TANG web service platform.

"This powerful combination of advanced fleet-management solutions provides significant benefits for Girteka Logistics, including improvements to its overall fleet efficiency and an enhanced customer service capability."

Under the agreement, Wabco's fleet-management solutions will provide real-time communication between Girteka Logistics' dispatchers and drivers. On the other hand, TX-SKY onboard computers will constantly monitor and collect high-quality truck data.

This will enable fleet managers to plan advanced route management as well as receive real-time alerts and alarms on vehicle speeds, GeoFences, driving times and activity duration. These functions, which include efficient



Easter special  
Up to 45% off

Valid until  
30 April  
2018

The best part of this Easter:  
up to 45% off on selected parts.

For the best quality parts at the best prices,  
visit [www.mercedes-benz.co.za/parts](http://www.mercedes-benz.co.za/parts)

Mercedes-Benz  
Trucks you can trust.



remote tachograph downloading, are all critical to support compliance with European driving and resting-time regulations.

TX-SKY also delivers truck-performance and driving-style analysis to aid more economical and ecological driving. This is complemented by TX-FLEX mobile app connectivity, which further enhances driver efficiency with out-of-cabin information support," affirms Nick Rens, Wabco president for Trailer Systems, Aftermarket and Off-Highway Division.

Moving to the North American market, Zion Market Research claims that North America holds a dominant position in the global fleet-management market, with around 37 percent of the market share. Canadian telematics and fleet management systems provider, Fleet Complete,

is one of the leading industry players in the North American market.

Fleet Complete expanded its operations to the Australian market in 2016 and in the process introduced a cloud-based platform called Connvex to the country's tracking and telematics industry.

This new platform has the potential to gather anonymised data from every Connvex-connected vehicle, as well as others, and provide data analytics services to third parties, according to Sandeep Kar, global chief strategy officer at Fleet Complete.

"Connvex provides all contributing participants with in-depth learning and unparalleled insight that is critical for the design and development of unique solution offerings. The platform can help with remote diagnostics and



A closer look at the global tracking and telematics industry reveals that trucking and shipping companies in other countries have all embraced contemporary fleet-management solutions.

prognostics, safety and advanced driver assistance systems (ADAS), electric vehicle mobility, digital freight brokerage and video telematics, mobile resource management and ride sharing," explains Kar.

The global fleet-management market is expected to grow substantially from US\$ 3,25 billion in 2016 to an estimated US\$ 15,5 billion by 2024. This projected growth is a result of the increasing integration of smart devices with vehicles, the new regulations on fleet safety and security, and the requirement for increased operational efficiency. **F**

# SOLAR PROJECT RESOLVES POWER PROBLEMS IN MALAWIAN HOSPITALS

**A SOLAR ENERGY PROJECT, WHICH IS ENSURING THAT PATIENTS AT HOSPITALS IN MALAWI ARE NOT COMPROMISED BY POWER OUTAGES, IS THE LATEST HEALTHCARE SUPPLY CHAIN SOLUTION DELIVERED IN THE REGION BY RESOLVE SOLUTION PARTNERS – AN IMPERIAL LOGISTICS COMPANY**

**A**s part of its plan to develop healthcare infrastructure in Malawi, the country's Ministry of Health embarked on a US\$ 3.7-million (R43.8 million) project to install solar energy at 85 health facilities nationwide.

"The Ministry of Health contracted non-profit organisation, the Partnership for Supply Chain Management (PFSCM), to procure and install the solar panels. PFSCM awarded a subcontract to Resolve Solution Partners for the installation and a three-year maintenance programme," explains Heinrich Strauss, MD at Resolve.

"This solar initiative aims to ensure the seamless delivery of healthcare services in the face of prolonged power outages currently being experienced in the country," he states.

"District hospitals and health centres in remote areas of Malawi have been the worst affected by power outages," Strauss notes. "Big city hospitals have been less affected, although they have had to use generators to maintain operations at times, which are costly to run."

According to Malawi's Ministry of Health, the goal of this solar project is to prioritise saving lives and curbing power disruptions, especially in key hospital sections like theatres, maternity wings, intensive care units and the section for children under the age of five.

The hospitals that are benefiting include Bwaila Hospital in Lilongwe, Queen Elizabeth Central Hospital in Blantyre, Zomba Central Hospital and Mzuzu Central Hospital. Each of these facilities will be fitted with solar panels providing 100 kW of power.

In addition to installing the panels, panel arrays and photovoltaic systems, Resolve's contract includes the installation of solar-powered streetlights at the hospitals, together with solar geysers and air-conditioners. Heat-reflecting paint will also be applied at 16 hospitals.

This project marks the third healthcare supply chain solutions project in which PFSCM and Resolve have partnered in Malawi.

"Last year, PFSCM and Resolve installed 115 prefabricated



storage units across the country using Resolve's unique Storage-in-a-Box solution. After the success of this project, PFSCM and Resolve were awarded the roll-out of a further 95 Storage-in-a-Box units, which were completed at the end of October 2017," Strauss reveals.

Resolve's innovative Storage-in-a-Box solution consists of prefabricated 70 m<sup>2</sup> modular storage units that are pharmaceutical-compliant, validated, fully outfitted and can be deployed immediately.

Delivered in 40-ft (12.19-m) containers, Storage-in-a-Box brings supply chain solutions to both remote and urban settings with ease, allowing supply networks to develop where they are needed, not just where they have traditionally been able to be deployed.

"We look forward to the completion of our solar undertaking in Malawi, and are proud of the ongoing role that Resolve is playing in improving healthcare in the country," Strauss concludes. **F**

SCAN HERE FOR MORE NEWS FROM IMPERIAL LOGISTICS



# LVCs GREENER ON THE OTHER SIDE



**MORE COMPANIES ARE TURNING TO ENVIRONMENTALLY FRIENDLY OPTIONS WHEN SELECTING THEIR VEHICLES, AND THE INTERNATIONAL LIGHT COMMERCIAL VEHICLE (LCV) SEGMENT IS ONE OF THE FAVOURITES. WILLIAM GEORGE LOOKS AT HOW “GREEN” LCVs ARE CONTRIBUTING TO TRANSPORT BUSINESSES AND THE ENVIRONMENT IN WHICH THEY OPERATE**

**M**

any businesses use LCVs for deliveries, as they are ideal for cutting costs and improving efficiency. A “green” vehicle is normally propelled by alternative fuels, such as compressed natural gas, fuel cells and electricity.

According to *The Guardian*, it is estimated that by 2035, electric vehicles could make up 35 percent of the road-transport market, and 60 percent by 2050.

There are ongoing debates on how the electricity that powers the electric vehicles is generated. The generation process, itself, could be contributing to the same issues which are meant to be prevented by using these vehicles. These include gas emissions and the increase in global warming.

Although the use of green vehicles has been embraced in many countries, this is not yet the case in South Africa. These are some of the international developments:

## **NISSAN IMPROVES ITS 100-PERCENT ELECTRIC e-NV200**

Nissan recently introduced the new e-NV200, a 100-percent electric van, which is based on the non-electric Nissan NV200. The e-NV200 was introduced to the European market at the beginning of the year and is equipped with an upgraded 40-kWh battery, allowing it to go further on a

single charge than the previous generation.

Gareth Dunsmore, director of electric vehicles at Nissan Europe, says: “Businesses have a huge impact on air quality and traffic congestion, especially in city centres. The Nissan e-NV200 helps cut the level of CO<sub>2</sub> emissions. The company is committed to helping businesses and consumers create a more sustainable future and the e-NV200 is playing a key part in this.”

The quote by Einstein “Energy cannot be created or destroyed, it can only be changed from one form to another”, can be realised with the e-NV200’s bi-directional charging. This means it can give back energy to power the world around it by connecting to offices or business facilities. It can even return any excess charge to top up and stabilise the local energy grid, thanks to Nissan’s innovative Vehicle to Grid technology.

Since the e-NV200 may be considered a little small by some businesses, a fleet electrification provider, Voltia, upgraded the van by expanding its base cargo capacity from four to approximately eight cubic meters.

In December 2017, Sadiq Khan, mayor of London, ordered a fleet of 25 Voltia vans to test the commercial viability of electric vehicles, and to help cut down the toxic emissions in the city.

Khan has been helping the city of London to reduce emissions by working with freight companies to reduce the



number of traditional fuel-propelled trucks on the city's roads and encourage the use of electric vans.

During the trial, some 80 000 parcels were delivered to Londoners during the Christmas season. Khan further proposed imposing a daily charge on polluting vehicles of £12.50 (R210) for cars, vans and motorbikes; and £100 (R1 682) for buses, coaches and heavy-goods vehicles that wish to enter central London from April 8, 2019.



### CITROËN'S BERLINGO VANS TO USE WASTE FROM LONDON

More than a year ago, Citroën expanded its Berlingo range of alternative-energy vans by adding the new L2 electric vehicle. This model's load length has been extended by 250 mm and is now 2 050 mm, while also extending the load volume to 3,7 m<sup>3</sup> compared to the previous 3,3 m<sup>3</sup>.

The Hackney Borough Council in London is one customer

that has renewed its fleet by adding 150 Citroën Berlingo biofuel vehicles. The decision to replace the fleet was made in order to be able to make use of sustainable biofuel produced from waste.

Norman Harding, corporate fleet manager at Hackney Council, maintains: "We chose the Citroën brand for our current and previous fleets because Citroën supports us in our use of sustainable biofuels from waste."

"We have a long history of operating vehicles using sustainable biofuels from waste, predominantly in our heavy-goods vehicles, but Citroën will warrant the use of 30 percent biofuel (B30) providing it meets the EN14214 quality standard, which our fuel does."



**TOP:** The StreetScooter WORK XL, based on the Ford Transit, will save the DHL Group 1 900 litres of diesel each year. The group is Germany's largest electric-fleet operator.

**ABOVE:** The Renault Master Z.E. brings electric power to the large-van class.

### RENAULT TO LAUNCH THE MASTER Z.E.

Renault has finally announced the pricing of its electric Master Z.E. range, which includes six versions.

According to Renault: "The Master Z.E. is fitted with the lithium-ion 33-kWh system with optimised electronic management. The battery combines the expert know-how of Renault and LG Chem to optimise energy density. Its battery performance has been optimised by improving the chemistry of the battery cells, rather than by adding more modules."

Renault's Master vans have been chosen by over 475 000 customers in Europe since being introduced in 2010. A total of 97 000 Renault Master vans were sold worldwide in 2017 alone. The new range of Renault electric vans will be available in Europe by mid-2018.

### DHL GROUP USES FORD CHASSIS FOR DELIVERY SERVICE

Deutsche Post DHL Group, a German courier service, recently announced the purchase of StreetScooter WORK XL electric delivery vans, which are built on the Ford Transit chassis.

According to Ford, each WORK XL could save around five tonnes of CO<sub>2</sub> and 1 900 litres of diesel each year.

DHL is planning to have more than 2 500 of these vans by the end of 2018. Ford explains that having 2 500 vehicles in service could result in a total saving of 12 500 t of CO<sub>2</sub> and 4.75-million litres of fuel every year.

Currently, there are over 3 000 StreetScooter WORK and WORK L electric vehicles in service with Deutsche Post



**ABOVE:** Custom body builders are not falling behind – Voltia has doubled the size of the popular Nissan e-NV200.

**RIGHT:** Chinese vehicle manufacturer Maxus is taking on the European electric-van market.

DHL Group, which makes it the largest electric-fleet operator in Germany.

### CHINESE MAXUS TO ENTER EUROPE IN 2019

SAIC Motor, the China-based automotive manufacturer, recently delivered the Maxus EV80, an all-electric van, to its first European customers.

The full-scale production of the electric van is currently underway and a wide-scale European launch is expected in 2019.

According to *Green Car Congress*, the Maxus EV80 is available to fleet operators in Western Europe who are interested in reducing their carbon footprint and vehicle operating costs.

Maske Fleet, a rental and distributor company, added five EV80 vans to its courier service fleet. The delivery of these vans was made shortly after SAIC announced its entry to the market.

Andreas Maske, CEO of Maske Fleet, notes that there are many cities across Europe that are planning strategies to reduce air pollution.

"It's vital that businesses have a viable solution for zero-

emission fleets. By offering the Maxus EV80 electric vans we can help our customers reduce their carbon footprint and allow them to meet strict emissions regulations, while reducing their operating costs," he adds.

"The panel van features a cargo area length of 3 300 mm, a width of 1 770 mm and height of 1 710 mm, resulting in a total volume of 10,2 m<sup>3</sup>, accessible through the wide-opening rear and side doors.

"The maximum payload capacity is 950 kg. The chassis cab is similarly competitive in its capabilities and also boasts a maximum towing mass of 750 kg," reports *Green Car Congress*.



Many cities across Europe are planning strategies to reduce air pollution.



According to the United States Environmental Protection Agency (EPA), there are a few points companies should consider before switching from the traditional fuel-propelled fleet to one powered by electricity.

First, the electric vehicles produce no tailpipe emissions. However, charging the vehicle may increase pollution at the power plant. These emissions are, however, typically less than those produced by vehicles that use petrol or diesel, particularly if the energy comes from a renewable source.

Second, the electric fleet needs to be charged. In many countries, there are charging stations dedicated to electric vehicles. The operator will be able to monitor the battery energy through the display screen similar to that of traditional fuel vehicle.

It is important for operators to follow the guidelines provided by the original equipment manufacturer in terms of charging the electric vehicle. **F**

# DISCOVER THE NEW FLEET MANAGEMENT. INSPIRED BY OUR CUSTOMERS. MADE REAL BY TOMTOM.

See your fleet and your business as you have always dreamed. The New WEBFLEET® is your window into easy-to-use, smart fleet management. Help your drivers reach your customers quicker and get more done. Increase your productivity by getting the right data when you most need it. Equipped with the latest technology. Trusted by more than 49.000 customers worldwide. **Open your eyes to fleet management like you've never seen it before.**

For more information visit  
[telematics.tomtom.com/en\\_zs/](http://telematics.tomtom.com/en_zs/)  
or call **0861 866 866**



# CRANING IN ON MINING AND CONSTRUCTION



**SKY-HIGH CRANES PUNCTUATED THE SKYLINE ABOVE THE JOHANNESBURG EXPO CENTRE IN MARCH, AS HEAVY MACHINERY FOR THE MINING AND CONSTRUCTION INDUSTRIES WAS BROUGHT TOGETHER FOR THE 2018 BAUMA CONEXPO AFRICA**

## A

mong the 454 exhibitors from 34 countries were numerous key role players from the local trucking and component supplier industries, so there certainly was much for the 14 167 visitors – and, of course, our **FOCUS** readers – to enjoy. Here is a snapshot of what was on offer:

### EVER STAR INDUSTRIES

A selection of Powerstar trucks, Shantui yellow metal and Weichai power-generation products was displayed by Everstar. JJ Schültz, national technical manager and product specialist, and Dirk Poley, national sales manager – yellow equipment, explain that the two years since the introduction of Shantui (which means “dozer” in Chinese) have been phenomenal.

“Everstar started with Powerstar trucks, which have been marketed very well and have a good footprint and backup. We have adopted the Powerstar methodology of making customer service a priority; we want to have customers for life and establish a brand that clients can trust,” they noted.

“We want to create a one-stop solution for our clients and we have the infrastructure to support them in all areas up to Zambia and the Democratic Republic of Congo.”

While Shantui offers a full range of construction equipment, the Everstar stand also sported a Powerstar 10 m<sup>3</sup> tipper and 16 000-litre water tanker, as well as Weichai power generators and compressors – all specifically for the mining and construction industries.

Ever Star Industries recently received an award for ranking third in the world for Shantui volume sales, and the men say that they are aiming for second position next year.

### IVECO

“Iveco wants to grow in the mining and construction sectors and has some compelling vehicles to offer,” said Elvis Mutseura, product marketing manager at Iveco.

“Being part of the CNH group of companies means we can offer these segments a wide range of products: from Case and New Holland construction machinery, to Iveco commercial vehicles – and even passenger transport for workers,” he said.

There was a diverse selection of this product mix on the Iveco stand including a couple of tippers, a crane, a mixer and a Trakker 440 with a gross vehicle mass (GVM) of 120 t.

“What normally limits payload is what can legally be carried on the axles, meaning most vehicles in these segments operate overloaded. The axle ratings across the Iveco range are very good.

“For example, the 8x4 Trakker tipper has a 34-t GVM and a wheelbase optimised for legal payload capacity – the 15-m<sup>3</sup> tipper has a 19-t payload,” Mutseura noted.

The all-new Eurocargo was also displayed with its dedicated tipper chassis, carrying a 6-m<sup>3</sup> tipper made from Hardox steel. It offers a 7.5-t payload on the road, and can carry an extra tonne on the rough stuff...

“The Eurocargo range comes with a power take off (PTO), or is PTO prepared, meaning all controls are



integrated into the vehicle. This allows for exact control and diagnostics if something goes wrong, and sensors can be incorporated and programmed for safety," Mutseura added.

### JMC

Among the cranes, wheel loaders and excavators on the XCMG stand stood a JMC Carrying LWB double cab.

Garth Wilson, sales executive at JMC SA, said that, in addition to the large-scale mining and construction



machinery offered by the XCMG brand (imported by JMC SA), the company can adapt the JMC range of light trucks to cater to those who need more specialised machinery – such as cherry pickers, roll backs and others.

"This unit is fitted with an XCMG cherry picker that can be raised to 12 m and can lift 200 kg. It's aimed at councils, electricians, signage companies, and so on, allowing for space for the crew by virtue of its double cab. It retails for only R722 000 inclusive of the conversion," he explained.

### KAMAZ

Fresh from its 15th Dakar win, Russian commercial vehicle manufacturer Kamaz has officially arrived in South Africa. The brand will be distributed locally by Bell Equipment.

Brad Castle, Bell Equipment product marketing manager, explains that the company had been running test units since 2016 in various applicable operations near Richards Bay, as well as in Zambia.

"We took our time in choosing the correct partner with which to introduce the trucks. There is a lot of synergy between our brand and Kamaz.

"We will initially target the mining and construction industries. Bell has always wanted to offer the full vehicle package and the initial range of Kamaz vehicles fits into our portfolio of yellow metal and smaller machinery," he said.

That initial range will consist of four models: two 6x4 trucks, with payload capacities of 15 and 20 t respectively, as well as an 8x4 twin-steer with a payload of 25,5 t, and a 6x4 truck with a 19,5-t payload.



Aftersales support will be through the existing Bell network. "Our technicians have been trained and we have built up parts stockholdings in Johannesburg and Zambia. Customers will get the same support they get with any Bell product," Castle explained.

Phase two of the introduction will include completely knocked-down assembly at Bell's Richard's Bay assembly line, and the company is aiming for this to begin by the end of 2018.

**LOADTECH**

The Loadtech stand consisted of three different sections: the loadcells; onboard weighing and tyre inflation systems; and the Loadrite weighing systems.

Christiaan Luttig, Loadrite brand executive, explained that the Loadrite system combines front-end loader load cells, conveyer belt cells, and web-based software reporting to give a live view of the operation's productivity, processing and loading sections.

"This is a management tool that ensures trucks are loaded accurately. It gives a complete report and allows mine operators to see exactly what's being moved around and going into the processing plant. It therefore increases production and productivity," he said.

of some new products. The first is the Sy-klone family of air-quality systems. Gordon Postma, key account manager, explains that Sy-Klone consists of two main components: cab filtration and an engine pre-cleaner.

"The cab filtration system cleans the air before it enters the cab, filtering up to 0.3 of a micron and protecting against asbestos, silica dust and other toxic substances. It creates a positive pressure to keep dirt out, while a secondary system extracts air, then filters and recirculates it. The system can be fitted to anything that requires filtration, for example, vehicle cabs and containers," he said.

The Sy-klone engine pre-cleaner cleans air prior to it reaching the air filter by creating a centrifugal force that pushes dust and dirt out before it reaches the filter.



**TATA**

Tata Motors went all out with three stands spread across the Bauma showgrounds – but it was the vehicles on the main stand that were the most important. Vivek Acharya, senior manager sales and marketing, trucks and buses, Tata Motors, took us through them:

"We're trying to meet the needs of four different customers. Starting with the Prima 3338 8x4 rigid chassis for construction, which features a 246-kW (330 hp) engine and on which a 15-m<sup>3</sup> dumper can be mounted. In mining spec it can load 19 m<sup>3</sup>. It is fuel efficient and cost effective and features revised gearing for on-road applications.

"The Prima 2528 10-m<sup>3</sup> tipper is one of our hit models; it has become well established after four years of being on the market and is ideal for mining and construction.

"The smaller Ultra is shown for people needing to move equipment to and around construction sites, such as scaffolding, while the baby Super Ace could be used on site to move large vehicle components to the workshop, for example."

**TRYSOME**

The big news at the Trysome stand was the introduction



Another significant product on the stand was the FireTrace fire-suppression system. "This is fully automated. When it detects heat (of a pre-set temperature) the tube bursts and expels the contents of the suppressant cylinder. It comes with alarm systems and pressure gauges, and can be fitted to any vehicle or area. Furthermore, the suppressant used is friendly to humans and electronics," Postma said.

Stefan Rummel, MD of show organiser Messe München, concluded: "The trade fair reflected a sense of renewed optimism and highlighted the opportunities in the industry, despite recent economic challenges." **F**



The trade fair reflected a sense of renewed optimism and highlighted the opportunities in the industry, despite recent economic challenges.

# MINING POSSIBILITIES AND CONSTRUCTING GROWTH

**AS A COMPANY POSITIVELY BUILDING ITS PRESENCE IN THE MINING AND CONSTRUCTION INDUSTRIES, SCANIA SOUTH AFRICA KNEW THAT BAUMA CONEXPO AFRICA WAS THE PLACE TO BE. GAVIN MYERS SPOKE TO ITS DEDICATED MINING AND CONSTRUCTION MANAGERS TO FIND OUT MORE**

**T**heus Naude, segment manager construction/public and special, and Reuben Govender, segment manager mining, are determined to achieve a similar goal in their respective areas of expertise: to show that Scania has what it takes to gatecrash the construction/mining party, as it has done in the long-haul segment.

And, by the looks of things, the company has all diffs locked and crawler gears engaged as it navigates its way up these rocky segments.

"All customers have unique operations, which is why we need to understand their operations to tailor-make vehicle solutions," Naude continues.

"This allows us to ensure the vehicles are capable of delivering in all aspects of their performance," Govender adds.

Friberg points out, however, that engineering the right vehicle for the job is only the starting point – it is the wide array of Scania solutions that will boost the company's edge.

"Mining and construction customers require short lead times and minimal down time. To achieve this, the full Scania solution is tailored to their needs: finance packages, repair and maintenance contracts, telematics monitoring, and on-site driver training and servicing," he notes, adding the company goes even further...

"Our approved bodybuilders have a supply of complete tippers and mixers to be mounted to vehicles – some even have access to our internal system to see when chassis are being built, so they can prepare themselves and cut lead times.

"In addition to our segment managers, customer-care representatives visit customer operations regularly to address any issues that might arise. Besides saving the customer money, these initiatives allow us to help build their revenue," Friberg notes.

With a generally positive mood prevailing in the local mining and construction segments, and heightened activity in the southern African region, it would seem that Scania South Africa has perfectly timed its ramp up of activities in the local construction and mining segments. **F**

"We play an important role in the customer's business. Showing value is vital," Govender begins.

"There is no 'one-size-fits-all' solution in this game. Everything we do is purpose built for each individual customer," Naude adds.

The men were joined by Anders Friberg, GM sales and export, who reiterates the company's determination. "In 2016 Scania held 3,2-percent market share in these segments. We are targeting more than 30 percent by 2020. We have the right products and solutions to achieve this," he says confidently.

At Bauma the company displayed numerous models applicable to these segments. In reality, the dedicated Scania construction and mining teams will visit the operations of each customer and assess every aspect and requirement of the operation before spec'ing the vehicles.



**FIND OUT WHAT SCANIA CAN OFFER YOUR MINING OR CONSTRUCTION BUSINESS!**



# CLA FOR CONSTRUCTION

**MAN AUTOMOTIVE HAS REFRESHED ITS CLA MODEL RANGE, AND IS SPECIFICALLY TARGETING THE CONSTRUCTION INDUSTRY. GAVIN MYERS JOINED THE TEAM AS IT INTRODUCED THE NEW RANGE TO CUSTOMERS**

**T**he venue was the formidable ride and handling track at the Gerotek vehicle testing facility outside Pretoria. Lined up were some CLA 15.220 4x2 6 m<sup>3</sup> tippers and CLA 26.280 6x4 10 m<sup>3</sup> tippers – full to the brim with sand – and a CLA 26.280 6x4 with a drop-side body and Palfinger crane.

They were joined by a TGS 41.440 8x4, but the new CLAs were the stars of the show – and there were many more models on static display. Eren Gunduz, head of truck sales division at MAN Automotive, walks us through the new models.

"The CLA range is evolving. The new models have a redesigned three-piece front bumper; reinforced, shrouded

a smooth truck to drive. While tippers are not our core business, it can be used as a skip loader, which suits us," he says.

Ali Peer, from Al's Hardware in Johannesburg, has run 30 TGS 26.280 tippers for the last five years. "The CLA feels powerful on the hills of the test track with a load. It's easy to drive," he says.

This is not unexpected, as Gunduz explains that the driveline remains the D08 engine and 7,5-t front axle with 11,5 t (on 4x2) or 13 t (on 6x4) rear axle.

"The driveline brings MAN pedigree to operators, and these trucks are designed for a high overload capacity typical of the Indian operating environment, which,



steps to the cab; bigger air intakes; and more powerful H7 headlamps," Gunduz explains.

Excitingly, there is also an 8x4 twin-steer unit under development. "That will launch in six to seven months and should grow our numbers from 300 to 500 units a year," he says.

With guests clamouring to get behind the wheel of the new models throughout the day, there was no shortage of opinion on what the new CLA brings to the party.

Saudiq Marthinus, from Cape Town-based Wastemart, explains that his business has just procured five TGS horses and three rigids for transport of waste water. "The CLA is

together, makes them perfect for any construction industry. The 4x2s have an eight-tonne nett payload, the 6x4s 12 to 14 t."

With 50 MAN TGS and TGA models in its fleet, the team from Bakers Tankers enjoyed the opportunity to put the new CLA to the test. "We're looking at buying the 10 m<sup>3</sup> CLA tipper for use on the mines," comments Suhail Tayoob. "We took the 15.220 for a drive and couldn't feel the load. It's user-friendly and comfort is good on road," he adds.

"The CLA brings the MAN premium backing to the lower end of the construction market and offers operators a three-year/300 000 km warranty," Gunduz concludes. **F**

# STRONGER THAN STEEL

**IT IS OFTEN THOUGHT THAT STEEL IS STRONGER THAN ALUMINIUM. HOWEVER, WITH THE CORRECT MANUFACTURING APPROACH, ALUMINIUM RIMS CAN BE STRONGER, LIGHTER AND BETTER FOR THE TRANSPORT INDUSTRY THAN THOSE MADE FROM STEEL**

**A**luminium rims are formed by forging or casting the metal. During the forging process, the wheel is manufactured from a single block, which is heated up and pushed into a mould at a pressure of 800 000 t. Casting requires the aluminium to be melted and poured into a cast.

John Jewiss, MD of Arconic South Africa, which manufactures Alcoa aluminium rims, explains that cast aluminium rims are weaker due to impurities. Cast aluminium wheels are often used for cars to ensure that the wheel crumbles on high-speed impact with a sidewalk to avoid the car being flung into the air.

Forged aluminium rims are much stronger. Jewiss notes: "There is a fallacy that aluminium wheels are weaker than those made from steel. It depends on the manufacturing process and the grade of aluminium used. If the grains follow the shape of the wheel, the aluminium wheel will be stronger."

He adds that it takes about 13,6 t of pressure to deform a steel wheel, whereas a forged aluminium rim can withstand up to 71,2 t of pressure.

Aluminium wheels are also much lighter. The weight of the wheels will vary depending on their size and the grade of the material used. However, Jewiss notes that the Alcoa nine-inch aluminium wheels, for example, weigh 22,3 kg. A steel counterpart would weigh between 45 and 48 kg.

"It is quite a big saving. Just on a truck, that is a weight saving of about 240 kg. On a 26-wheel trailer rig, for example, a transporter can save up to half a tonne in weight," Jewiss explains.

By decreasing the weight of the actual vehicle, transporters of high-value goods can increase the number of products transported, or could save on fuel consumption.

A lighter wheel can also translate into additional savings for transport operators through longer tyre life. Aluminium is better at dissipating heat than steel, which means aluminium wheels run cooler. This, in turn, increases the life of the tyres, brakes and suspension components.

Jewiss uses Van Tonder Transport, which runs Alcoa wheels from Arconic, as an example. Van Tonder claims

to have 40 to 50-percent more tyre life since switching to aluminium.

Aluminium rims, which can cost up to R3 000 each, are more expensive than those made from steel. Steel rims cost up to R1 000. However, transport companies can quickly make back their money through cost saving on tyres in addition to the benefits of weight saving.

"Tyres are much more expensive than rims. Most transporters travel around 20 000 km a month. After every eight to ten months, in perfect conditions, transport operators will have to replace their tyres. If they can get twelve months instead of eight months, they would cover the costs of the rims in just two and a half years by saving on tyres," Jewiss explains.

“

Aluminium is better at dissipating heat than steel, which means aluminium wheels run cooler. This, in turn, increases the life of the tyres, brakes and suspension components.

Investing in aluminium wheels also requires tender love and care. Jewiss advises companies to polish the wheels after they have been washed and advises against painting them.

"To prevent the aluminium wheels being stolen, many people paint them to look like steel. However, when the surface of the aluminium rim is painted, it loses its heat dissipation properties and the transport operator loses the benefits of less tyre wear," he says.

"If a company has a good maintenance regime, aluminium wheels will last a lifetime. I have seen aluminium wheels on buses that are 18 years old and still going strong," Jewiss concludes. **F**



# TECHNOLOGY THAT PUTS CUSTOMER CONVENIENCE FIRST

**TECHNOLOGY REMAINS THE BIGGEST DISRUPTOR IN THE TRANSPORT INDUSTRY. FOCUS LOOKS AT CURRENT AND NEW TECHNOLOGY THAT THREATENS TO CHANGE HOW THE TRANSPORT INDUSTRY OPERATES, BUT MAKES CUSTOMER CONVENIENCE A PRIORITY**

**W**hether it is new technology being introduced or improvements on old technology, the transport industry is ripe for disruptions from the technology sector. One of the biggest disruptors involves the networking of devices, which enables them to connect and exchange data. This leads to the streamlining of communication and an increase in data gathering.

Reshaad Sha, CEO of SqwidNet, notes that this connectivity will play an even bigger role as the technology simplifies and becomes more affordable. SqwidNet is a licenced SigFox operator, a world-leading internet connectivity service.

SqwidNet currently connects 82 percent of South Africa, including all main highways (such as the M, N and R routes). Plans to connect 85 percent of South Africa will be completed within the next two to three months.

"Previously, there were specialist companies that supplied this technology to fleet and transport operators. These solutions were often quite complex. This technology

has now become easy to use, which makes it possible for transport companies to implement the technology themselves. This has also reduced the cost of the technology, which is probably the biggest disruption," Sha says.

With the reduced costs, transport operators can also implement multiple tracking devices on the vehicles, which offers richer data. They benefit from better data capturing and visibility that makes legally required reporting simpler and offers clients peace of mind. It allows them to improve the quality of services and products, especially for high-value goods, or those with higher environmental risks.

Sha explains: "Connectivity reduces risks by showing the location of the vehicle while tracking speeds and detecting air leaks." By detecting air leaks, or a change in speed, transport operators can proactively respond to the situation and contact the necessary authorities. This technology is definitely here to stay. According to Sha, use of this technology will increase with the introduction of artificial intelligence (AI) technology.

# DISCOVER A WHOLE NEW GENERATION IN OFF ROAD TYRE PERFORMANCE.



Engineered in Japan with unique DECTES (Dunlop Energy Control Technologies) in selected Dunlop patterns providing unparalleled economy and long-lasting performance in all wheel positions.

DECTES is a combination of innovative design technologies aimed at controlling heat energy build-up and energy loss while ensuring a more consistent contact patch; resulting in lower rolling resistance, higher mileage, a more wear resistant tread and a reduction in uneven tread wear, all contributing to excellent CPK for any fleet requirement.

SUMITOMO  
ST 768

SUMITOMO  
ST 520

DUNLOP  
SP 581

DUNLOP  
SP 571

DUNLOP  
SP 281

DUNLOP  
SP 931

DUNLOP  
SP 925



**DUNLOP**  
**COMMERCIAL TYRES**



Dunlop Tyres SA

[www.dunloptyres.co.za](http://www.dunloptyres.co.za)

**#SaferThanSafe**

BROUGHT TO YOU BY  **SUMITOMO RUBBER  
SOUTH AFRICA (PTY) LTD.**

**AVAILABLE AT DUNLOP COMMERCIAL OUTLETS AND OTHER LEADING STORES:**

**Roadmaster Tyre Services** 10 Hamburg Avenue Spartan, Kempton Park, Gauteng Tel: 011 974 4078 **South Bay** 26 Paterson Street, North End, Port Elizabeth Tel: 041 484 1178  
**Tyres & Treads** 22 Pioneer Street, George, Port Elizabeth Tel: 044 878 0222 **Stoney's** 50 Frikkie van Kraayenburg Street, East End, Free State Tel: 051 432 1054  
**Auto Tyre** 1 Transvaal Road, Barkley West, Northern Cape Tel: 053 531 0681 **Tonway Tyres Services** 414 Skilder Street, Silvertondale, Pretoria Tel: 012 804 8718  
**Commercial Retreaders** 74 Willow Road Unit 5 Stikland, Bellville, Cape Town Tel: 021-948 5320 **Tonnesen** 394 Voortrekker Road, Parow, Western Cape Tel: 021 930 8250

"We have seen an unprecedented demand in internet connectivity in every industry globally. We are expecting an exponential growth both in network reach and objects connected to the network. Millions of objects are connected in South Africa alone. As AI becomes more mainstream and viable, we will see a close link with connectivity, adding more value," Sha notes.

He gives an example of how the technologies can work together to improve monitoring on vehicles. He says:



This technology forces transport operators, especially smaller companies, to keep costs low in order to remain competitive.

"There might be multiple technologies monitoring various chemical transporters, traffic and the environment, for example. Bringing all the information from these various devices together will require AI technology to work through the data and react.

"This could, for example, lead to the device automatically contacting the necessary authorities, redirecting traffic, or even evacuating an area when a chemical spill occurs." SqwidNet aims to introduce more AI in its devices as well as expanding to neighbouring countries.

Online bidding platforms are another technology challenging traditional transport markets. Linebooker, for example, offers an online bidding platform for transport operators. Similarly, GetTruck offers an online bidding

platform for moving companies. Customers submit a request online and transport companies bid in the form of quotes. The customer then selects a transporter of their choice.

This technology forces transport operators, especially smaller companies, to keep costs low in order to remain competitive, which could cut into already small profit margins.

The transport of fast-moving consumer goods (FMCG) is also being disrupted. DSV Global Transport and Logistics introduced its DSV Intelligent ByBox lockers in 2014. Earlier this year, the company reached the 20 000-parcel mark.

The DSV locker allows consumers to have parcels delivered to the nearest Engen garage by selecting a service station online. When the parcel is delivered to the locker, the correct locker opens automatically and an SMS is sent to the customer with the delivery location and PIN number. Customers can also send parcels from these lockers.

"The growth of e-commerce was the initial key driver, and the opportunity to create a delivery mechanism which puts the customer in the driving seat of a transaction was another strong motivation," says Barbara Matthee, director of sales operations in Africa for DSV Global Transport and Logistics.

She adds: "The locker has quickly become the popular choice for tens of thousands of people who want to send and receive parcels, and collect their online purchases at a place and time convenient to them. It puts the convenience of the customer at the centre of the transaction."

It challenges the current delivery system of FMCG delivery companies, such as Takealot, as customers don't have to give their home or work address as the delivery point, nor do they have to be at the address to wait for the parcel. There are currently 106 DSV lockers in the Gauteng, Western Cape and KwaZulu-Natal regions.

About 80 percent of the lockers are located at Engen service stations while 20 percent serve Makro and are located at various high-traffic community locations. According to Matthee, the DSV lockers will be relaunched with a new product name, DSV Locker, in 2018. The company aims to have 200 lockers by the end of the year with the service being introduced in six provinces.

These technologies threaten to disrupt the transport industry, but also offer many new opportunities for the industry to improve. These include improved visibility and communications while placing customer convenience as a top priority.

Whether it is investing in technology providing internet connectivity, considering online bidding, or just adapting to provide the customer more convenience, companies are well advised to either adopt the new technology, or adapt in order to remain competitive. With the right application, companies can provide better products and services, as well as achieve improved return business. **F**

# HOWEVER TRICKY THE JOB, FUSO TRUCKS HAS THE SOLUTION

**FUSO. SIMPLY BETTER TRUCKS**



**FROM CONSTRUCTION TO HOSPITALITY, FARMING TO MINING, BIG BUSINESS TO SMALL, THERE IS A FUSO TRUCK PERFECT FOR EVERY APPLICATION**

**Have you made your move?**

Contact your local FUSO dealer today to help you find a tailor-made FUSO solution to suit your business and budget or visit [www.fuso.co.za](http://www.fuso.co.za) to find your perfect match.

**Simply Better Reliability & Quality | Simply Better Value-For-Money | Simply Better Service Support | Simply Better Trucks**

FUSO South Africa is backed by Daimler AG and offers a host of value-added services, including FUSO Fit, FUSO Finance, Driver Training and TruckStore. Our extensive dealership network across southern Africa, including South Africa, Namibia, Malawi, Mozambique, Zambia and Zimbabwe, will ensure your FUSO will always be running on optimum uptime.

**Simply Better Trucks**

**FUSO**



# BREAKS ACCORDING TO NEEDS, NOT TO LAW

**MEXICAN TRUCK DRIVERS HAVE TO MANAGE 1 800 KM OF LONELINESS WHEN DRIVING BETWEEN TIJUANA OR MEXICALI AND THE SOUTHERN TIP OF THE PENINSULA, BAJA CALIFORNIA. THEY CALCULATE SOME 24 HOURS OF DRIVING TIME FOR THE STRETCH – BREAKS NOT INCLUDED – BUT SOMETIMES THEY MAKE IT IN ONE STRAIGHT RUSH. OBVIOUSLY, THEY DON'T GRUMBLE ABOUT SPEED LIMITS, WRITES RICHARD KIENBERGER**

**W**

Whenever photographers meet uniformed officers in countries far away, they switch to alert mode. Experience tells them that there is always something that – according to narrow-minded officials – shouldn't be photographed, even if the reason why is weird.

Therefore this photographer wasn't delighted to see two policemen heading straight towards the spot where he was taking the image of a hawk and asking himself how the on earth this guy might fit all the stuff on display into his old tiny pickup truck.

In this case, all officer José Moran Gonzalez and his colleague were looking for was a chance to get a lift from Ciudad Constitución to Ciudad Insurgentes – two neighbouring cities on Baja California.

There was space in the car for one of the officers, and it took just minutes to realise that, in this case, it was a lucky coincidence to get in touch with an official. Talking to

Gonzalez delivered a rare insight into the dangerous daily life of a Mexican policeman.

He is part of the staff of a Policia Municipal. A member of the Federal Police, or even the Marina elite squads, wouldn't join a foreigner in his car and then start a frank chat about the complicated situation in Mexico... The policeman had been on a 40-hour workshop in Ciudad Constitución.

"We were ordered to go by the ministry," he said, and wasn't clear if he liked what he had heard during the workshop, or whether he regarded it as an imposition. Anyway, he stopped talking about it after a few sentences and moved to the fight against the drug cartels, which has led to an undeclared civil war in Mexico.

He talked about the city of La Paz (a two-hour drive south) where he lives with his family when he is off duty. He said the killing of two or three people daily is the norm there. A European living in this capital of Baja California Sur told us later that, up to now, "luckily" the victims are gang members, who are killed in territorial fights.

“

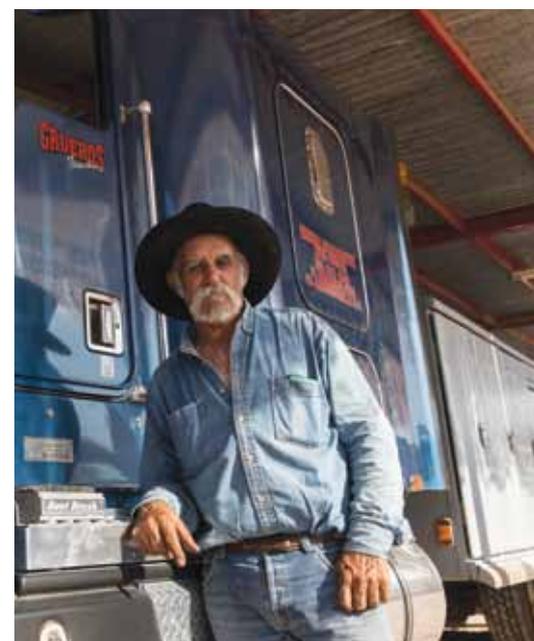
Sometimes, if there is no need for a break, they do it in one go. From the point of road safety this is not recommended, but most of the Mexican truck drivers are paid by the kilometre. That's the reason why they must gorge as many kilometres as possible.

"And it's even worse further down south in Cabo San Lucas," officer Gonzalez sighed. However, the government is not interested in publishing reports about the gang wars in order to avoid unease among the many tourists travelling in Baja California. The tourist industry is an important economic factor on the peninsula.

"We know about it," he added. Having been an officer for almost 30 years, Gonzalez sounded sad when telling these stories, as many of his colleagues have been killed in the conflict.

Of course, we had to ask him if truck drivers commuting between the disputed areas in the south and the United States-Mexican border in the north are a big part of the problem – and whether they are used by the syndicates for their businesses.

"Yes, of course every now and then we seize trucks trafficking drugs, but many of the drug traffickers have switched to motorcycles," he said. This was easy to understand – using a tuned or an off-road bike gives them



a better chance to escape police or military forces than a heavy truck.

For foreigners, this war between the Mexican government and the drug cartels is somehow comparable with the system of castles in India: as long as one can disregard the many checkpoints dotted around the whole country, the heavily armed military and police squads patrolling cities, as well as lonely country roads, one knows that it exists, but, in daily life, it's hard to see the dominant fault lines.

Starting in La Paz and driving North on MEX 1, we saw the ambience we imagined a Mexican landscape should have: the main link on Baja California winds and cuts through a rough, untamed semi-desert in which cactuses expand their thorny arms high up in the blue sky. It's no wonder visions of rattle snakes and scorpions come to mind, but the vultures and crows sailing in the permanent wind and watching anything moving are real.

Quite often they have an easy life as they just have to pick up the prey from trucks and cars. Windmills made of tin and water reservoirs on high stilts evoke common views of Western movies. Just cowboys (called *vaqueros* in Mexico) or donkey carriages are missing to complete the cliché.

On Baja California the population density is approximately nine people per square kilometre, compared to 230 people per square kilometre in Germany.

It was hard to find truck stops or gas stations on the long stretches between the major cities. Sometimes a ramshackle cabin of a *campesino* (peasant farmer) came into view; which reflected the sad face of everlasting misery and lives without the ghost of a chance. Many restaurants beside the road were deserted and also told stories of hardship in the outback.

A number of people living close to MEX 1 try to make a living as *Llantero* (someone who works in a tyre shop). Those offering tyre services have plenty to do, especially during the hot summer, but none of them have become rich through

this business. Customers pay a few lousy pesos only for air, or assistance when changing wheels.

This, on the other hand, explains why many of the younger Mexicans prefer to work for the drug cartels. It's easy to make money, even when working on the lowest level of the gang hierarchy. The cartels are extremely important players in the Mexican economy.

Driver Carlos stood on a dusty spot beside MEX 1, together with his mechanic Esteban. Their Freightliner had stopped working. Prayers in the chapel across the road probably wouldn't have helped to make the truck run again. They were interested in the camera and were eager to know how many pictures could be stored on the memory card. Time passes by slowly when you have a truck breakdown...

Usually truck drivers tend to be in a hurry, but in this case they had plenty of time to chat. They had a big problem as they had done only a few kilometres on their way back home to Tijuana, the twin city of San Diego, which is to the north near the border.

"We started in La Paz," they said. "It's 1 800 km from there to Tijuana." Usually they could make the distance in some 24 hours of pure driving time. Mexican drivers stop when they feel that it is time to stop.

Sometimes, if there is no need for a break, they do it in one go. From the point of road safety this is not recommended, but most of the Mexican truck drivers are paid by the kilometre. That's the reason why they must gorge as many kilometres as possible.

To complete the tour within 24 hours requires a neglect of traffic rules, and, especially, speed limits ... 80 km/h on one

**BELOW:** Many trucks operating in Mexico are 50-years old, or more!





# RFA CONVENTION 2018

27 to 29 May 2018 - Arabella Hotel & Spa, Kleinmond, Hermanus, Western Cape

## Moment of Truth

RFA Convention 2018, "Moment of Truth" will focus on various industry issues. A highlight in the road freight industry - this annual event attracts business owners, managing directors, CEOs and senior management of road freight companies. Manufacturers and suppliers from the industry are also in attendance. The Convention takes place over three days and is structured for plenty of time for conferencing, networking and leisure activities. We invite high levels of government to present the keynote addresses and other tiers of government to provide an update on legislation. Our other speakers include well known and respected experts in the economic, political and academic spheres.

### Highlights:

- ▶ Panel Discussion on the High Cube Container Moratorium
- ▶ SA's Political & Economic Outlook
- ▶ Radical Economic Transformation and what it means for Business
- ▶ Future of Logistics - New Technologies & Mega Trends
- ▶ Changes in the Labour Terrain: Amendments & Strategies
- ▶ New and Pending Road Freight Legislation
- ▶ Accountability, Governance & Corruption in Business

For more information visit [www.rfaconvention.co.za](http://www.rfaconvention.co.za) or contact us on:

☎ 011 974 4399

✉ [events@rfa.co.za](mailto:events@rfa.co.za)

f TheRoadFreightAssociation

**WITHOUT TRUCKS, SOUTH AFRICA STOPS!**



**ABOVE AND RIGHT:** Poor, narrow roads; long stretches without truckstops or petrol stations; and pressure to deliver mean Mexican truck drivers cover up to 1 800 km in 24 hours, at speeds well above the limit.

of these kilometre-long straights. Perhaps this is the speed travelled by truck drivers whose vehicles are 50 years old, or more – like Jorge with his DINA Load Star.

Jorge claimed the bonneted truck was built in 1965; he hauls fish daily from the docks to a cool house in Ciudad Insurgentes. Jorge was, however, not a typical truck driver – those let the needle touch the 100 km/h mark whenever it is made possible by topography or the ratio between cargo load and horsepower.

Drivers have to catch up the time they lose due to the many road works. Some 40 years ago, MEX 1 was still a rough gravel road. Nowadays it's tarred, but most of the main road is quite narrow. If truck drivers want to overtake, or have to deal with oncoming traffic, they have to drive on the shoulder with the wheels on the right side.

The government is in the process of improving the MEX 1. The roadworks sometimes cover many kilometres, requiring traffic to detour on dusty makeshift side tracks. With a passenger car you may “fly” over some of these washboard bypasses, but this is impossible with a truck.

Most of the trucks are American makes or built by American manufacturers in Mexico. If a truck breaks down,

due to the heat or the rough road surface, it may be to the benefit of Ramon Alcaez, owner of tow service Gruas del Valle in Ciudad Constitución.

In the late afternoon, Ramon sat in front of his yard, enjoying some rays of the setting sun. “There are not many accidents happening,” he told us. “Technical defects make up most of my business.” The towing professional wanted a photograph taken of himself with the mighty and well-maintained tow truck as a background.

His truck was a gem, especially when compared to the Ford used by a colleague a few miles down the road. This vehicle was also built in 1965 and, in addition to towing, has been used for some jobs on farms.

In 1968, when the Ford still was a young vehicle, many Mexicans enjoyed the Olympic Games hosted by their capital city and took it as an omen for a better future. Nowadays, it seems there is little hope for most of the Mexicans that a better future will be within reach. **F**

**EXTENDED BENEFITS  
with ECO PLUS**

VALID FROM JUNE 2017



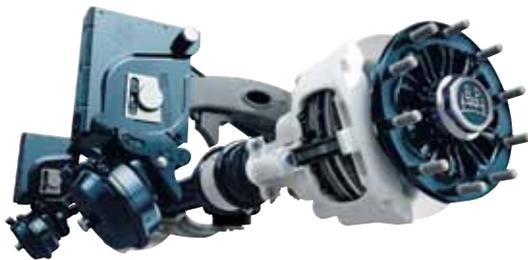
**3+2**  
Years

**ECO Plus  
WARRANTY**

**5 years peace of mind.**

With the **NEW ECO Plus warranty** from BPW.

Guaranteed quality assurance for air-suspended ECO Plus running gear systems.



**EASY SERVICE  
WITH ECO PLUS**

**The ECO Plus warranty for 3+2 years applies:**

- without mileage limitation
- within South Africa
- for on-road application
- for air-suspended ECO Plus running gear

**+2 years extended warranty:**

- services at a BPW Accredited Workshop (or have your own workshop accredited)
- reduced service requirements

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

**we think transport**



# XT: SCANIA'S NEW "RANGE HERO"



**JARLATH SWEENEY, FROM FLEET TRANSPORT, DRIVES SCANIA'S NEW "XTRA TOUGH" RANGE OF CONSTRUCTION-ORIENTED VEHICLES**

**I**t was inevitable that Scania would introduce its own construction-orientated range of trucks, just like Volvo (FMX) and Mercedes-Benz (Arocs) have done in recent years. Actually, Iveco was the forerunner in this arena, with the Eurotrakker...

In fairness to Scania, however, the new XT range extends across all of its cab types: from R to G to P-series, and covers many different configurations catering for a wide variety of applications.

XT means "Xtra Tough" in Scania speak, and is the second phase of the brand's "New Truck Generation" to follow the award-winning S-series flagship and new R-series. In the pipeline is the full roll out of the P-series distribution and alternative-fuel powered ranges.

The truck and bus manufacturer is clearly focused on increasing market share in the growing sectors of construction, timber haulage and mining – segments of industry that need robust, reliable trucks for arduous operations.

"Three or four years ago we launched an offensive at the European level, in which Scania gradually positioned itself as a strong player in the construction sector," stated Anders Lampinen, product director, Construction, Scania Trucks, at the Truck of the Year Award presentation.

"The Scania XT is characterised by attributes such as an extremely robust front, while also being a clear signal of our ambitions for growth in the construction segment," he added.

"With features such as day cabs, leaf springs, and double-drive bogies, the construction hauliers will soon have access

to all the configurations they need to deal with the various challenges they face in their assignments on a daily basis.

"We know that there is a great deal of interest in the new truck generation and it has been well received. Construction customers have been longing for the new day cabs, more engine options and the typical 6x4 or 8x4 configurations they need," said Erik Ljungberg, senior vice president, corporate relations.

"Interest is also strengthened by the fact that Scania so clearly prioritises putting the ability of our customers to achieve sustainable profitability at the forefront of a close partnership. The XT trucks are tough, sleek and perfectly designed for the most demanding tasks.

"Years of development have been invested to design the range for the many applications in the multi-faceted construction industry. Fuel savings of up to four percent have been achieved. Another objective we achieved is to assure up time," he added.

"XT can be specified for all Scania's cab versions: P, G, R and S, whatever the drivetrain – from V8 to nine-litre diesels with automated or normal gearbox.

"One of its best features is the heavy-duty bumper that protrudes 150 mm in front of the cab line. Together with a built-in skid plate and headlamp protection mesh, the XT has a robust look. Hidden behind the number plate housing is the 40-t towing bolt.

"Scania XT is our range hero," Ljungberg concluded.

## TEST DRIVES

Scania's demonstration team laid on 15 different variants of

the XT range based on its four cab types – S and R-series along with newly launched G and P-series. With the 8x4 rigid configuration being popular in the construction sector, the chance to take the G410 8x4 with mixer first off was not to be missed.

As a unit, the G410 8x4 seemed well balanced as we went through the off-road (gravel) sections with the five-phase exhaust brake used at times. Its differential lock with two settings can be engaged on the fly. Unusually, it came with a nine-speed manual gearbox.

Space within the cabin is better all round with excellent visibility between the A-pillar and wing mirror housing.

One of the final vehicles driven on the day at Scania's vast demonstration centre was the new P410 with 305 kW in 6x6 configuration. This spacious day cab had enough room behind the seats for a rest bunk, offering plenty of room to lie down. Fitted with skip loader bodywork, it had a six-speed Allison automatic transmission.



Two versions of the R-series in XT design and striking livery were also tested: the R650 6x4 tractor-unit and the R580 6x4 rigid tipper. Pulling a Doll low loader, the combination of the R650 and an old Caterpillar dozer on board totalled 50 t gross vehicle mass (GVM). With the help of 3 300 Nm of torque, the challenge was met with ease. The 484 kW rating is now from the revised SCR-only range.

On the downhill sections, the all-powerful 4 100 Nm retardation system kicked in once the footbrake was pressed

slightly and the speed at that time was fixed for a safe descent. Additional retardation through the five-stage stalk on the steering was there if needed.

The other R-series – the R580 6x4 – had the newly developed “clutch on demand” system, which does not need to be used at all times; just when shunting, or hooking up to a trailer or skip. This tipper had 24 t GVM.

Another 8x4 configuration was driven with a high-sided tipper body loaded to 32 t GVM. The G500 with high-roof day cab also had space to specify a rest bunk, which brought back memories of the days of a similar, if less-wide, version in the Hino 8x4 cabs.

Two more runs completed the very interesting day: the S730 6x4 rigid and trailer at 25,25 m and 64 t GVM; and the big daddy of them all, the S730 6x4 double-drive trailer grossing 104 t with a wide CAT dozer on board the Goldhofer low loader, which measured 28,5 m overall.

Developing the new XT range was not a job for the faint hearted, but a task that Scania is extremely capable of undertaking with precision, efficiency and safety. **F**

WATCH THE SCANIA XT RANGE IN ACTION WITH MORE COMMENTARY ABOUT THE NEW VEHICLES!



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



# AUSTRALASIA TRANSPORT IN PERSPECTIVE

**NEW ZEALAND PUTS OUT A SAFETY ALERT FOR ALMOST 3 000 TRUCK TRAILERS, BUILDS NEW ROADS AND EDGES TOWARDS AN ELECTRIC FUTURE, WHILE AUSTRALIA LAGS BEHIND ITS PEERS. FOCUS REPORTS ON THE TRANSPORT INDUSTRY IN AUSTRALASIA**

**T**he New Zealand Transport Agency (NZTA) put out a safety warning for about 3 000 truck trailers in February, following multiple incidents of trailers dislocating from the truck body. *Radio New Zealand (RNZ)* reported on its website that the warning included refrigerated semi-trailers, of which 1 800 were urgently recalled to be recertified.

Truck drivers were warned to pay special attention when checking the vehicle, especially when the trailer has travelled 300 000 km, which *RNZ* estimates can be reached in 18 months. During testing, cracks were found in the skid plates and trailers certified by Peter Wastney of Peter Wastney Engineering were recalled for recertification.

According to *RNZ*, Wastney was suspended as a certifier in August, 2017, and as a chartered professional engineer earlier this year.

For truck drivers travelling on the Manawatū Gorge route, there is some good news as the NZTA has

picked a new route to avoid erosion and mudslides caused by earthquakes, like the Woodville slip, which leads to frequent road closures on the current route. The Woodville slip led to the closure of the State Highway 3 since April, 2017.

According to the NZTA, the cost for the new route will be between NZ\$ 390 million (R3,38 billion) and NZ\$ 560 million (R4,85 billion). The expected drive time on the new 12,4 km route will be 13 minutes, almost four minutes shorter than the old route.

"Everybody understands just how important it is to replace the Gorge route. It will re-establish a key strategic transport and freight link that supports the needs of the people and economies of central New Zealand," says Emma Spegiht, NZTA regional relationships director, as quoted by *RNZ*.

Design of the road will take two years and construction will take four years. While the new route will avoid fault lines, about six farmers will have to give up land to allow for the construction of the road.



The farming community in the area seems to accept the situation.

RNZ quotes Richard Morrison, president of the Federated Farmers: "The whole regional economy needs an efficient way through the gorge. We've seen the disruptions through that road in the last few years. To keep the country moving and to keep produce going back and forth, we need the good options and there'll be probably winners and losers, depending on what course of action is chosen."

The push for electric vehicles in Australasia is also growing. According to the *New Zealand Herald*, the New Zealand government invested NZ\$ 8 million (R69 million) across 20 projects to get 64 000 electric vehicles on the New Zealand roads by 2021.

One of the projects includes designing and manufacturing electric trucks to shuttle dairy products. The project will be run by freight logistics companies Coda Group, Zero Emission Vehicles and Bay Dairy.

While New Zealand seems to be fast tracking electric vehicles, Australia seems to be lagging behind its global peers. In an opinion piece for the Australian website *Newsport*, columnist Crispin Hull noted that Paul Retter, chief executive and commissioner of the National Transport Commission, admitted that there are still major tax questions around electric vehicles.

He writes: "The position of Australia is made worse because it is a federation. The states jealously guard several key things: revenue from car registration; power over traffic enforcement; power to set the traffic rules; and power over compensation for personal injury on the road."

Fuel-tax revenues will take the biggest plummet with the introduction of electric vehicles. Hull suggests: "The best and fairest way to get rid of the fuel-tax rebate is to abolish fuel tax and replace it with road-user taxes, which technology can do."

Personal-injury insurance would also have to be

reviewed. With self-driving vehicles, the compulsory third-party insurance, which traditionally covers driver negligence, is redundant as there is no driver. A revised law would have to hold liable either the owner of the vehicle or the manufacturer.

Australia is facing a catch-22 situation. Hull explains: "Insurance companies and governments will not be able to work out compensation schemes in the absence of data, and you cannot get data without the driverless cars being on the road."

Part of why Australia lags behind might be the result of a lack of official commitment to renewable energy and electric vehicles. Australia has fewer electric vehicles compared to its peers with only 0.1 percent of new cars sold in Australia being electric.

The Australian Green Party is proposing a ban on internal combustion powered cars by 2030. This would include a 17-percent surcharge on the sales price of vehicles costing more than AU\$ 65 000 (R602 045).

These vehicles currently have an additional 33-percent tax levy. Part of the additional 17-percent surcharge will go towards building infrastructure for charging of electric vehicles. Gail Broadbent, a researcher at New South Wales University, claims the lack of vehicle charging stations is one of the major factors preventing Australians from buying electric vehicles.

In his article for *Clean Technica*, Steven Hanley notes: "As Australia has no emissions standards for cars and light trucks at the moment, manufacturers are free to keep cranking out obsolete models and dumping them on Australian customers."

The Green Party is also reportedly proposing a limit of 105 g/km for carbon emissions by 2022. Australia will have to drastically address and review its legal and tax frameworks if it aims to keep up with its peers and meet the requirements of Conference of the Parties (COP) Paris Agreement signed by the country. **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, Saudi Arabia and South Africa.



HEAD OFFICE: 54 Rigger Road, Spartan, JHB.  
xc nfbsc@fawde.sina.net www.wx dew.com

#### **FAWDE Engine Agent:**

Copper Eagle Trading 172 cc  
Portion 10 of Vlaktefontein, Pretoria Road, Benoni  
Tel: +27 82 4866134 tinus@coppereagle.co.za

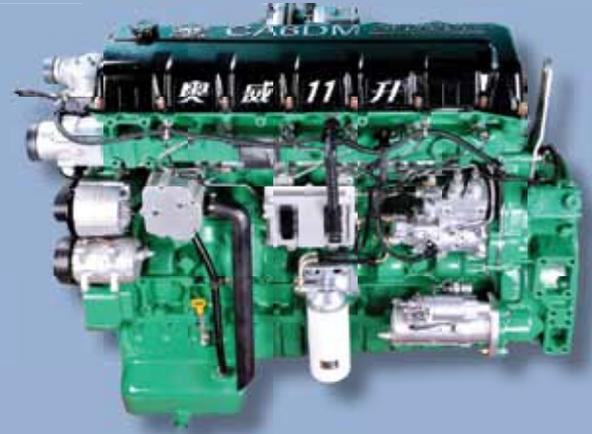
#### **FAWDE Parts: ZG Truck Parts (Pty) Ltd**

Unit 25, Sunninghill Office Park,  
4, Peltier Road, Sunninghil, Sandton  
Tel: +11 024 4627 zgtruckparts@gmail.com

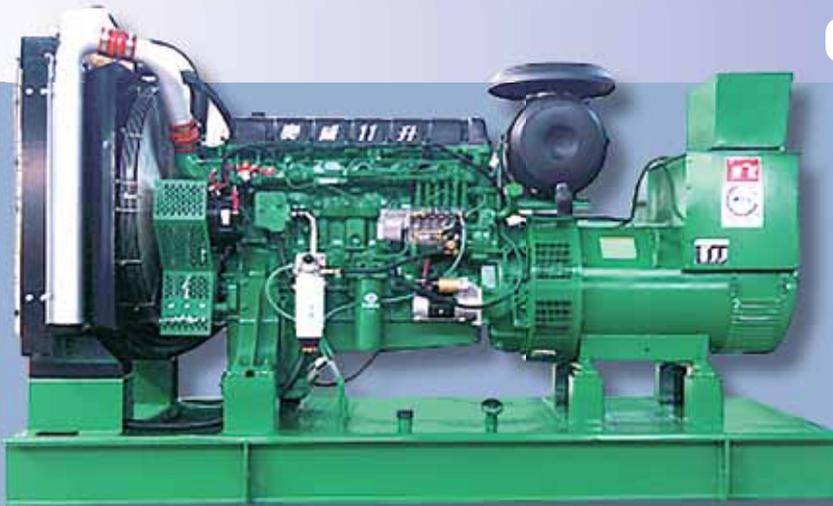
# A range of diesel engines tough enough for Africa.

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)	17-33/1500-2650	22-55/1500-2650	40-74/1500-2400	65-118/1500-2300	92-177/1500-2400	147-195/1500-2100	162-235/1500-2200	228-309/1500-2000	300-338/1500-1900
Maximum torque / speed (N-m/rpm)	145/1500-1800	245/1500-1800	380/1500-1800	540/1400-1700	860/1400-1700	1100/1500-1800	1400/1500-1800	2100/1300-1600	2300/1300-1500
Available range	Trucks, Generator, Water pump, Forklift, Loader, Harvester 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.



# GLOBAL FOCUS NEWS



## CHINESE BUY DAIMLER! (WELL, A LARGE PART OF IT)

In a move that has shocked our industry to its very core, Geely Automotive chairman Li Shufu has purchased 9.69 percent of Daimler – meaning Shufu is the single largest shareholder in the giant German company. Wow, we sure didn't see that coming...

Many South Africans haven't even heard of Shufu – but he's rapidly becoming The Big Boy in the global automotive industry. Forbes estimates his real time net worth at US\$18.1 billion (R216 billion) – and he's been on quite some shopping spree of late. The son of a farmer, he bought Volvo Cars in August 2010 for US\$ 1.8 billion (R22 billion).

In the last 12 months, *Reuters* reports that he has bought a US\$ 3.3 billion (R40 billion) stake in truck maker AB Volvo, a majority stake in sports car maker Lotus, a 49.9 percent stake in Malaysian automaker Proton and flying car start-up Terrafugia.

He already owns the London Electric Vehicle Company (LEVC), which is producing electric versions of London's iconic black cabs. The Daimler deal – which set him back US\$ 9 billion (R108 billion) – is his biggest purchase ever.

Shufu, who made homemade cars as a boy (because his family couldn't afford to buy him toys),



kicked off his career when his father gave him 100 yuan (R200) as a present. He used the money to buy a really cheap camera – and he photographed tourists. From there, he moved into camera accessories and then founded Zhejiang Geely Holding Group – Geely means “lucky” in Chinese – in 1986.

Initially, the company was a producer of refrigerators. In the early 1990s, Geely started manufacturing motorbikes and then, in 1997, it began producing cars (which, for a couple of years, were sold in South Africa).

The Daimler deal is indicative of the Chinese government's intentions to dominate the global wheels game. I recall a meeting in China some years back. I was chatting to the then president of Dongfeng, who told me that the name of the company means “the wind that blows from the east”. He explained: “Mao Tse Tung gave our company its name – because he believed that the east wind would prevail over the west wind.”

Practically speaking, this meant that he was aiming for global automotive domination – and the Chinese are doing a great job of making his dream a reality. Some 24-million vehicles were sold in the country last year – versus 17 million in the United States and 15 million in the European Union.

Come 2020, and 35-million sales are expected in China, while other markets could remain stagnant. Very interestingly, the Chinese are also doing an exceptional job within the field of electric vehicles. And I'm not just referring to LEVC. Over 300 000 electric vehicles were sold in that country last year – more than the electric sales in the rest of the entire world.

It's apparent, however, that the Chinese are clearly not happy to focus only on their domestic market, as the Daimler deal proves. We will watch this situation with great interest...

## WHAT A DISCOVERY!

An awesome new Land Rover Discovery has gone on sale in the United Kingdom. It's called the Discovery Commercial and it's a rather sexy alternative to a van or bakkie.

Instead of seats in the second and third row, it comes with a rather handy 1 856 litres of cargo space.

Available with Land Rover's Ingenium 2.0D SD4 179 kW and 3.0D TD6 192 kW engines, the Discovery Commercial shares the fundamental underpinnings of the regular Discovery, so you can deliver that load in comfort, sweetie darlings!

The Discovery Commercial comes exclusively with four-wheel drive, an automatic transmission, twin-speed transfer box, air suspension and a full-size spare wheel. It also comes with Land Rover's unique

Terrain Response systems which optimise the vehicle to match the demands of the terrain.

No destination is, therefore, too remote or challenging! It's also extremely easy to load – thanks to a powered tailgate and the boot aperture is large enough to accept loads measuring up to 1 000 x 735 mm.

Retaining the exterior design of the regular Discovery, the rear window concealment panels are masked by privacy glass – so the Discovery Commercial doesn't necessarily look like a commercial vehicle, which is somewhat cool.

The Discovery Commercial is priced from £48 695 (R824 587) – and I reckon it rocks. Who needs a boring bakkie or a vexing van when you can drive a Disco? Sadly, there are no plans to bring it to South Africa – but a girl can live in hope, huh?!



## VOLKSWAGEN MAKES BIG BUCKS

While some companies (especially here in South Africa) are battling to survive, Volkswagen Commercial Vehicles (VWCV) is romping to the bank vault – having made its highest profit ever!

Last year, VWCV delivered around 498 000 vehicles to customers all over the world (versus 478 000 in 2016). Sales revenue rose to around €11,9 billion (R176 billion) – versus €11,1 billion (R165 billion) in 2016. Profit soared to €853 million (R12,6 billion) – versus €455 million (R6,8 billion) in 2016.

Eckhard Scholz, chairman of the board of management of Volkswagen Commercial Vehicles, attributes these incredible results to the company's "completely renewed product portfolio" and its "systematic implementation of competitive cost structures", which means it's got better products and it's spending less money to create them – quite some achievement.

Like so many other companies within our industry, VWCV is passionate about e-mobility. On this note, customers are currently testing the e-Crafter, which will be officially launched in September 2018 – presumably at the IAA (although we did see a prototype at the fair two years ago).

VWCV is also eyeing the Chinese market and it's in discussion with JAC. A joint venture is on the cards.



## SELF-DRIVING TRUCKS PLUS DRIVERS = SUCCESS, SAYS UBER

There's a massive shortage of truck drivers in the United States; it stands at about 50 000 right now, and this is estimated to grow to 174 000 by 2026. Given this situation, Uber is testing a freight-delivery method that blends self-driving and conventional driver-operated trucks to relieve drivers from too much time spent away from home.

Human beings are better suited at manoeuvring trucks in busy cities; autonomous driving is better suited to tedious highway driving (because a self-driving truck doesn't need to eat, rest, or pee for that matter). Bearing this in mind, Uber is conducting a test in Arizona – which combines humans and autonomous trucks.

In terms of this test, actual drivers deliver to a hub. Then loaded trailers are hooked to autonomous Uber trucks, which are driven across the state. At the other end of the

trip, an actual driver takes over again. In reality, a human being is always involved – because it's illegal for an autonomous truck to drive in Arizona (sans a person sitting in the cab, getting extremely bored).

That's only the case for now, however. One day we will almost certainly be on the highway and we will be passed by a truck that doesn't have a driver behind its wheel. Actually, come to think of it, the truck won't need a steering wheel either...



## BMW PARTNERS WITH IVECO

BMW is a big fan of going green; it's been using electric trucks since 2015, when it put a Dutch-built Terberg YT202-EV into daily duty (it now uses three electric trucks on a daily basis). The German car maker is now working with Iveco to test the use of trucks powered by liquefied natural gas (LNG).

The Bavarian company has been running a Stralis NP 400 truck powered by LNG over a 530 km round trip between Steyr and Regensburg. The results have been promising; the truck uses only one tank of fuel – versus an electric truck that would require recharging several times.

Thomas Irrenhauser, who supervised the pilot project on behalf of BMW, believes that LNG is a "reasonable, sustainable alternative to conventional diesel" in the long term. He's quite right, of course – nitrogen oxide emissions are up to 60 percent lower, while noise levels during operation reduce by up to 50 percent. Particulate matter emissions are negligible.

It's clear that, until we have a lot of progress in terms of the weight, charging time and cost of batteries, gas-powered trucks will thump their electrically powered counterparts into oblivion.



 @womanonwheelsza

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

# SHORT HAULS

## TRANSGROUP LOGISTICS SAYS FAW IS A PERFECT FIT

Transgroup Logistics recently added four FAW 16.240FT truck tractors and one FAW 15.180FL to its mixed fleet ... and the purchase of a further eight FAWs is on the cards.

All the new trucks have been acquired through FAW Pinetown, a full FAW sales and service branch.

Owner and director of Transgroup Logistics, Kerwin Naidoo, explains that the company will run the FAW trucks in and around the province and from the Port of Durban to Gauteng.

"We are doing local and national deliveries and these vehicles are ideal for this purpose. The trucks are all single-axle vehicles, which means they are the right choice for light container loads."

Transgroup Logistics' drivers will be hosted by FAW Pinetown to receive training on the intricacies of operating their newly branded vehicles. "These vehicles are practical and driver-friendly and that makes a big difference," continues Naidoo.

He adds that the company undertook a study to determine what the most economical trucks would be when it came to light container loads. "Diesel cost is your biggest factor in transport and these trucks are light on fuel," he says.

"While these vehicles are not highly technical nor difficult to maintain, the most important thing for us is the aftersales service and the service intervals of the vehicles. This is our first order of FAWs, so we are excited to see the real-world results. We hope to grow our fleet further during 2018," Naidoo says.

"I've read a lot of articles on FAW supplying construction sites and they are all working well. We currently subcontract a portion of work and certain

haulage companies are waiting for me to give them feedback on the vehicles we have purchased from FAW. I know the feedback will be positive, which will impact the branch's bottom line positively, as it will get a lot more deals coming through its doors," Naidoo suggests.



Dealer principal Mike Williams says what sets FAW Pinetown apart is its ability to provide full backup and 24-hour breakdown assistance. "In addition to the workshop manager, we have five fully qualified diesel technicians. We do our very best to go beyond the call of duty to keep our customers happy."

Apart from the Transgroup Logistics deal, FAW Pinetown has made inroads into many other fleets in KwaZulu-Natal, among them the Dixon Group, Autogistix, Build It, Boxer Cash and Carry and Build Right.

## TATA ROSSYLN PLANT ROLLS OUT ITS 5 000TH TRUCK

Tata Motors South Africa recently celebrated the roll out of the 5 000th truck from its Rosslyn plant in Pretoria.

The 5 000th truck – a Tata Prima 2528k Tipper – was handed over by Ruchira Kamboj, India's High Commissioner to South Africa, to one of the Tata's customers, Maggie Nthati from Kenta Construction in Bloemfontein.

Pranah Ghosh, CEO of Tata Motors South Africa, says that by expanding its footprint to neighbouring countries, the company is looking forward to the roll out of the 10 000th truck.

"We have ambitions to increase our production – although our operations are small, our ambitions and aspirations are pretty big. The support we have

received from our customers has kept the wheels of this plant moving."

Kamboj took time to reflect on the history of the brand, while congratulating the team at the Rosslyn plant.

Tata Motors was established 76 years ago. During this time the US\$ 42-billion organisation has sold more than nine-million vehicles worldwide. The company provides employment to more than 40 000 employees, with facilities across Asia, Africa and Europe.

This year, the Tata Group celebrates its 150th anniversary. Its subsidiary groups include Jaguar Land Rover, Tata Power and Tata Chemicals.

"The international footprint is hugely impressive, and Tata also forms the backbone of the transport industry in India," says Kamboj.

# Road

Efficiency

JOE PUBLIC / iStock / MBSA/5395/RE

Never-ending innovation.  
The beginning of RoadEfficiency.

Experience RoadEfficiency with the new Actros. Coming May 2018.  
Learn more at [www.mercedes-benz.co.za/trucks](http://www.mercedes-benz.co.za/trucks)

Mercedes-Benz  
Trucks you can trust.



## GLOBAL TRANSPORTATION MANAGEMENT FOR IMPERIAL

Imperial Logistics has implemented a standardised transport management system for all its road-transport operations in Africa and Europe.

The new software solution covers all aspects of transport management including planning and controlling, tracking and telematics, quoting, order management, invoicing and accounting.

Michael Lütjann, CIO at Imperial Logistics, explains that the CarLo Transport Management System from Soloplan has been chosen.

"Clients will also have better access to information through real-time tracking. Client service will be enhanced by extended reporting and augmented analytics capabilities that encompass orders, shipments, vehicles and drivers," he says.

"The financial benefits that will be delivered include optimal management of cost and revenue, transaction auditability from start to finish and a clear view of profit and loss," Lütjann adds.



CarLo's web-based communications platform ensures that data is synchronised in real time, and is designed to reduce logistics costs and eliminate transmission errors.

"The switch in the individual business divisions has already been completed in Johannesburg, Stellenbosch and Durban," Lütjann says.

Doug Vela, CIO of Imperial Logistics South Africa, reports that the group achieved increases in productivity within weeks of implementing the new system in Africa.

He notes that subcontractors can be smoothly connected to CarLo through interfaces with many other transport management systems, while drivers connect via an app to the "InTouch" telematics system (embedded in CarLo), and can then transmit their status reports. There are plans to link up about 900 drivers.

Imperial Logistics will complete the roll out of the new system during 2019, and it will be employed at all the group's business locations around the globe, by some 2 000 users.

## COMMERCIAL VEHICLE SALES REPORT FOR FEBRUARY 2018

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

Light Commercial Vehicles < 3 501 kg	Total: 13 212
Fiat Group	99
Ford Motor Company	2 386
GWM	178
Hyundai Automotive SA	267
Isuzu Motors South Africa	1 216
JMC	37
Kia South Africa	140
Mahindra	299
Mazda South Africa	83
Mitsubishi	32
Mercedes-Benz SA - estimate	11
Nissan	2 827
Renault	3
Suzuki Auto	3
Tata	49
Toyota	5 086
Volkswagen SA	496

Medium Commercial Vehicles 3 501 – 8 500 kg	Total: 574
Fiat Group	5
Ford Motor Company	8
Hyundai Automotive SA	35
Isuzu Motors South Africa	170
Iveco	55
JMC	10
Mercedes-Benz SA - estimate	122
Peugeot Citroën South Africa	4
Tata	25
Toyota	119
VECV South Africa	2
Volkswagen SA	19

Heavy Commercial Vehicles 8 501 – 16 500 kg	Total: 395
FAW	58
Isuzu Motors South Africa	98
Iveco	3
MAN	8
Mercedes-Benz SA - estimate	33
Powerstar	5
Tata	38
Toyota	79
Volvo Group Southern Africa	73

Extra-Heavy Commercial Vehicles > 16 500 kg	Total: 882
Babcock DAF	21
FAW	33
Isuzu Motors South Africa	28
Iveco	31
MAN	95
Mercedes-Benz SA - estimate	187
Powerstar	29
Scania	140
Tata	10
Toyota	15
Volvo Group Southern Africa	293

Buses > 8 500 kg	Total: 84
Iveco	4
MAN	34
Mercedes-Benz SA - estimate	15
Scania	30
Volvo Group Southern Africa	1

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

**ENGEN**  
**DYNAMIC**  
Diesel

# Makes any engine feel like new

Engen Dynamic Diesel is a fuel so advanced that it not only protects new engines, but also cleans the fuel systems of older engines to help restore lost power. Its trademarked detergent additive counteracts injector fouling – increasing fuel economy and enhancing engine performance.

With us you are Number One





# IS PROFIT TAKING PRECEDENCE OVER PASSENGERS' SAFETY?

**HOW DO THE WORKING CONDITIONS AND BEHAVIOUR OF MINIBUS-TAXI DRIVERS IN JOHANNESBURG AFFECT THE LIVES OF THEIR PASSENGERS? WE LOOK AT THE ONGOING STUDY BY LEE RANDALL, AT THE STEVE BIKO CENTRE FOR BIOETHICS AND HEALTH LAW, AT THE UNIVERSITY OF THE WITWATERSRAND, FOR ANSWERS**

**T**

he most prominent mode of public transport in Johannesburg, and South Africa as a whole, is minibus taxis. This is primarily because of the fairly low cost and convenience that the minibus taxis provide to passengers.

According to Stats SA, about 76.7 percent of people in South Africa rely on public transport, of which 51.0 percent use minibus taxis, followed by buses with 18.1 percent and the least used mode of transport is rail, which accounts for 7.6 percent.

People rely on minibus taxis to travel from and to work, with standards and safety that could be considered as flawed, due to the alarming statistics of road accidents. According to the 2017 Road Safety Annual Report, there were 12 944 reported road fatalities in 2015 – a two-percent increase over 2014. In 2016, a total of 14 071 deaths were reported – an increase of nine percent over 2015.

According to the Decade of Action for Road Safety in South Africa: Mid-term report, by the United Nations General Assembly, about 95 percent of road traffic crashes happen as a direct result of one or more traffic offences.

Similar sentiments are shared in an ongoing study by Lee Randall, a PhD student at the Steve Biko Centre for Bioethics and Health Law, at the University of the Witwatersrand. The research is titled: Coffins on Wheels: A bioethical study of work conditions, driver behaviour and

road safety in the Johannesburg minibus-taxi industry.

The study samples 50 minibus-taxi drivers at 20 ranks in Johannesburg to find out about their working conditions and how they influence the drivers' behaviour on the roads.

During the interviews, 96 percent of the drivers revealed that they are concerned about crashes, while 84 percent said that they were very concerned. Out of the sample, 44 percent had been involved in one injurious taxi-related accident, while 12 percent had experienced more than one.

Randall notes that the public at large notice and comment on the road violations by minibus-taxi drivers. This is evident from irate letters to editors, and pictures and videos on social media.

## **UNJUSTIFIED REASONS TO BREAK THE LAW**

According to the study, the most common violations by minibus-taxi drivers include: shooting red traffic lights, turning from wrong lanes, speeding, driving on the wrong side of the road, driving in the emergency lane, stopping "anywhere, anytime" (including in the middle of roads and intersections) and overloading of passengers.

"These violations happen particularly during peak hours when congestion is at its worst," she comments.

Some of the drivers who were surveyed admitted to breaking the law. Randall says the reasons behind these violations were related to the working conditions and the pressure they experience in trying to earn their livelihoods.

"Quite a few drivers also reported that the passengers put pressure on them – for instance, to speed or jump red traffic lights in order to get them to work on time, or to stop just anywhere to let them on or off," she says.

### THE BLAME GAME

Randall points out that the government is responsible for enforcing road traffic laws and needs to do more about policing of moving violations and dangerous and reckless driving.

"It's also important for government to prioritise taxis, because of the sheer numbers of people they carry. The minibus-taxi industry has a very high mode share in cities all over South Africa and taxi commuters are often breadwinners, so there's a big multiplier effect every time someone is injured or dies in a taxi crash," she adds

Randall suggests that the government needs to properly administer systems – such as issuing of operator permits and driving licences, and testing of vehicle roadworthiness – and must urgently address fraud and corruption among its officials.

"It needs to speed up the issuing of operator permits and proactively deal with problems like competition over driving routes, for example, the incidence where violence erupted between rival taxi associations over the new Mall of Africa routes in Midrand.

"This could have been foreseen and avoided. There are some very good initiatives, like the recently introduced Operation Buya Mthetho, which means "bring back the law", in Joburg. This is paying off and sending a message that government is serious about road safety – for instance, taxis are being impounded if they are found to be stolen, in an unroadworthy condition, not correctly licensed, or if the driver does not have a valid driving licence," she says.

### HAZARDS IN WORKING CONDITIONS

However, everything cannot be blamed on the government, or the drivers. As the nature of this business is rough and competitive, taxi associations and taxi owners could also intervene.

The research confirms that the drivers' poor working conditions are probably contributing to unsafe driving habits.

All the drivers who participated in the study reported being highly stressed on a daily basis, mainly related to their difficulties with earning a decent livelihood. They reported that, out of what the passengers pay, they typically have to pay a daily cash amount to the taxi owner, as well as pay for operating costs like fuel, oil, vehicle washing and traffic fines.

On average, they reported having to pay over R500 to R600 per day. One driver mentioned having to pay up to R1 800 per day if driving a larger vehicle on a busier route.

A few drivers reported being allowed to drive the taxi "for free" on certain days – for example, on a Sunday. This meant that they do not have to pay a fee to the owner for those days, but they still have to cover fuel and other essential costs out of whatever fares are paid by the passengers.

Some described taxi owners as greedy, caring more about their profits than about the safety of drivers or passengers.

### FATIGUE AND INTOXICATED DRIVERS A MAJOR CAUSE OF ROAD ACCIDENTS

Since the minibus-taxi industry involves a lot of informal administration, there is an abuse of rights and regulations. The excessive working hours and fatigue are huge crash risks, and having highly fatigued drivers transporting a dozen or more people at a time is an unacceptable safety breach.

According to the Basic Conditions of Employment Act, working hours should not exceed nine hours a day or 45 hours per week, and any overtime or work on public holidays should be paid at one and a half times the basic rate. "In the minibus-taxi industry this doesn't seem to be adhered to at all. Drivers are being exploited," she mentions.

The 2017 Road Safety Annual report also states fatigue and sleepiness as common cause of accidents, which is still a major challenge on South African roads.



Some described taxi owners as greedy, caring more about their profits than about safety.

"There are also stories about taxi drivers who are 'nyaope' addicts or drive while intoxicated. Frighteningly, some drivers mentioned that taxi owners may favour drug users because they 'care less about road laws' and focus more on earning money for their next 'fix'. They thus maximise profits for the owners," reveals Randall.

The unfit vehicles which are used to transport people are also a contributing factor. While about a quarter of the survey respondents reported driving taxis less than five years old, 50 percent drove taxis that are five to 11 years old, and another quarter drove taxis that are more than 11 years old.

"Numerous drivers mentioned having to drive vehicles with defects – the most common ones being problems with headlights, windscreens, doors, seats, tyres and brakes. One driver made the point that if he spoke up about such defects it was likely that the owner would simply take the keys away from him and employ another driver instead. Other respondents mentioned fraud and corruption in testing centres, which meant that defects were ignored rather than fixed," Randall notes.

She suggests that the government needs to closely regulate the industry further by subsidising it in recognition of the valuable service it renders to the economy.

She notes that businesses come to a standstill when taxis are on strike. This includes highway blockages and violence, which sometimes ends in fatalities.

"It's unfair that bus services are heavily subsidised, even though some buses drive around almost empty, when the reality is that far more commuters use taxis which get no subsidy at all. It does seem likely, however, that taxi owners will resist the conditions that come with subsidisation – like having to keep their vehicles in a clean and roadworthy state, retire vehicles when they reach a certain age, pay taxes on their profits, and offer fair wages and work conditions to their drivers," Randall concludes. **F**

# BUS STOPS

## CUMMINS TO INVESTIGATE ELECTRIC POWER IN INDIA

American-based engine maker Cummins plans to hire a team of engineers in India to modify its existing electric powertrain technology and make it more relevant for emerging markets, reports *Busworld*.

"Cummins, which will initially be developing electric powertrains for buses, is also planning to set up a testing facility in India," *Busworld* quotes Julie Furber, Cummins executive director for electrification.

The move by Cummins comes when India has set an ambitious target to electrify all new vehicles in the country by 2030, and it wants to push the electrification drive through mass public transport like buses and taxis.

Furber says: "Once India develops regulations for electric vehicles and customers begin to adopt them, Cummins will start investing in manufacturing in the country."

According to *Busworld*, Cummins has said it plans to invest \$500 million (R5.9 billion) globally over the next three years to develop an electrified powertrain product line. The engineers based in India will also develop products for other global markets.



## WHAT TO DO WITH BUSTED BATTERIES?

Chinese electric bus manufacturer BYD (which, you may have read in the last issue, is supplying a fleet of new electric buses to the City of Cape Town) will reduce raw material costs and help to address battery waste when it opens a battery recycling plant in Shanghai, in the second quarter of the year.

Rising costs of EV battery materials, such as lithium and cobalt, are part of the reason for BYD's move into recycling. "The most important driving factor is environmental protection," brand communication manager Mia Gu told *Reuters*.

The first batch of electric vehicle (EV) waste in China is expected to surface this year. Total battery waste is expected to reach a staggering 120 000 to 170 000 t a year by 2020.

BYD plans to raise annual battery production capacity by 75 percent in 2018, to 28 gigawatt hours (GWh), to meet rising demand.



## SUBSCRIBE TO FOCUS ON TRANSPORT AND LOGISTICS

**YES!** Please add my name to the **FOCUS ON TRANSPORT & LOGISTICS** mailing list for 12 issues per annum at **R1 250,00** including VAT / postage (valid for postage within RSA borders).

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

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

Title: Mr / Mrs / Ms: ..... Initials: ..... Surname: .....  
 Job Title: ..... Company: .....  
 Tel No: ..... Cell No: .....  
 Fax No: ..... email address: ..... Signature: .....  
 Postal Address: ..... Postal Code: .....

Company's main product or service: .....

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

# RELIABLE FREIGHT PARTNERS



## FREIGHT CARRIERS

8.140 FL  
5 ton

15.180 FL  
8 ton

16.240 FL  
6 ton

28.330 FL  
14 ton

Transport operators continue to choose the FAW brand for their low capital input, reliability and minimal operating costs. Because FAW prioritises minimal expense, through affordable capital and low running costs, owners get precisely what they need. Keeping total cost of ownership at an all-time low, is a hallmark of all FAW freight carrier trucks. With FAW, transporters benefit from industry-leading value-for-money, high-quality local manufacture and uncomplicated design. The net result of this is reliable and easy to maintain vehicles, combined with low fuel consumption for maximum affordability. FAW's dealer network, which is spread throughout the country, means further peace of mind.



# FAW

[www.faw.co.za](http://www.faw.co.za) | 087 700 2810



**MOLWANTWA**  
CLIENT SINCE 2017

## “THEY MAKE IT THEIR BUSINESS TO LOOK AFTER MY BUSINESS.”

At MiWay Business we understand that time is precious and that your business demands all your focus, that is why we offer you **MiBusinessAssist**. With this service, we source new or pre-owned vehicles for you, give you access to pre-negotiated deals on a range of services and even provide you with HR advisers and labour lawyers. MiBusinessAssist – we do the admin, so you can do what your business does best!

For a quote, call **0860 64 64 64** or SMS ‘**Business**’ to **37185** and get the #insurancefreedom to do Business Insurance your way.

**miWay** ·CO·ZA

**Why any other way?**