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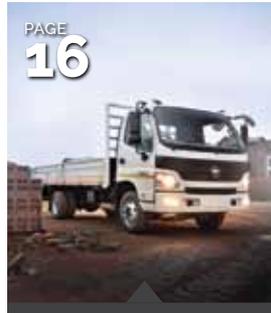
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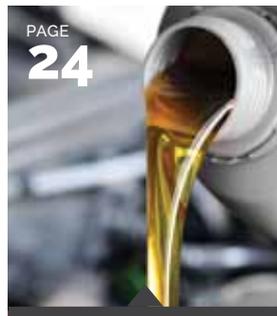
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FORTUNE FAVOURS THE BOLD

THIS IS THE 85TH COLUMN I'VE WRITTEN FOR FOCUS SINCE I BECAME THE PUBLICATION'S ASSISTANT EDITOR BACK IN MAY 2012 – AND NOT FOR ANY OF THOSE DID I HAVE TO THINK SO DEEPLY ABOUT WHAT I WAS WRITING



GAVIN MYERS

Starting at **FOCUS** on February 7, 2011, was a bold move for me. My knowledge of the road-transport industry was minimal (to put it mildly) and, while I was familiar enough with trucks and their inner workings, my foundations, knowledge and passion always lay with "dinky toys".

I still giggle at that phrase, and I still love cars; but even I have to admit that diesel – especially of the heavy-duty, multiple-wheeled variety – has well and truly crept into my petrolhead veins – just as I was told it would more than eight years ago.

Indeed, fortune followed that bold move and (with ever more diesel creeping in, too) being entrusted with editorship of this prestigious title in July 2017 was the accomplishment of a career goal I wasn't quite expecting at the time.

Over the years, since starting as a humble journalist, I have seen the industry grapple with challenges. Likewise, it's embraced a continually growing wave of technological advancement coming from every corner of the trucking and transport ecosystem (sometimes in direct response to those challenges).

I've also seen **FOCUS** advance: the publication's style and content evolving with the times, but never losing substance; the development of its digital platforms to reach more people more easily; and the integration of social networking into the daily conversation.

However, while there's so much more I wish I was able to do – and I do feel my time at the helm has been too short – fortune has reared its head again; this time pushing me to make another bold career move.

So, on a personal note, thank you to all the **FOCUS** readers, followers, advertisers, supporters and industry figures who have contributed to my journey with the publication over the

years. I cannot possibly quantify the knowledge I've gained in this time, nor the respect I've come to have for the local trucking and road-transport industries – and all those who keep its wheels turning despite sometimes difficult odds.

It's truly been an honour producing this world-class publication with and for you all.

As for the future, I leave you in good hands and pass editorship of **FOCUS** to Wynter Murdoch from the next issue. A well-known name and stalwart of South Africa's motoring and transport media industry, Wynter brings to **FOCUS** a wealth of experience and a comprehensive skillset that will be sure to safeguard the publication's future prospects.

I know Wynter and the rest of the **FOCUS** family will boldly take the publication forward, as it continues to be the most trusted name among readers in the southern African trucking and road-transport industries – and so I wish them nothing but good fortune for the future.

Stay safe and keep on trucking! **F**



I have to admit that diesel has well and truly crept into my petrolhead veins – just as I was told it would more than eight years ago.





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SCANIA



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.

BARRIERS TO TRANSPORT AND TRADE

THE ROAD-FREIGHT INDUSTRY FACES A CONTINUAL BARRAGE OF NEW CHARGES AND REGULATIONS, WHILE THERE IS MINIMAL ASSISTANCE IN REMOVING THE MANY OBSTACLES TO EFFICIENCY CAUSED BY THE ACTIONS OF THE AUTHORITIES

It is a matter of grave concern to the Federation of East and Southern Africa Road Transport Associations (Fesarta) that the road-freight industry in southern and eastern Africa is increasingly being regarded as a cash cow by the authorities in the region.

The following are the main challenges affecting the industry:

CROSS-BORDER CHARGES

Cross-border charges at the Democratic Republic of Congo (DRC) on the North-South Corridor are US\$ 1 200 to 1 900 (R17 000 to R27 000) per vehicle. At Beitbridge the northbound charges are US\$ 1 795 (R25 600) and at Chirundu US\$ 1 477 (R21 000), making a total of about US\$ 4 800 (R68 500) per load to Lubumbashi, DRC.

BORDER DELAYS

The delays at the borders are mainly attributable to the insistence of the revenue authorities on high levels of cargo inspection, instead of using a modern risk-management processes. This is despite the evidence that current levels of "adjustments" are in the range of three to five percent of cargoes.

The times taken to clear vehicles at a number of regional borders, are

shown in the table below. The times are shown in two columns, for import and export cargoes.

Border	Time in hours	
Kabanga	11.50	1.50
Kasumabalesa	50.00	45.00
Songwe	18.80	2.30
Mutukula	18.90	13.50
Nekonde	52.00	2.00
Namanga	12.00	3.50
Rusumo	4.70	1.00
Average	23.99	9.83

An obvious effect of the focus on physical inspections is the need for a lot more staff and facilities, but in many areas the staffing is inadequate, tardy and lacks capacity and processing capacity and therefore fails to match the average vehicle arrival rate (and the regular daily peaks and surges). This creates inevitable delays.

Having apparently lost sight of the objective, the authorities in some areas are planning to create massive truck parks in which to hold vehicles for four to six days before inspection. This is a totally illogical waste of money as the objective of border efficiency is to reduce delays to hours, not days. Dwell time at Rusumo border (Rwanda) is two hours. On the United States-Canada border delays of more than 30 minutes would cause adverse press comments from industry.

OFFICIAL APATHY

The recent Kasumbalesa Border fiasco caused a 72-km queue of

vehicles along the corridor in Zambia, past Chingola; and a queue of 800 fuel tankers at Nakonde on the Dar es Salaam corridor. During this period the new president of the DRC, Felix "Fatshi" Tshisekedi, visited the border to cut a ribbon!

The estimated transport cost of the time wasted in April 2019 was more than US\$ 35 million (R500 million) and possibly twice that amount for losses by industry in corridor countries, due to missed production, inventory costs and the impacts of theft and damage to cargo.

These costs are a major barrier to domestic industrial development and promotion of export growth in the landlocked countries. Nonetheless, they are seldom adequately appreciated and are of minimal



interest to border officials, as they are hidden in the production costs to industry and are obviously deducted from income tax.

DANGER SITUATIONS

During the crisis, drivers of the 3 000 to 4 000 vehicles in the various queues in and around the Zambian borders spent between 12 and 25 days

living in their trucks with no food, water, sanitation or ablution facilities and zero security from criminals (and even thefts by police in some instances).

The everyday situation at the borders (and in queues and truck parks) is that the vehicles carry everything from perishables to fuel and explosives, all parked in one monster jam, from which no vehicles can be moved in the case of an emergency.

The danger of another "Kasumbalesa conflagration" is a daily reality – but this is not of apparent concern to the border authorities.

WEIGHBRIDGES

The control of overloading is essential, but current systems, regulations and practices are a constant irritation and source of delays to transport operators. Rationalisation of the Legal Axle Mass (LAM) regulations and the use of modern technology and monitored operator performance is the key to the efficiencies that are achieved internationally.

Changes in enforcement activities must be designed to encourage compliance and focus penalties on habitual offenders. High-speed weigh-in-motion (HSWIM) and camera recognition with effective database monitoring offer cost-effective, 24-hour surveillance of roads and include a range of additional enforcement information.

TRANSPORT REGULATIONS

Further major issues for the road-freight industry are the unacceptable confusion, delays, obfuscation in addressing several antique regulations and erratic and illogical decisions in the regulation of operations, vehicle dimensions, LAMs, and the enforcement of road-traffic regulations.

The process of "harmonisation" has been ongoing since about 2002 in the Southern African Development Community (SADC) region and for a similar period in the East African Community (EAC) and the Common Market for Eastern and Southern Africa (Comesa), but there are still countries with more recent releases of conflicting regulations.

In other countries, there are developments which will pre-empt some of the procedures in the Tripartite Transport and Transit Facilitation Programme (TTTFP) process.

In an attempt at promoting agreement and a rational realignment of the vehicle regulations across the region, and to speed up the process of harmonisation, Fesarta has commissioned the well-known Durban-based freight transport consultancy Nick Porée and Associates, to produce a technical evaluation of the regulatory options and to make recommendations which will be discussed with all the regional member associations.

These will be presented to the relevant national regulatory and corridor authorities; hopefully for implementation in our lifetime. **F**

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SAM ROLLAND is an independent economist. He has previously covered automotive and transport at Econometrix, and worked in Economic Policy at the National Treasury of South Africa.

DRIVING OURSELVES INTO A NEW ECONOMY

WITH THE VICTORY OF CYRIL RAMAPHOSA AND THE ANC, IT IS NOW TIME TO GET ON WITH THE BUSINESS OF ECONOMIC RECOVERY

I write this as the dust has barely settled on the election results. Election posters remain on lamp poles for now, or lie sadly on the pavement, or hang waywardly on fences.

As was predicted, the ANC was elected to create the government of the day, albeit with a reduced majority. Surprises also came from the performance of many smaller

parties, but understanding what this means for the next five years would require the skills of an adept political scientist.

begins to get serious about fighting corruption and getting rid of the decay within the ANC and, more importantly, gets serious about growth-enhancing policy initiatives, perhaps the screams from business for policy certainty will finally be heard.

This is the most achievable effect we are likely to see in coming months, and will go a long way to ensure that it arrests the slide in economic growth. Even with economic indicators like freight activity continuing to slow, if business confidence can rebound and operators remain upbeat, fleet replacement will pick up and begin to have a positive impact on the underlying economic activity.

weak education outcomes and high youth unemployment. Furthermore, the traditional drivers of the economy (manufacturing and mining) have struggled with low productivity and high labour costs that have limited their potential.

What about the transport sector? Following a discussion with a certain heavy-vehicle manufacturer, it was agreed that freight demand activity remains steady even in economic downturns. The belief that South Africa remains the gateway to Africa still holds tremendous weight, and means that there is a comparative advantage to expanding fleets from South Africa.

According to Stats SA, the sector was the largest positive contributor towards growth in the fourth quarter of 2018, at 0,7 percent. With the sub-Saharan African economies expected to grow at above three percent in the next two years, there is significant untapped potential as the wealth of these populations is set to increase.

In the medium term, the government should focus on giving strong support and investment into innovation in the sector. The government should provide clarification on clean-fuel policies, and investment into research and development of alternative fuels and related activities, to make South Africa the leader in African transport.

Improved efficiencies would allow for higher margins or lower prices of consumer goods, which would boost demand. It would also make the sector resilient to changes in the fuel price, financing issues, and reliance on the price of mining commodities to drive demand. **F**



parties, but understanding what this means for the next five years would require the skills of an adept political scientist.

However, it is important to consider how economic growth can be brought back.

In the short-term, the biggest change we can hope to affect is a change in confidence. As Ramaphosa

However, we need to consider where growth will come from over the next decade. Failure to prepare during the Zuma administration meant that long-term investment in new economic opportunities fell, capacity fell and the trajectory of the economy fell to a lower path.

Structurally, the economy is still faced with high and rising inequality,



 @NLawGlobal

Associate designate **YASMINE WILSON** is a shipping and logistics lawyer based in Durban. Her areas of expertise include international trade, admiralty litigation, customs and excise, and advising on charter parties and bulk cargo purchase and sale agreements.

FREE TRADE AND FLOURISHING ECONOMIES?

A CONTINENT-WIDE FREE TRADE AREA FOR AFRICA CAN ONLY BE A GOOD THING – IF THE GOVERNMENTS OF THE CONTINENT CAN FOCUS ON THE LONG-TERM BENEFITS

The African Continental Free Trade Area (AfCFTA) agreement, signed by 44 African countries in Rwanda during March 2018 and ratified by 22 countries by April 2019, is expected to create the largest free trade area in Africa, and create a continental customs union.

Africa accounts for less than three percent of global trade and has been unsuccessful in facilitating and supporting cross-border trade to sustain the continent's growth and economic development and, ultimately, integrate with the global economy.

However, this failure has not been the result of a lack of effort.

In recent decades, Africa has seen a surge of sub-regional agreements, including agreements creating the South African Development Community (SADC), the East African Community (EAC), the Economic Community of West African States (ECOWSA) and the Common Market for Eastern and Southern Africa (Comesa).

These agreements have been restricted to exclusive regions, limiting their benefits to those regions. These regional trade areas have generated concerns over the potential costs of the continent's trading system and fragmentation into exclusive blocs, especially in light of Africa's low intra-regional trade performance.

AfCFTA consolidates the Tripartite Free Trade Area and other regional free trade areas into one that covers a wide scope of formal trade measures. It puts in place the mechanisms to establish a continental free trade area and to establish a continental customs union – a single market for goods and services.

A continent-wide free trade area will give African countries specialising in particular goods a comparative advantage. It will improve the efficient use of productive resources and increase output. Removing trade barriers on imports will reduce import costs, in turn lowering consumer prices and giving consumers a larger variety of African products in a unified market.



Downstream manufacturers also stand to benefit by reduced production costs as the costs of importing raw materials would be lowered. This is likely to place competitive pressure on domestic producers as they will be required to improve their resource allocation and innovate to compete meaningfully in the liberalised trade environment.

The increased competitiveness of domestic producers is, in turn, likely

to improve. This will position African economies to integrate into global value chains, an area in which African trade has played an insignificant role.

Concerns over state sovereignty means African countries have always experienced constrained access to neighbouring markets, which has hindered domestic growth. AfCFTA offers domestic firms the opportunity to be liberated from local market constraints created by intra-regional trade barriers. This will improve growth prospects and allow domestic firms and their wider economies to access finance and technology in the global economy.

Unfortunately, economies of many African countries rely on a single commodity or industry for the bulk

of their gross domestic product (GDP) and tax revenue. Based on the experience of regional trading blocs like SADC, the biggest challenge AfCFTA will face is resistance from individual states and industries to lower tariffs as they try and protect their dominant revenue sources.

Hopefully, this challenge will be overcome by the recognition of the long-term benefits of the potential growth produced by AfCFTA. **F**



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

WHY MICROMANAGEMENT IS A TRANSPORTER'S FRIEND

OPERATING A COMMERCIAL VEHICLE IN SOUTH AFRICA HAS BECOME A TOUGH BUSINESS WITH CONTINUAL RISING COSTS AND LOWER PROFIT MARGINS

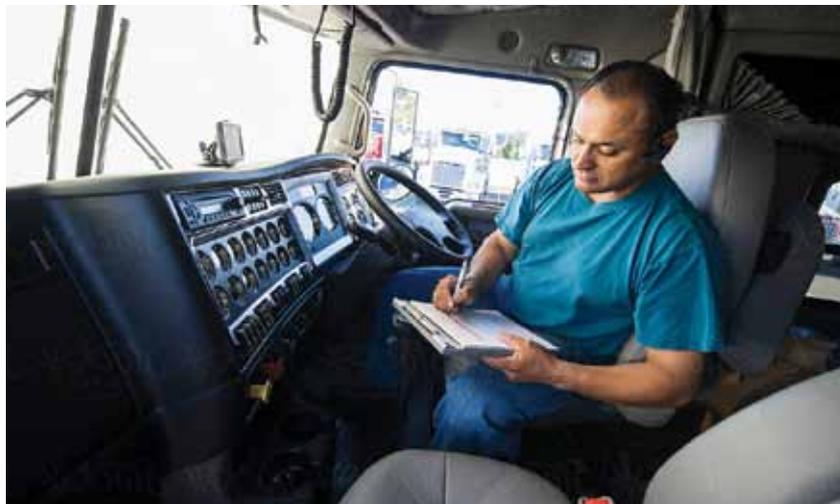
To minimise a drop in profits it has become necessary to micromanage one's business by constantly and accurately recording and examining all fixed and variable vehicle cost factors, and taking immediate action to rectify any cost that is higher than a set benchmark.

Fuel is one of the major operating cost factors in a transport operation (especially on long-haul routes), and must therefore be given high priority. In order to micromanage the fuel consumption of a vehicle, daily or trip fuel usage must be recorded, measured and compared to a realistic benchmark.

To establish the realistic and fair fuel consumption for a vehicle, the average expected fuel consumption figure should be obtained from the vehicle supplier or from the manufacturer of the vehicle.

Second, measure the fuel consumption that the vehicle is currently achieving by running it on the normal route that it travels and accurately recording the consumption. On this test run, make sure that an independent and honest person accompanies the driver to ensure that the information is correct.

As good driving techniques are one of the main means of lowering a vehicle's fuel consumption,



drivers need to be included in the management of the fuel. To motivate and encourage drivers to achieve good consumption results, they should be given incentives based on the savings achieved against a set fuel consumption target.

The next cost variable factor that needs to be micromanaged is the cost of the tyres fitted on the vehicle. In many road-transport operations, the cost of tyres is the second-highest variable cost factor and therefore requires micromanagement if operating costs are to be curtailed.

One of the best ways to manage tyre costs is to install a system that accurately accounts for all the related tyre costs, which can then be tabulated to give the operator a true cost per kilometre (CPK) for each and every tyre in the fleet. The total CPK is not what the tyre costs, but what it has done from the time of its purchase to the time that it is removed and scrapped.

Vehicle maintenance is the third variable cost that needs to be micromanaged. Again, establish accurate benchmarks using vehicle-maintenance records, or ask the vehicle dealer or manufacturer to assist by providing expected maintenance CPK figures for the relevant vehicle.

Constantly manage road toll fees to ensure that the vehicle is using the best and lowest-cost route. Beware of the temptation to route the vehicle on alternative routes to avoid paying toll fees. Previous studies on routing vehicles on alternative routes have shown that, in most cases, it is not a wise choice.

Time spent in carefully examining and constantly monitoring all the vehicles' variable and fixed cost factors will be well rewarded.

Lastly, ensuring that the correct vehicle for the job is being operated, and that its uptime is maximised, will also assist in maximising profits. **F**



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

ADVICE FOR BOMBARDIER

I THINK IT'S A GREAT IDEA FOR MAJOR SUPPLIERS OF PUBLIC TRANSPORT EQUIPMENT TO EXPRESS OPINIONS ON HOW TO IMPROVE THE INDUSTRY, BUT A RECENT ARTICLE BY THE MD OF BOMBARDIER IS PERPLEXING

The business section of *City Press* on April 21 carried an article of some significance for public transport in South Africa. Headed "Getting cities on track", it was written by Aubrey Lekwane, the MD of Bombardier SA.

Bombardier is a big player in public transport in many cities throughout the world, supplying products that are of the highest quality – the Croydon trams come to mind. Sadly, this article, while making some good points, comes up with others that are bizarre.

Let's look at a few of them, starting with this: "Increasing congestion and increasing fuel prices are adding to an already dire situation, so there is an urgent need to invest in railway infrastructure". Here, Bombardier is singing from the same sheet as the Gautrain, whose promoters 20 years ago claimed that "traffic is growing at seven percent a year so we need a high-speed railway line".

Let's rather repeat my April 2016 column, which quoted an Australian lecturer in urban traffic systems. He described the situation in Sydney as follows: "We are so accustomed to an appalling level of service in urban transport, we rarely think of what is achievable using only well-proven technology and our existing human and material resources ... only minor changes could reduce the needed car population of Sydney to half the present number or less".

The Bombardier article then suggests that "millions of people

would benefit if innovative products such as a monorail system" were added to our country's transport mix. They would act as "feeder lines to the main line or the Gautrain", thereby "ensuring last-mile connectivity. Monorails could easily move people in and out of townships".

Together with people movers and light rail, Bombardier suggests that monorails are a "perfect answer to climate change". They would lead to "rising property prices" along their routes. "It's time to bring these projects back on to our transportation agenda", it continues.

All of that is nonsense. Does anyone remember the Johannesburg "monorail fiasco" of 2007? Bombardier could be playing a stronger role in public transport in South Africa if it rather made suggestions to fix what is already there.

It could start by trying to find out what happened to Gauteng's 25-year public transport plan, without which no funding should be given to any project whatsoever.

Billions have been wasted on ad-hoc schemes such as toll roads, the Gautrain and the various bus rapid transport (BRT) projects. The e-toll problem is a result of building wider roads (the so-called Freeway Improvement Project) when better public transport would have reduced the need for road space.

The fragmented and underperforming BRT projects in Gauteng should also be investigated. The three major cities, Johannesburg, Tshwane and Ekurhuleni, should long ago have instead integrated the province's basic bus services, creating an interlocking network of routes "helping thousands of people to connect with important economic hubs and to reduce congestion on

our roads", to quote Lekwane. That will cost a lot less than monorails or any other kind of rail service.

Once we have sorted out our basic bus service, here are some other projects Bombardier could suggest:

Convert the Gautrain tunnel into an electric trolleybus-way between Park Station and Marlboro Station. Buses could start at the FNB Stadium (Soccer City) and run northbound every twenty seconds during the morning peak, returning to Soccer City on the M1. In the afternoon the reverse would apply. That would at least benefit thousands of people living south of Johannesburg.



Then there is the Moloto Road bus route, which has been keeping the consultants in employment for decades now. It is a good candidate for electric trolleybuses, which would cost less than any rail system and reach a much wider area.

Let's finish with Bombardier's reference to climate change. We are told that South Africa now emits more greenhouse gas than the United Kingdom. Fixing existing public transport needs to become a more urgent priority in South Africa, which is way behind the curve on climate change. Rail expansion – whether Metrorail, Gautrain or monorails – can wait. **F**



IVECO'S FUTURE REVEALED

WHAT DOES THE FUTURE HOLD FOR IVECO? THAT WAS ONE OF THE THINGS GIANENRICO GRIFFINI AIMED TO ESTABLISH WHEN HE WENT FACE TO FACE WITH GERRIT MARX, PRESIDENT OF COMMERCIAL AND SPECIALTY VEHICLES AT CNH INDUSTRIAL

In January, CNH Industrial launched a new organisational structure. Can you explain how it works?

The new organisation simplifies the structure by strengthening our five global segments: agriculture, construction, commercial and specialty vehicles, powertrain and financial services. Each segment is fully responsible for the global growth and performance of its business, which gives us more focus and accountability.

The new set-up brings the businesses closer to the

customer and facilitates a faster decision-making process. In our specific case, having regrouped trucks, buses, coaches, off-road and quarry vehicles together with firefighting, protection and civil defence vehicles, all under one roof, will boost the drive on internal synergies and brand empowerment.

In addition, the five operating segments are supported by streamlined global functions focused on core company tasks such as strategies, emerging technologies, systems and processes, and supply chain. They have the task to support the segments enabling faster decision-making



and guaranteeing the adequate synergies inside the organisation.

With this set-up, we aim to become more customer-centric, by enhancing focus on our five operating segments; more entrepreneurial, by reducing complexity and empowering these segments; leaner and more agile, through simpler, more streamlined decision-making processes; and more innovative, by enabling faster and more market-focused innovations.

What changes does this new organisation involve? What benefits do you offer to Iveco customers?

First of all, the new organisation brings together the group's Iveco commercial vehicle business with the bus and coach,

firefighting and defence vehicle brands to create the new commercial and specialty vehicle segment.

It will build on the strong heritage of the brands that are coming together, which have deep European roots and have made important contributions to the history of their respective sectors – illustrious brands such as Magirus, an internationally recognised authority on firefighting and emergency vehicles.

By giving us full accountability for the global growth and performance of our business, the new set-up gives us the freedom to anticipate, change and adapt to the fast-changing environment in which we operate.

The leaner organisation also gives us the flexibility to innovate and the speed we need to be more effective, more focused on being close to our customers and providing the solutions they need, while addressing the key industry trends that matter and make a difference to their businesses.

The key to success is to present the customer with an offer that goes beyond a commodity: a vehicle complemented by a whole range of services. Our customer-centric mindset will drive our organisation to continuously improve the aftermarket support we offer our customers, which aims to provide them with a complete solution that addresses their operational and business needs.

The press release announcing the new structure says the company will accelerate its activities in the areas of automation, vehicle electrification, digitisation and servitisation. Some of these words sound pretty new in Iveco's language. What does it mean for Iveco and Iveco's product portfolio? Is it a strategic change?

Automation, vehicle electrification, digitisation and servitisation are not new to Iveco: just think about our Daily Electric or our market-leading buses; the TCO2 Live services that we introduced with the Stralis in 2016, which were already a first example of servitisation; our participation in the European Union (EU) Platooning Challenge.

The new organisation enables us to accelerate our progress in these megatrends, and to anticipate and meet our customers' demands. It is focused on offering them a whole range of services enabled by digitalisation.

We are about to launch a new vehicle with new services that leverage digital technology to maximise the uptime, productivity and fuel efficiency of our customers' vehicles. And we will continue to develop and expand these new services, which will become an increasingly important part of the complete package that our vehicles will offer our customers.

The new organisation will also allow us to continue to innovate in vehicle electrification, as we have been for some time, and accelerate this process. I will just mention one of many award-winning innovations we have made in this field: the Iveco Bus CREALIS In-Motion-Charging, which won the Move Green innovation award at the Paris Public

Transport Show and the Sustainable Bus of the Year title at the IAA.

This bus is seen as the e-bus solution with the highest operational potential, because it never needs to stop for charging. It has a small set of batteries, which enable it to operate free of the overhead lines and recharge in motion when the bus is reconnected to the lines.

Electric traction technology in its current state of development is viable for urban mobility; it has an important role to play especially at low speed, low energy intensity stop-and-go missions – and particularly in high-value missions such as people transport in city centres.

However, it is important to remember that electricity is clean only if it comes from a clean generation process. A vehicle running on electricity generated from coal is only moving polluting emissions from the city to the site of the power plant.

Another important consideration is about the battery and its material extraction, its cost, its weight, its end of life, recycling and ultimate overall environmental balance.

Long-haul applications will follow in the longer term, and in the coming years we will see an evolution that will transform the industry.

What role will gas vehicles and liquefied natural gas (LNG) technology have in Iveco's future in the long-haul segment?

We have a clear investment roadmap for Iveco to consolidate and grow our position in each segment, namely light, medium and heavy commercial vehicles. We are leading the way in natural gas technology, and we will continue to invest in order to maintain this leadership in the LNG vehicle market.

In the medium term, we see LNG as the only sustainable fuel for long-haul transport that presents a viable alternative to diesel from the point of view of total cost of ownership. We see it as the best technology in this segment both for the CO₂ reduction it achieves and for the new European policies supporting the use of gas, such as the motorway toll exemption in Germany, or the decrees to promote the

use of biomethane from cow manure and agricultural waste in France and Italy.

The necessary infrastructure is also developing, creating increasingly favourable conditions for the use of natural gas: overall, the gas distribution network today covers the main European freight routes with over 300 truck gas refuelling stations, and by the end of 2019 it is expected to extend to more than 500.



Iveco is here to stay, compete and win across the segments where we compete today.

It is also worth considering the opportunities of biomethane, which can reduce well-to-wheel CO₂ emissions by as much as 95 percent. The transition from low emissions to zero emissions opens the door to a circular economy approach based on the generation of energy from organic or agricultural waste.

The EU has set highly ambitious CO₂ reduction targets for trucks. This could mean a rapid uptake of, say, electric/hybrid vehicles. How does this decision affect Iveco's product development and product offering?

The targets set by the EU are indeed highly demanding, and it is very likely that electrification will come. However, this doesn't depend only on vehicle manufacturers, but requires the infrastructure to be in place.

The charging infrastructure for electric vehicles is easier

to develop in urban areas – a process that has started – while coverage of regional and longer distance routes will follow further into the future.

At Iveco we will continue to work on developing electrified vehicles for urban missions, where our customers will be able to find the infrastructure they need.

As for natural gas, the EU Parliament and Council recognise the key role of renewable gas in the transport sector, and have called upon the European Commission to develop a methodology which we urge must be applicable by 2025 to include the CO₂ emissions reduction effect from bio-compressed natural gas (CNG) and bio-LNG in the computation of average fleet emissions.

At Iveco, we see natural gas as the mature solution available today to achieve sustainable heavy-duty transport, and we will continue to invest in this technology to enable our customers to operate their fleets profitably while meeting these ambitious targets.

What new products will you launch in the coming months?

This year we have important launches covering all our ranges. They are the end result of significant investments and big projects involving our engineering and manufacturing teams.

You will see that they introduce some key innovations, and we expect them to be very competitive on the market, setting the foundation for our future growth.

We have already launched the New Daily. This product family has a long history of 40 years of success, and the

latest arrival is more competitive than ever. Very soon we will follow up with great news pertaining to our heavy range too.

Iveco is here to stay, compete and win across the segments where we compete today – from light to heavy trucks, buses and specialty vehicles.

Do you think the New Stralis – or whatever its name is – will be able to boost Iveco's sales in EU markets, and, say, boost Iveco's market share to a double-digit figure in the heavy-duty segment?

Yes, absolutely. The market is coming out of a difficult time, and we are bringing in an extremely competitive product. We have invested heavily in the Stralis, and the new range will raise the bar in fuel economy, comfort and reliability.

The new organisation will also play a role, and will help us to be more aggressive on the market. We are confident that these factors together will enable us to increase our volumes and improve our market share.

Do you think Iveco has the right size and footprint around world to stay independent? Are you looking for an international partnership, merger or technical agreement perhaps?

Iveco is the fifth-largest manufacturer of commercial vehicles in Europe. We are a leader in the LCV segment, thanks to our best-seller, the Daily – not only in Europe but also in China – and we are at the top of the medium range.

Furthermore, we are the leader in natural gas-fuelled vehicles, with CNG and especially LNG for long-haulage transport, where we enjoy a clear predominance in market share. We are already thinking about the future as well, and are considering hydrogen fuel cells for instance: our sister Brand FPT unveiled a first prototype during the last IAA, in Hanover, mounted on our Iveco chassis.

If we turn to buses, our Intercity range is dominating the market, and now we have an electric range for urban buses, with Heuliez Bus.

In the specialty business, last year we won a momentous tender with the United States Marine Corps, to provide the next generation of their amphibious combat vehicles with Iveco Defence Vehicles.

Looking abroad, I have already touched on China with the Daily, but we also see a market recovery in South America, driven mainly by favourable borrowing rates, old fleet renewals and increased freight for agriculture.

As the commercial and specialty vehicles division, we run more than 20 manufacturing plants around the world, including joint ventures, and nearly the same number of research and development centres.

We definitely have the right size, the right footprint and – I would add – the technological advantage to remain competitive in the market on our own and face the industry's upcoming challenges. **F**



THE ENGINE FROM



THE EXPERT CHINA

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



FAWDE GENERATOR ENGINE								
Model	4DW	4DX	4DF	6DF	6DL1	6DL2	6DM2	
Bore×Stroke mm	4- 85×100	4- 90×100	4- 102×118	4- 110×125	6- 110×125	6- 112×135	6- 112×145	6- 123×145
Displacement (L)	2.27	2.54	3.86	4.75	7.13	7.7	8.6	11.05
Standby power/speed (Kw/rpm)	19/1500	23-34/1500	36-53/1500	72-92/1500	105-154/1500	194/1500	226-251/1500	316-330/1500
Prime power/speed (Kw/rpm)	19/1500	21-31/1500	33-48/1500	65-84/1500	96-140/1500	176/1500	205-227/1500	287-300/1500
Available range	Generator: 15KVA-375KVA							

GENERATOR SETS

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

FAWDE ENGINE									
Model	4DW	4DX	4DF	6DF	6DL1	6DL2	6DM2	6DM3	
Bore×Stroke mm	4- 85×100	4- 90×100	4- 102×118	4- 110×125	6- 110×125	6- 112×135	6- 112×145	6- 123×145	6- 126.5×166
Displacement (L)	2.27	2.54	3.86	4.75	7.13	7.7	8.6	11.05	12.52
Rated net power/speed (Kw/rpm)	17-33/1500-2650	22-55/1500-2650	40-74/1500-2400	65-118/1500-2300	92-177/1500-2400	147-195/1500-2100	162-235/1500-2200	228-309/1500-2000	300-338/1500-1900
Maximum torque/speed (N·m/rpm)	145/1500-0-1800	245/1500-1800	380/1500-0-1800	540/1400-1700	860/1400-1700	1100/1500-1800	1400/1500-1800	2100/1300-1600	2300/1300-1500
Available range	Trucks, Generator, Water pump, Forklift, Loader, Harvester etc.								

FAW TRUCKS

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



LOW ECONOMIC GROWTH IMPEDES SALES IN MCV MARKET

LIANA SHAW EXPLORES THE CONDITION OF THE MEDIUM COMMERCIAL VEHICLE (MCV) SEGMENT AND WHAT OPERATORS CAN EXPECT HEADING TOWARDS 2020

Consumer and business confidence remain low, while household and disposable income also remain under pressure, due to rising costs of living and lower domestic and global economic growth forecasts – all of which continue to signal moderation in new vehicle sales, according to The National Association of Automobile Manufacturers of South Africa (Naamsa).

Wade Griffin, commercial vehicles director of Hyundai Automotive South Africa, says that further real and sustained growth of sales in this market will, to a large degree, depend on an increase in economic growth, which, he claims, is on a very low trajectory at the moment.

“Hyundai Automotive South Africa’s commercial vehicle division has gained traction in the MCV segment, especially since the launch of the Mighty EX8 truck last year, with its industry-leading four-year, unlimited-kilometre warranty

and very competitive pricing of its parts basket,” says Griffin. “Its gross vehicle mass (GVM) of 7 800 kg also gives the EX8 an impressive load-carrying ability.”

Hyundai Automotive SA sold 19 Mighty EX8 trucks in the MCV segment in March this year, followed by 25 unit sales in April, which was in line with the very welcome general increase in vehicle sales in the country in the same month.

Hyundai plans to launch the double-cab version of the Mighty EX8 truck, which will also be produced at the Hyundai semi-knocked-down (SKD) assembly plant in Apex, Benoni, Gauteng.

In response, Volvo Eicher Commercial Vehicles (VECV) South Africa intends to bring the Eicher Pro 1000 series into the local market, with payloads ranging from 2,5 to six tonnes, to support its customer base.

To further enhance its product offering, VECV in India has just launched a new product range, known as the Pro 2000

series, into its domestic market featuring a completely new chassis and cab with all the latest technology. This series will also be introduced into the South African market as a cost-effective solution.

Mark Diab, sales and marketing, VECV, says: "The MCV segment has remained rather stagnant over the last three years with sales of 8 436 units in 2016, 7 890 units in 2017 and 7 885 units in 2018. Therefore, one of the major drivers going forward will be a highly competitive price positioning.

"We have noted a shift by customers who were traditionally 'brand loyal', now trying new product from new manufacturers entering the market at very competitive pricing. Taking into account the current economy, I cannot see this segment exceeding the sales achieved in 2016, but instead see the shift towards customers trying out new players in the market that have product with very competitive pricing and value for money."

One such player is the Powerstar truck range by Ever Star Industries. Traditionally strong in the heavier market

"A second lifecycle is essential in Africa in terms of resale value," he explains, "and this has led us to come up with viable economic solutions for local operators."

Mark Handley, head of sales and marketing, Volkswagen (VW) Commercial Vehicles, VW South Africa, comments that the market sector has also been affected by the trend in passenger transport models moving from MCVs to light commercial vehicles (LCVs) over the last few years.

"There was a decline from 2016 to 2017, mainly affected by the VW Crafter run out and more significantly, by the Toyota Dyna, which exited the market in 2017. Overall, in 2018, the MCV market remained flat compared to 2017.

"Looking forward, in 2019 the market is expected to grow. As at March 2019, we have already seen the MCV segment at a level of 13-percent higher than the same period in 2018. This is mainly driven by the new Crafter. The same is expected for 2020 where we are expecting some continued growth in the MCV market. Mercedes-Benz will enjoy a full year of sales with its new Sprinter



segments, the company has launched the new FT8 eight-tonne chassis cab which, complete with components from the likes of Cummins and ZF, is being dubbed as the Africa-friendly vehicle due to its ability to deliver a cradle-to-grave service vehicle offering at a competitive price.

Says Rodney Selesnick, senior head of sales at Powerstar: "The MCV segment remains flat with the economy not showing much growth. With this in mind, the Powerstar strategy is to team up with reliable component manufacturers while keeping technology at base level for the African continent. Our business model embraces the whole lifecycle cost of the vehicle, including servicing and uptime, with the ultimate focus on a palatable purchase price.

OEMs remain conscious of the price-sensitive nature of the market, and are strategising accordingly.

and we will further aim to grow the new Crafter in this segment," says Handley.

The recognised market leader, Isuzu Motors South Africa (IMSaf), closed off 2018 with a strong commercial vehicle performance of just under 3 900 units sold – making it the



HULAMIN

DELIVERING SOLUTIONS

FOCUS ON MCVs

number one selling truck brand by volume, excluding vans and buses. It has continued to occupy the number one position in the medium- and heavy-duty truck segments of the South African market for the past six years in a row. The company's market share is estimated at 16,3 percent.

Craig Uren, executive officer: sales, service and marketing at IMSAf, says: "Our success has been based on our

SHORT-TERM FORECASTS

In the short to medium term it would seem that OEMs remain conscious of the price-sensitive nature of the market, and are strategising accordingly.

Diab claims: "In my view, manufacturers will strive to improve their product offering, while at the same time try to reduce their costs. Operators can therefore expect to

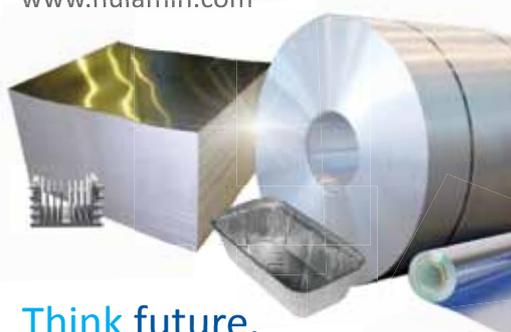


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"In the short to medium term, our focus is on ensuring the sustainability of our operations, successfully launching future products, implementing measures to increase our market share, further strengthening our product portfolio and growing our exports into sub-Saharan Africa markets."

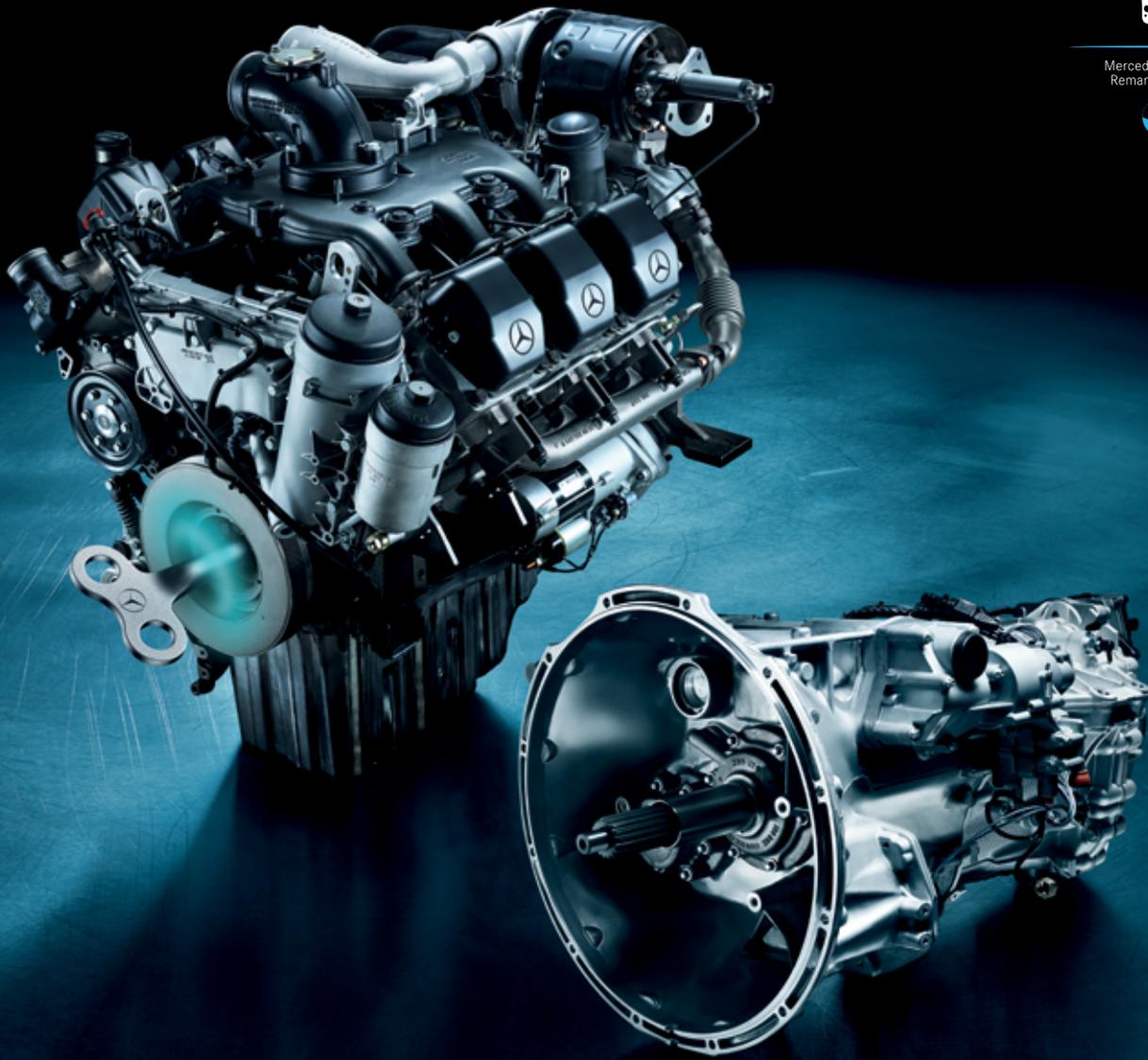
have the benefit of having a range of products from which to choose, at very competitive prices.

"We can expect the main differentiator among all the manufacturers to be their dealer network coverage, the quality and reliability of their product, and backing by way of excellent aftermarket support," he says.

Handley concludes: "We are seeing a lot more resilience in the commercial vehicle market in general, compared to the passenger vehicle market, and are therefore forecasting marginal growth for 2019. The activity in the market is a positive signal for the country; meaning that corporate South Africa is still acquiring commercial vehicle assets with which to grow their businesses." **F**



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LOCAL ELECTRIC CONVERSIONS – A VIABLE PROPOSITION?

GAVIN MYERS MEETS A LOCAL COMPANY THAT IS SETTING OUT TO CONVERT THE NATION'S HEAVY COMMERCIAL VEHICLES TO ELECTRIC PROPULSION

Dwindling fuel reserves (and, locally, the relentless rises in the price of fuel) and the continually increasing international push for greener vehicles mean that alternative power is now being explored on a very wide scale. Vehicle original equipment manufacturers (OEMs) are investing billions per year to develop products that run on either gas or electrical power, as diesel heads slowly down a path of demise.

In the last issue we looked at the merits of natural gas in the local context (mainly from the supply perspective). While gas-powered vehicles have been running successfully in trials and within government fleets, the conversation has not quite turned to pure electric vehicles (as opposed to hybrids) yet.

However, Zenergy South Africa is one of the few third-party companies trying to change this. For the past seven years, Zenergy has been exploring the options for electrification of vehicles in South Africa and the company's CEO, Ziggy Rudman, feels that the time has come to flip the switch on battery power.

The Zenergy solution is based on a proprietary system from EMOSS, a Dutch company that has been converting commercial vehicles for the past 15 years with technology funded for military and government purposes.

"We looked hard for a product that would suit the conditions in South Africa," Rudman says. The EMOSS system is scalable for vehicles ranging between 3,5 and 50 t and produces up to 1 500 hp (1 100 kW) and 3 600 Nm of thrust. The 80 to 300 kWh battery packs are claimed to

have a 20-year lifespan before they can enter the secondary market in photovoltaic (solar) applications.

Mechanically, the differentials are upgraded and the driveshafts are shortened. The vehicle's power steering, air-conditioning, braking system, power take-off and auxiliary components are integrated.

"Emiss understands that it's the software and batteries that require continual development. The system has a built-in five-stage artificial intelligence (AI) program that adapts to the driver's style for best efficiency. The operator can closely monitor the driver and vehicle through the systems," Rudman adds.

Currently, the system is built to European and ISO standards with all certifications on MAN and DAF vehicles in place. Rudman comments that only minor local

make financial sense to the operator. Of course, it does not come cheap; the initial outlay for a single 50-t, long-distance truck (with gas range extender) comes in at around R7 million. Rudman suggests that the break-even point will be at around three and a half years, when compared to the purchase and running costs of a diesel-powered truck.

"When considering a typical 38-t load over a distance of 1 100 km at R16/litre of diesel (or 450 litres), the estimated cost per kilometre (including maintenance) would be R6,82. A comparable electric vehicle with range extender would cost R1,20," he says. Zenergy claims that savings over three years will amount to roughly R240 000 (if using Eskom power) or R348 000 (if using solar power). This compares to close to a million rand in running costs of the conventional truck in the same scenario.



A comparable electric vehicle with range extender would cost R1,20 per kilometre.



ABOVE: DAF and MAN vehicles are currently certified for the Emiss conversion.

RIGHT: The system can be fitted to vehicles ranging between 3,5 and 50 t.



homologation is required. The system arrives in kit form and Zenergy is said to have the expertise to carry out two to four conversions a month.

Could such a conversion be practical for a transport operator, though? After all, electricity supply in South Africa is increasingly unreliable and there are very few, if any, electric-vehicle charging stations at truck stops and depots around the country.

According to Rudman, a converted 50-t truck can reach a distance of 600 km on a single 45-minute charge. With a gas-powered generator on board, this range goes up to 1 100 km. He's bullish about the potential for trips from Johannesburg to Durban, and even to Cape Town.

"The trucks can't be stuck without energy. We've partnered with Soventix – based locally in Cape Town – to provide a holistic off-grid charging solution, including solar generation and storage," Rudman advises.

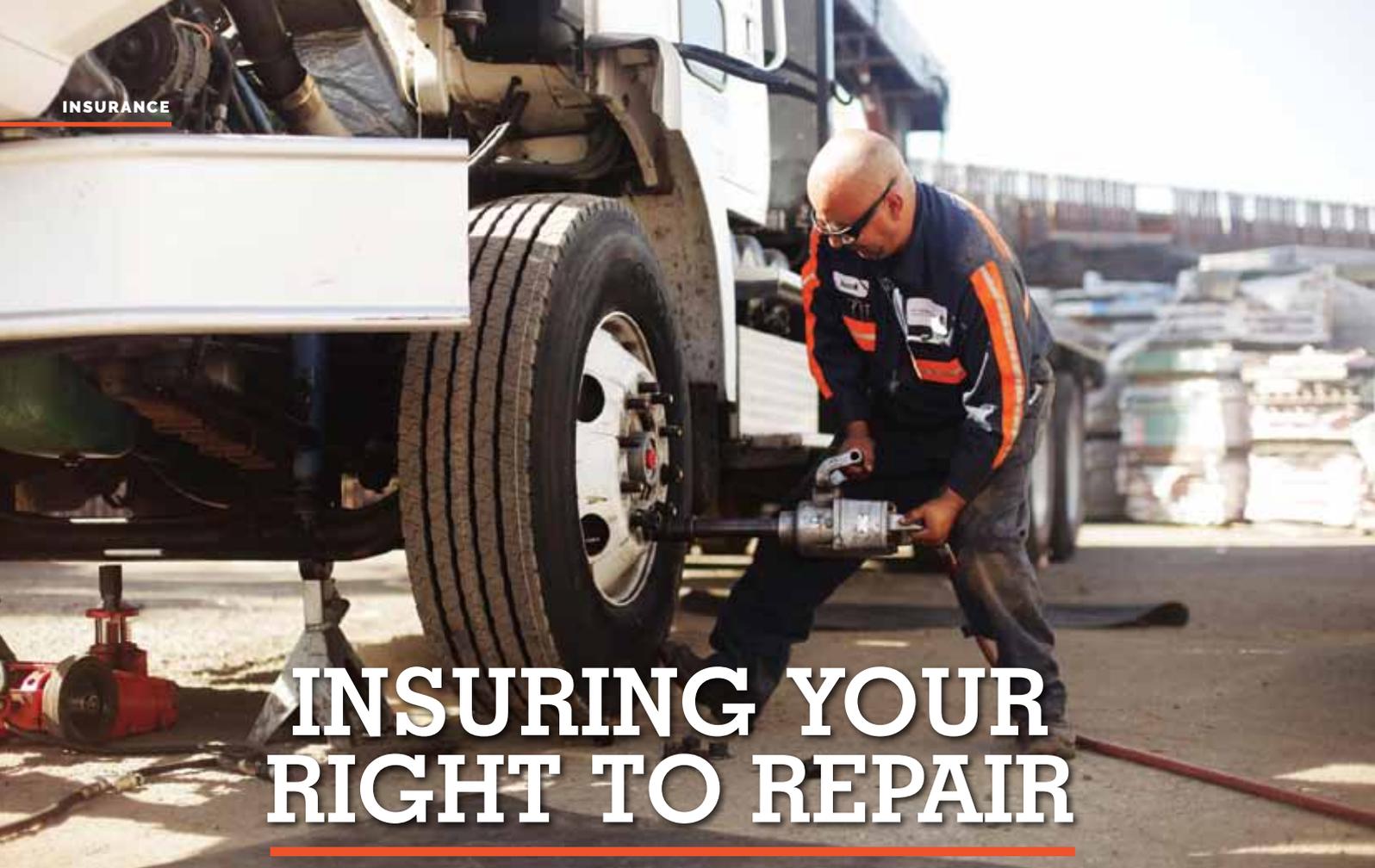
While Zenergy has approached the topic of energy provision holistically, such a conversion still needs to

"We understand the initial outlay is large, but the more converted vehicles there are in a fleet the bigger the impact on the bottom line. The conversion has to make financial sense and this is only realised when all the costs over the lifetime of a typical truck are tallied," he comments.

Regarding maintenance and aftersales back-up, Rudman states that maintenance costs are the same as minor servicing on any comparable conventional vehicle while the minimal spare parts that are needed for the system are kept in stock.

"We've looked at every angle of how this conversion can work for a commercial vehicle operator," Rudman assures.

So, could there soon be a future for electrically converted commercial vehicles in South Africa? If Zenergy has anything to say about it, there may very well be. It'll be interesting to see how the various alternative forms of propulsion – from gas to electric – will evolve in this market as diesel and environmental considerations rage on. **F**



INSURING YOUR RIGHT TO REPAIR

WITH THE CONTROVERSY SURROUNDING THE RIGHT TO REPAIR CODES OF CONDUCT CURRENTLY BEING COMPILED BY THE COMPETITION COMMISSION, GAVIN MYERS FINDS OUT HOW THIS MAY AFFECT INSURANCE CLAIMS

F

irst, what is the Right to Repair code? It's a voluntary code of conduct set by the Competition Commission, which recognises that the owner of a vehicle has the right to choose a repairer. It's not legislation, nor will it affect existing regulation around road safety or consumer protection.

Gunther Schmitz, the chairman of Right to Repair South Africa, comments that the code is not prescriptive, but is aimed at protecting consumers and offering them additional options.

"Competition is good for the consumer and is empowering," he says, adding that the move follows a worldwide trend that started in the United States of America in which automotive original equipment manufacturers (OEMs) were required to open up maintenance and repairs to independent workshops, without the vehicle's warranty being voided.

While the code has raised concerns among vehicle OEMs (citing safety risks, among other concerns), we wondered what effect it may have from the perspective of the insurance industry. The feedback received was surprisingly positive.

"The Right to Repair campaign is quite an interesting topic and we fully appreciate how emotive it can be. In principle our view is that any changes aimed at addressing barriers to entry and creating an inclusive economy are positive," says Marvin Tshezi, head: claims procurement, operations, Hollard Insurance.

Sid Beeton, divisional transport manager, One Insurance, concurs: "For the trucker on the street, Right to Repair

should be a good thing. It will help them from an insurance perspective."

Beeton adds that One Insurance has never imposed restrictions on its clients in terms of where they can repair their vehicles. "We have approved repairers for our heavy commercial vehicle clients. Many of these repairers and clients have standing agreements anyway."

Do either of them foresee any issues with the code?

Tshezi comments that the proposed changes need to be balanced with protecting the interest of the consumer, who cannot be left in a worse-off position after the repair work is effected. "Hollard has submitted its views on what it believes are critical considerations to ensure that the rights of the consumer – to whom the insurer has an obligation – are not compromised during the repair process," he says.

Beeton comments that, while One Insurance does not foresee much issue with the Right to Repair from an insurance point of view, there may be some kickback from OEMs when it comes to warranties. "There will not be a huge impact on the larger transporters, who have more pulling power," he adds.

"Consumers must be given the option to fix the things they own," comments Schmitz.

Will it be as simple as that? We'll have to wait for the final codes to be published to find out... **F**

WANT TO KNOW MORE?





From left: Mr Ravi & Mrs Sue Moodley, Esme Els (Agent).

“She’s added so much value.” **Sue Moodley**

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TO ADD OR NOT TO ADD

FOR DECADES, LUBRICATION ADDITIVES (WE'RE TALKING DRIVETRAIN OILS HERE) HAVE ATTRACTED A FAIR AMOUNT OF CONTROVERSY SURROUNDING THEIR ACTUAL EFFECTIVENESS AND WHETHER OR NOT THEY CAUSE DAMAGE TO COMPONENTS RATHER THAN ENHANCING THE PROPERTIES OF THE OIL TO WHICH THEY'RE ADDED. GAVIN MYERS LUBRICATES THE DISCUSSION

It's true, every oil designed for use in any modern-day vehicle has an additive pack already blended in. The composition of each differs from oil to oil depending on the oil's makeup (whether its mineral or synthetic), its application (petrol, diesel, four- or two-stroke, and so on), the climate in which it needs to operate, and what properties of the oil need to be enhanced...

Does the additive have to act as a detergent, an antioxidant, a viscosity-modifier or provide anti-wear or anti-foaming properties? The oil industry considers all these aspects – and a whole lot more – when it designs an oil and the additive pack that needs to enhance it.

"Additive concentration in blended lubricants may vary from less than one percent in hydraulic oil, to up to 30 percent in high-performance, multigrade engine oils," explains Johan le Roux, lubricant support engineer at Blue Chip Lubricants (BCL), which manufactures Q8 Oils under licence in South Africa.

Clinton de Klerk, sales manager automotive original equipment manufacturer (OEM) and global key account manager at Fuchs Lubricants South Africa, adds: "Our products are blended with the highest-quality additive packs sourced from specific Fuchs-approved, accredited suppliers. Fuchs then blends these with the oil, to the

highest levels of quality in order to meet the required ISO standards. This ensures that our consumers in various parts of the world will get a product of the same quality."

However, countless additives are available in the aftermarket that are supposed to further enhance certain properties of the oil in the vehicle's engine or gearbox. The question is, if the oil in a vehicle's engine, gearbox, or any other component, already consists of additives, is there any merit in compounding it with an aftermarket additive?

"Blended lubricants, engine oil and automatic transmission fluids, in particular, are finely tweaked formulations. Adding aftermarket additives may well upset the balance... As such, BCL does not support the mixing of aftermarket additives with any oils or lubricants," Le Roux comments.

"Fuchs-branded oils are manufactured to meet the requirements for original equipment manufacturer (OEM) approval and, in some cases, to exceed them. In order to achieve this high level of quality, and to ensure consumer confidence in our brand, we don't encourage the mixing in of aftermarket additives," De Klerk continues.

Naturally, Jacobus Langenhoven, lubricants technical manager at Total, agrees: "Total's products are formulated in a controlled environment and all essential checks are

carried out on product properties in order to ensure optimal performance and zero potential risks in using our products after purchase.

"An element of risk is introduced when adding aftermarket additives (that are chemically and physically reactive) to formulations unknown to an aftermarket additive supplier who didn't produce the original product," he says.



Blended lubricants are finely tweaked formulations. Adding aftermarket additives may well upset the balance.

Are there any aftermarket additives that can be beneficial, though? Le Roux is of the opinion that viscosity improvers could be beneficial in worn engines with high oil consumption. "The increase in viscosity may reduce oil consumption. But then, buying higher-viscosity oil from the start will have the same effect and is cheaper," he counters.

Langenhoven cautions: "Adding additional or foreign

chemical compounds poses a high level of risk for the end user if these are not produced by the same supplier. The effects of adding an additive to a lubricant need to be monitored in an ISO 9001-approved laboratory."

It is, however, important to remember the role that vehicle OEMs play in ensuring the lubricants used in their vehicles meet set standards.

"Oil containers list a number of industry and OEM specifications on the label. Oils from reputable suppliers will meet or exceed those specifications," Le Roux explains. "Major OEMs actually test and approve lubricants. If a candidate lubricant conforms to the OEMs requirements, a letter of approval for that specific lubricant will be issued. When aftermarket additives are mixed into oils, there's no telling if the mix will still conform to the specs claimed on the oil container."

Langenhoven warns: "Adding foreign compounds to a product where one is not fully cognisant of the ingredients can potentially void the OEM warranty. We do not believe in operating outside OEM specifications unless this has been specifically tested and approved by the relevant OEM."

While automotive OEMs and the oil industry strongly advise against it, it is up to the consumer as to whether they believe additives enhance the performance of their oils and benefit their vehicles. The debate will rage on... **F**



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THE NEXT-GENERATION SCANIA IS HERE!

THE NEXT-GENERATION SCANIA HAS EARNED THE ULTIMATE INTERNATIONAL ACCOLADE: THAT OF INTERNATIONAL TRUCK OF THE YEAR. NOW IT'S ARRIVED IN SOUTH AFRICA. AND, AS GAVIN MYERS AND CHARLEEN CLARKE REPORT, IT OFFERS A WHOLE BUNDLE OF BENEFITS TO LOCAL TRANSPORT OPERATORS...



It was a case of lights, camera and action, as the who's who of the South African transport industry gathered recently in a mammoth marquee erected at Montecasino, north of Johannesburg, for the launch of the next-generation Scania.

A total of 600 guests – transport operators, members of the media, Scania staff members as well as friends and associates of the company – joined countless numbers of

people around the world, who enjoyed a live cast of the black-tie affair.

Scania South Africa had truly rolled out the red carpet on the night and, after sipping champagne and munching on canapes, the evening's formalities began. Hosts for the night, former Miss South Africa, Jo-Ann Strauss, and Survivor SA host Mark Bayly, added glamour and pizzazz to the evening as they called Raimo Lehtiö, MD of Scania South Africa, to the stage to formally welcome guests. He

revealed that the launch was extremely significant for the company. "This is our single most important event in 20 years!" he noted.

Lehtiö added that the next-generation Scania offers operators many benefits. "It is the safest and most fuel-efficient truck available in South Africa," he noted.

Stefano Fedel, regional executive director Europe Middle-East and Africa, was the next person to take to the stage. The world of heavy transport stands on the brink of a fundamental shift towards sustainable transport. Digitalisation and connectivity will play a pivotal role in enabling this shift – and Fedel tackled this important issue.

"Connectivity has been an integral part of Scania's customer offering for many years. Scania has 340 000 connected vehicles around the world. Smart transport allows us to create efficient transport," he told the audience.

Like Lehtiö, he stressed that the next-generation Scania is tremendously good news for South African transport operators, who are feeling the pinch of fuel price increases. "The next-generation Scania has won every global fuel test in which it has participated!" he enthused.

After a spectacular performance by dancers and musicians, the real stars of the evening – the trucks themselves – were revealed. It was obvious that the audience wanted to get up close and personal with the actual trucks – but first they listened to three other speakers.

Ahmed Al-Mayahi, area sales manager Africa, and Anders Friberg, general manager, truck sales and export, told the audience about all the innovations in the truck range – which comprises the S-series, which offers the ultimate driver comfort; the R-series, a premium workhorse; the G-series, which is right at home in construction applications; and the P-series which is well balanced for inner-city needs.

Mark Erasmus, general manager services, was the final speaker, and he revealed that the new trucks come with a three-year/600 000 km warranty, accessible through 37 service and repair points in the region.

He also noted that the truck recently won the prestigious International Truck of the Year award. This was in 2017 and, at the time, International Truck of the Year chairman Gianenrico Griffini noted that "with its new range, Scania has delivered a truck that represents a real state-of-the-art offering in the heavy-duty segment, capable of satisfying not only today's, but also tomorrow's transport needs". (Even today, we cannot help but concur.)

GETTING BEHIND THE WHEEL

Once the speeches were over, guests were invited to view and climb into the trucks; it was clear that this was the real highlight of the evening for them! They'd have to wait till the following day to get behind the wheel, though. There were, in fact, two days of test driving at the Gerotek vehicle testing facility outside of Pretoria.

Driving this range of former International Truck of the Year winners on local soil was a personal highlight for us, too. Indeed, we'd been itching to do so since that time; and the wait was well worth it!

The day started off with the smallest in the range – the P-series. Powered by a range of engines from 250 to 460 hp (186 kW to 343 kW), Scania has designed the P-series to combine low weight with great visibility and drivability – making it "the most versatile cab range, which



is ideal for urban and regional operations and is well proven for construction and other demanding conditions".

With normal- or low-height day cabs as well as low-height short cabs, the P-series can be had in a range of truck-tractor or rigid chassis configurations (either normal or low height) with 4x2, 6x2 or 8x2 drive and front, twin or rear steering. The new P-series also introduces the CrewCab variant, which offers seating for six in a flexible cab layout.

The models we drove were all 6x2 rigid chassis cabs, some with raised tag axles. Putting them through their paces in a series of manoeuvrability tests, the P-series proved exceptionally nimble and easy to place – primarily aided by the clear sight lines from the driver's seat. This was mainly thanks to the comprehensive electrically adjusted side mirror arrangement and large windscreen ahead of the low-set dash.

In fact, the low-set dash is a feature we appreciated in all the models we drove on the day...

Speaking of which, next up was the G-series. This range of mid-sized cabs is the true all-rounder in the next-generation Scania offering; designed for use in just about any application from long-haul with its high-, normal-, or low-roof sleeper cabs to distribution work with its normal- and low-roof day cabs or construction with its low-roof short cab.

“

With its new range, Scania has delivered a truck that represents a real state-of-the-art offering in the heavy-duty segment.



Engines on offer cover the 360 to 460 hp (268 to 343 kW) range and chassis configurations go from 4x2 to 6x6 truck tractors and 4x2 to 10x4 rigids. Most of the models we drove, however, were the most common we're likely to see on South Africa's roads – the G460 6x4 truck tractor, coupled in our case to a range of tippers and tankers loaded to around 20 t.

The G-series offers enhanced levels of comfort and storage space and it's here, when one notices the lack of wind noise at these higher speeds, where the advanced aerodynamic properties of the next-generation Scania are most notable. Indeed, all the next-generation cabs are designed for low air resistance and include roof and side air deflectors.



ABOVE LEFT: Friberg (left) and Al-Mayahi commented that the next-generation Scania range can be tailor-made to suit specific customer applications.

LEFT: The P-series prioritises low weight and good visibility for ease of use in urban and regional operations.

TOP: The G-series range of mid-sized cabs is probably the most versatile next-generation Scania.

BELOW: The interior of the R560 V8 features detailing unique to these 417 kW (560 hp) flagship models.

It's hard to imagine why anyone would want for anything more in a line-haul application than the well-rounded G-series, but, for those who do, Scania's luxurious R- and S-series cabs will surely knock their socks off... Immediately, the stand-out feature of these cabs is space – and lots of it.

Sure, the R-series come in normal- and low-roof sleeper cabs and day cabs, but it's the high-roof sleeper cabs we're really interested in here! With a full 2 070 mm of height, it would take a seriously tall driver to feel cramped in these quarters. Even the lower bed of these luxurious sleepers measures 1 000 x 2 175 mm (upper beds in three choices of width are optional).

The S-series, with its flat floor and extended storage facilities, takes this a step further, but both are packed to the brim with luxurious fittings and convenience features. Soft-touch dash material and high-quality fittings abound.

The standard seven-inch touch-screen infotainment system is complemented by an elegant, unique set of gauges that flank another seven-inch multi-function colour driver information display. The seats and steering wheel are trimmed in leather while automatic climate control keeps the cab environment comfortable.

While these luxury long-haulers start at 410 hp (305 kW), we know what it is you're waiting to hear about... Yes, the famed six-litre Scania V8 remains in the 560 hp (417 kW) application – and it's now even better than before! Scania has optimised the V8 with a Miller camshaft for better engine breathing; a relocated, fixed-geometry twin-scroll turbo that saves weight and improves the robustness of the system; as well as a new single-piece exhaust manifold per bank that boosts turbo efficiency.

With vehicles laden near capacity, we hauled up and down the challenging Gerotek ride and handling track without a sweat (oh the V8 rumble); the combination of exhaust brake and five-stage retarder allowing for easily managed progress.

We also felt safe in the knowledge that the next-generation Scania features the likes of a hill-hold system; Electronic Stability Programme; Advanced Emergency Braking; Lane Departure Warning, and steering wheel and side curtain airbags. As Friberg noted earlier, "these are the safest (and most fuel efficient) trucks in the market".

The day's fun wasn't over yet, though, as our final stint involved getting muddy while tackling a challenging off-road track in the XT range of off-road/construction trucks. Based on either the P- or G-series, the XT features significant enhancements for work in challenging environments. Take for instance the one-piece steel front bumper that provides protection for components under the cab; the 40-t towbar; and heavy-duty powertrain.

The XT offers exceptional capability with a range of drive and axle options, as well as engine, flywheel or gearbox-drive power take-off (PTO) options. Like the rest of the range, the XTs make use of Scania's Opticruise eight or 12-speed transmission for smooth, uninterrupted gearchanges. In the XT Scania has also introduced Clutch on Demand, which provides the driver with a clutch pedal for when he needs additional control.

While the base range of next-generation Scania vehicles surely covers most needs of the market, one thing that came up time and again was that "one application does not fit all operations", as Friberg mentioned. "We're introducing TMA – Tailor-Made for your Application. Our trucks and related services will be made to suit our customers' needs," he said.

Earlier in the week, at the gala banquet, Lehtiö revealed that the company already had hundreds of orders for the next-generation truck – despite the fact that operators had neither yet seen nor driven the vehicle. Now that we've driven it, we can confirm that they won't be disappointed... **F**

BELOW: The XT range is specially adapted for tough off-road work.

THERE'S LOADS MORE TO LEARN ABOUT THE
NEXT-GENERATION SCANIA...





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POSITIVITY ABOUNDS AT NAMPO 2019

NAMPO 2019 GREW ON RECORDS FROM PREVIOUS YEARS, AND SO IT'S IMPOSSIBLE TO COVER THE ENTIRE SHOW IN ONE REPORT. THAT'S NOT STOPPED US FROM TRYING, THOUGH

In 2018 Nampo attracted a record attendance of almost 83 000 visitors and, with more than 775 exhibitors (60 of which were new) at what was this year the 53rd running of the event, Nampo 2019 pointed to the more positive vibe within the local agricultural industry of late (even though attendance was down slightly to 81 345).

DAIMLER TRUCKS & BUSES

Taking up a key position on the Mercedes-Benz stand from the recently launched Arocs range was the 2636L/57 with refrigerated body. It was joined by the Actros 3345S/33 and the Actros 2645LS/33, which were introduced to the local market last year.

However, the Unimog U529, introduced locally late last year specifically for use in the agricultural sector, was undoubtedly the star attraction at the brand's stand. "The U529 is a robust and versatile implement carrier, and presents a fuel-efficient alternative to conventional tractors when used in applications requiring high speed or high power-to-weight ratios.

"The key concept behind the Unimog U529 is its amazing versatility; allowing it to be used in all four seasons, fulfilling agricultural roles including manure spreading, high-speed haulage, crop spraying, fertilizer spreading, mowing, raking, baling, firefighting and combine-harvester chasing," explained Jasper Hafkamp, CEO of Daimler Trucks & Buses Southern Africa.

Also on the stand were offerings from the Fuso stable, including the FE 6-109 with a drop-side body, the FA 9-137

FC chassis cab, and the FJ 16-230 L with a cattle body.

"The built-in flexibility of the chassis cab design allows fitment of different body types to suit any application. Rugged and reliable, yet highly specified for comfort and safety, this medium-duty truck builds a tough base for customers' individual needs," Hafkamp commented.

HINO

Hino took a different approach with its stand at Nampo 2019: most of the vehicles on display were customer vehicles that represented different companies and applications related to the agricultural industry ... from dairy to meat transport. "It tells a story; it gives a personal feel to the stand – visitors are not just seeing plain trucks," commented Ernie Trautmann, vice president of Hino South Africa.

While the usual Dyna, 300-, 500- and 700-Series trucks were on display, a key exhibit was the new Hino 500-Series Crew Cab. Available in two 1627 derivatives (one with a six-speed manual gearbox and the other with a six-speed Allison automatic), the Crew Cab provides seating for up to seven occupants. Key features of the Crew Cab include a gross vehicle mass (GVM) of 16 000 kg, full air-braking system, a tighter turning circle and improved gradeability.

"The Hino 500 Wide Cab range was introduced to South Africa at the end of 2017 and has been well accepted in the market. Now we can fill requirements in another niche segment with the arrival of the Crew Cab models," said Trautmann.

IVECO

It was impossible to miss the Iveco stand. Yes, the usual



Daily, Eurocargo, Trakker and Stralis models were there (as well as an Afriway commuter bus), but the stand also included some intriguing new models...

First was the all-new Starlis X-Way, which enjoyed its first public outing at Nampo ahead of its market launch later in the year. Elvis Mutseura, product marketing manager at Iveco South Africa, explained that the Stralis X-Way fills an important gap in the Iveco line-up.

"The Trakker is mainly for off-road application, where it offers a high 38-t payload capacity, but if it's used on road its heavy chassis means a loss of payload. This is where the Stralis X-Way comes in, which combines the Stralis platform with steel suspension," Mutseura explained.

Only the 261 kW (350 hp) derivative is planned to begin with (powered by the Cursor 8 7,8-litre engine), but there will be many different wheelbases and applications. The vehicle on the stand featured a very long wheelbase of 5 790 mm and was fitted with an 8,5-m body – giving it a 15-t payload or capacity for 16 pallets.

"We cover the whole rigid market very well – from short-medium and medium-long distance requirements," said Mutseura.

The second intriguing model was the Astra 8x4. An Iveco brand, Astra makes some serious off-road machines. With its high payload, 50-t GVM and 125-t gross combination

"With the Pik Up now locally manufactured, we are able to develop special-edition models that fit our customers' tastes, while still keeping our affordable prices," said Rajesh Gupta, CEO of Mahindra South Africa.

The S6 Kalahari joins the S10 Karoo and S11 Scorpio and features various enhancements. This 4x2 or 4x4 single cab features replacement bumpers from BTM and special custom off-road alloys from A Line fitted with 235/R70 16-inch dual-purpose tyres. It also has a tonneau cover, a roll bar and side steps as standard and is fitted with a chrome accent grille.



ABOVE: The vehicles on the Hino stand all featured customer branding.

RIGHT: The Daewoo K7CEF 6x4 rigid is the brand's latest model and ideal for the agricultural sector (top). The new Iveco Astra and X-Way are the brand's rugged heavy hitters (below).

mass (GCM), this 8x4 is powered by a 328 kW (440 hp) engine and uses hub-reduction axles. It shares componentry with the Trakker platform.

MAHINDRA

Celebrating a year of production of the Mahindra Pik Up at its Durban plant (in which time 1 500 units have been produced), Mahindra launched the Pik Up S6 Kalahari at Nampo 2019.



Mahindra has also unveiled a special Farmer's Kit for the Pik Up. It bundles several of the most popular optional extras requested by farmers into an affordable special; including cattle rails, a front wrap-around replacement bumper, a rear replacement bumper and a snorkel.

MAN

Interestingly, one of the vehicles that attracted the most attention at the MAN stand was a MAN TopUsed TGM 25.280 fitted with a multipurpose body.

"Farmers appreciate having options; they want an all-purpose vehicle: they can load it with cattle, then they can load grain, and then they can use it as a flat deck for pallets," said Dave van Graan, head of special sales projects at MAN Automotive. This specific vehicle was fitted with an automatic transmission and a sleeper cab. It looks the part, too; considering it's a four-year old example, it's remarkably clean.

"When we talk about vehicles fit for agriculture, the TGM offers a multi-purpose solution when a vehicle that doesn't do high mileage is needed," he said, moving onto the TGS and TGX haulers on the opposite side of the stand.

"Those same farms would take something like this TGS 27.480, which they'd use with tipper trailers for feed, for example. As the XHD (extra-heavy-duty) unit, this vehicle has heavy-duty steel suspension front and rear with single-reduction hypoid axles and heavy-duty componentry (it's good for up to 120 t). So, it offers fuel efficiency for the long haul combined with rigidity for the rough sections.

"Then, the TGX flagship would run long distance. It's a nice range that fits all aspects of the agricultural market," he concluded.

MERCEDES-BENZ VANS

Under the Mercedes-Benz Vans umbrella, visitors to Nampo could experience a wide range of transportation solutions including the Sprinter, Vito, V-Class and X-Class.

"In the face of constantly growing agricultural needs, Mercedes-Benz Vans South Africa continues to offer economical and versatile vehicle solutions. The demand for industrious agricultural transport solutions are provided for by the Sprinter, Vito and X-Class.

"For more luxurious and leisurely applications, the V-Class is the perfect reward for those who toil on farms and other agricultural spaces," said Nadia Trimmel, vice president of Mercedes-Benz Vans South Africa.

Interestingly, the new Sprinter (launched earlier this year), was displayed in freight carrier and camper van guise, though it offers a number of applications for many industries, including the agricultural sector. "It is available in a number of variants – depending on body length, payload, cargo space, roof heights and equipment options," said Trimmel.

NISSAN

While Nissan South Africa displayed all its bakkie offerings at Nampo, it was the introduction of the new Navara Stealth that attracted the most attention at the brand's stand.

"Nissan has more than 50 years of heritage in South Africa. The new Nissan Navara Stealth has been engineered

specifically with the South African customer in mind, to meet the demands that are placed on them and to reflect something of who they are," said Kabelo Rabotho, director of marketing.

The Navara Stealth presents a more rugged, yet refined, version of the standard Navara. The standard brightwork has been replaced with black trim highlighted by orange accents, while a roll-bar, side steps and black alloy wheels complete the picture.

The two-tone theme is carried through into the interior, with seats featuring black leather side bolsters and orange material inserts and stitching.

"The new bakkie builds on the Navara's name as a tough, luxurious and comfortable pickup. These updates are



ABOVE: Nampo 2019 was the first for Powerstar.
RIGHT: Volkswagen (top) and Nissan (bottom) displayed their respective ranges of commercial vehicles – suitably kitted out on both accounts.

designed for the customer who is passionate about vehicle accessories and looking for a pickup that speaks to who they are," Rabotho added.

POWERSTAR

"The visitors to Nampo are not here to kick tyres; if they like a vehicle they want to buy it here and now," said Rodney Selesnick, senior head: sales and marketing, at Ever Star Industries, as he expressed his elation with the brand's first successful outing to Nampo.

"The waiting list for a Nampo stand is notoriously long, and we have always wanted to be here. For the farming community, this is their shopping centre for the year and the response has been good...

"The VX 2642 has been popular with visitors, but the smaller FT range has been a really good attraction. We're showing three different applications, including a cattle carrier and a drop side. Some of the farmers' bakkies cost more than these trucks, but the FT range has proved itself

since launch with a remarkably low warranty claim rate," Selesnick said.

"We don't want to fight at the bottom end of the pond, we want to compete with the Japanese. We're not here for a 'quick love' thing; we want to grow this smaller range of

At Nampo 2019, Shell showcased its various offerings for the sector, including its premium lubricants, commercial fuel and commercial fleet products. "We have multiple solutions for our customers and we offer a range of products to suit the needs of farmers. In terms of lubricants, we are focusing predominately on our gas-to-liquid (GTL) products," Niemann said.

"Shell Lubricants's Rimula range of products for the agricultural sector is designed to grow profitability in the sector and, as the demand for food increases, it will become exceedingly crucial for farmers to save time while reducing the total cost of ownership associated with the running costs of farming equipment and machinery. As such, we believe that the potential impact of effective equipment lubrication on equipment durability and reliability is too often underestimated," Niemann added.

TATA

Tata celebrated a decade of participation at Nampo during 2019. "Being here is special, it gets us in touch with our customers," commented Rajiv Jaiswal, regional manager, Southern and Eastern Africa, Tata Motors Limited, who was happy with the number of enquiries received at the show for drop-side and cattle-bodied vehicles.

"For agriculture, we offer value for money solutions with our cluster models - the 813 and 1518 4x2 freight carriers and the 2523 6x4. We've also displayed our newest platform, the Ultra; this 814 has a 5,5-m body with a 4,5-t payload. We have additional variants coming on this platform, such as the 1014 LWB," he explained.

Willie Froneman, Daewoo product sales manager, Tata Automobile Corporation Southern Africa, took us through the offerings from the Daewoo stable.

"Daewoo relaunched last year, as a brand name, even though it's been around for a number of years under Tata. People are getting used to it and understanding what it's all about," Froneman explained.

An eye-catching KL3TX Maximus 6x4 truck tractor showed what the brand can offer in a typical 6x4 application; with its 75-t GCM, and Cummins ISX 354 kW (475 hp)/2 500 Nm engine. The star of the show, though, was the new Daewoo K7CEF 6x4 rigid.

"It's ideal for agricultural customers who would fit it with a cattle body and drawbar trailer. It could even be used in a distribution environment with a drop side or flat deck. It's versatile with a GVM of 31 t, a 253 kW (340 hp) Doosan engine and ten-speed manual gearbox," he commented.

For the driver, air-suspended seats, a sleeper compartment, air-conditioning and a radio make for a liveable cabin environment. **F**

vehicles to complement our big trucks that are established. The FT8 launched in April has done well and a new, larger vehicle is coming soon!" he hinted.

SHELL

Did you know that Shell was a founding member of Nampo when it first launched in 1967?

"We see the agricultural sector as an integral part of the South African economy. Enabling farmers to support themselves, their communities and the nation as a whole is fundamental to our future plans," said Anton Niemann, GM Lubricants Shell Downstream, South Africa.





SAVE-ING WITH ISUZU

ONE THING WAS CLEAR FROM THE ISUZU MOTORS SOUTH AFRICA (IMSAF) STAND AT THE NAMPO AGRICULTURAL TRADE SHOW THIS YEAR; THE COMPANY HAS A PORTFOLIO FAR WIDER THAN IT APPEARS. WE'RE NOT ONLY TALKING "OFF-THE-SHELF" PRODUCT – BUT ABOUT SPECIALISED VEHICLES, FINANCING AND SERVICING SOLUTIONS, DRIVER TRAINING AND PARTS EXCHANGE. AND GAVIN MYERS FINDS OUT THAT IT GOES EVEN DEEPER THAN THAT

Let's get the most obvious part of the portfolio, the bulk of it, out the way first – the vehicles. IMSAf offers a vehicle for every need from the lightest bakkie to the heaviest trucks, and from hardy commuter buses to luxurious SUVs. The company is ever aware, though, that it is a commercial business first and foremost.

"Yes, we sell premium double cabs and the new mu-X SUV, but 80 percent of our business is with commercial customers. Isuzu has built a reputation in this space and, in particular, the brand is trusted for its reliability," comments Tim Hendon, IMSAf marketing manager for sub-Saharan Africa.

Hendon draws a parallel in the way that IMSAf has gone about building this reputation with the traditional marketing mix of the four Ps (product, price, place and promotion) – only IMSAf follows its own version of the four Ps, using the acronym SAVE (solutions, access, value and education).

"In the commercial vehicle space a truck is an unfinished product. We need to understand our customers' businesses and needs. Only then can we create a solution for the customer, so this is where we start; with 'solutions' not 'products,'" Hendon says.

While operators of commercial vehicles are generally regarded as exceptionally hard-working, they also appreciate convenience. This is where "access" comes into the equation, replacing the "place".

"We need to have a dealer network footprint that reaches the right areas, which is geared to serve Isuzu customers in those areas, but 'access' is also about being part of the community. IMSAf dealers are encouraged to get involved with their communities through various initiatives, which allows them to better understand the local culture and business infrastructure," Hendon explains.

Indeed, many IMSAf dealers have adopted a charity or two and, through the Isuzu Child Life initiative, both dealers and IMSAf contribute to this fund for every vehicle sold.

Naturally, with the sale of a vehicle or service, inevitably customers want to know about the cost. For IMSAf, though, it's not a question of "price", but rather of "value".

"The purchase price is the start of the vehicle journey, not the end," Hendon quips. "Value is made up of what you pay to purchase the vehicle, the residual value when it's sold on (our products tend to command better resale values than most) and what it costs to own the vehicle. In terms



of cost per kilometre (CPK), we can prove that price is just the start of the conversation..."

The Isuzu ownership experience also includes aspects such as flexible financing and the warranty solution; the Isuzu Driver Academy that offers driver training from off-road 4x4, to helping truck drivers and operators get the best returns from their vehicles; and the Isuzu Drivetrain solution, that Hendon comments will have a broken-down vehicle back on the road in half the usual time.

Finally, says Hendon, Isuzu doesn't "promote" its products in the traditional way, but rather sees this as an "educating" experience. >

DRIVING THE D-MAX

FOCUS was lucky enough to get behind the wheel of the top of the range D-Max 300 LX 4x4 Auto.

For four decades the most famous Isuzu on sale in South Africa has been the KB range of bakkies – that was until last year when South Africa joined the rest of the world in using the D-Max name.

Along with the new name came some updated styling touches (notice the LED rear lamp clusters, the updated grille and sharper headlamps – Bi-LED on this top-spec LX) and a couple of interior touches to pander to the ever-more leisure-orientated double-cab buyer.

Sure, this LX has keyless entry and start; comfortable leather upholstery; a power-adjusted driver's seat and an eight-speaker, nine-inch touchscreen infotainment system with navigation and a variety of connectivity options (optional for R14 000). Do not fret, though; in the move from KB to D-Max, Isuzu has not gone soft. The D-Max feels solid; with the cabin made up from hardy, good-quality materials.

On the road, the 300 LX exhibits that same solid feel – as it should with a payload capacity of 945 kg and a towing capacity of up to 3,5 t with its standard heavy-duty tow bar.

Under the bonnet of this 300 LX is Isuzu's famed 3,0-litre turbodiesel engine, which offers up 130 kW and 380 Nm. This engine delivers its power – through Isuzu's electronically controlled Terrain Command 4x4 system with low range and lockable rear diff – in a smooth manner and with minimal turbo lag. The real star of the show though, is the new six-speed automatic transmission...

The addition of the extra ratio has made the KB as capable a long-distance cruiser as it is a load-lugging,



rock-climbing workhorse. It shifts smoothly, holding the engine in the 1 800 to 2 800 r/min torque band for instant response to throttle inputs. It also means the 300 LX 4x4 Auto will consume a claimed 7,8 l/100 km on the combined cycle.

Ensuring ultimate stability and safety, the 300 LX has been enhanced with a traction and stability-control system that now features Trailer Sway Control. Likewise, the anti-lock braking system now features Isuzu's Brake Override System that restricts accelerator input if the brake pedal is applied simultaneously, thereby reducing stopping distances in an emergency. Hill Start Assist and Hill Descent Control ensure roll-free pull-offs and sweat-free descents.

So, sure, it has a new name, but at R627 900, this hardy, proven double cab offers more value than ever before. Each D-Max is sold with Isuzu Complete Care that boasts a five-year/120 000 km warranty and roadside assistance and a five-year/unlimited distance anti-corrosion warranty, while each 15 000 km service will be covered for five years/90 000 km.

"Education is just as much for us as for the customer," he adds. "Nampo, for example, is an opportunity to see what customers in the agricultural sector need. We can engage with them face to face in a non-selling way. The primary objective of 'education' is to better understand each other."

So, how did all this translate on the Isuzu stand at Nampo? Naturally, the stand showed off the best of Isuzu's products that are suited to work in the agricultural industry, beginning with the D-Max 250 Dropside. Adapted from a basic D-Max chassis cab, all four sides can drop and there is no wheel-well intrusion into the bed. The customer can also



ABOVE: The Isuzu D-Max can be bought as a chassis cab and fitted with a custom body from Kanu.

RIGHT: The FTR 850 featured a refrigerated meat-hanger body.

choose to fit a van body, a small cattle body, or a variety of other solutions – all while saving R10 000 over having to convert a bakkie off the showroom floor.

At the 4x4 demonstration track, Nampo visitors could experience a D-Max 250 Hi-Ride Double Cab 4x4 – carrying a fluid receptacle typical of a farming application. "It's another solution ideal for the farming community; they need the most affordable 4x4 double cab that there is," Hendon comments.

Moving onto the heavier models, the stand featured a NPR 400 AMT chassis cab (the truck of the bread industry, says Hendon), a NQR 500 light-duty truck fitted with a cattle body, a FTR 850 fitted with a purpose-built refrigerated meat hanger body and a FXR 17-360 cattle truck that would typically be configured to also tow a drawbar trailer.

Hendon is keen to explain that any Isuzu vehicle can be adapted to a specific customer's needs through the IMSAf bodybuilder subsidiary Kanu. "We live our solutions," he says. "As Kanu is 100-percent owned by IMSAf, the vehicle adaptation is considered part of the production process, so the turnaround time is very good and the customer pays only on delivery of the finished product – instead of paying for the base vehicle that cannot earn revenue while it's being converted."

The stand also featured a NQR 500 32-seater bus that is considered a light-duty general commuter. "This would be used for staff transportation and as a community school bus. Most farming communities are investing in their wider communities; they feel it's the right thing to do," Hendon elaborates.

For a bit of fun, the final attraction was a butch, bright red D-Max Arctic double cab. Built in collaboration with Arctic United Kingdom, this eye-catching, high-mobility off-road vehicle is made in the IMSAf factory, so carries the Isuzu stamp of approval.



"Nampo is always an opportunity to showcase our products, talk to our customers, show our commitment to them and learn about the agricultural industry. It's really encouraging to hear positive noises coming from the agricultural community," Hendon reiterates.

"In all of this, we only want to serve our customers. The Isuzu way requires our sales people to spend time with their customers, in their businesses, to consult with them and to add value.

"We're happy being a commercial business, we're true to that and we're good at that. Our customers are ready for relationships – if we serve a customer it's for the long run and we can only give effect to that by growing with them and helping them overcome their challenges with flexible solutions," Hendon concludes. **F**

FIND OUT HOW ISUZU CAN HELP SAVE YOUR BUSINESS





CADDY PROVES ITS VERSATILITY

THIS YEAR, THE FOCUS TEAM WAS FORTUNATE ENOUGH TO ENLIST THE VOLKSWAGEN CADDY CREW BUS 1.6 SEVEN-SEATER FOR OUR TRIP TO THE NAMPO AGRICULTURAL TRADE SHOW

You can't miss the sign as you make your way through the various streets of the massive Nampo Park. "Amarok Avenue" it proclaims. Following the road to the Volkswagen (VW) stand, two Amaroks – one a new Dark Label, the other the 165 kW V6 – stand proudly in their displays at the corner of the block, the Amarok Avenue street sign signalling to the show's visitors that they have arrived...

For the **FOCUS** team, it was an early arrival at Nampo as we left the big smoke of Johannesburg long before dawn. The first stop on arrival was, naturally, the VW stand where we noticed that those two Amaroks were not the only big attractions. The entire VW van range, from Caddy to Transporter and Crafter, was on display – but each with some sort of conversion to show its versatility.

And the Caddy Crew Bus certainly is versatile. Even though the 1.6 model sits on the short-wheelbase platform it offers seating for seven, set in a two-three-two configuration. The rearmost seats are easily accessed through the wide-opening side sliding doors and easy-to-fold second-row seats. However, adults will find the third row a bit too tight for comfort (it's perfect for children, though).

Luckily, there was no need for anyone to be relegated to the back seats on our trip, so they served as storage for our gear. Speaking of which, the load compartment measures only 190 litres with all three rows in place, but the rear bench can be easily unlatched and removed, freeing up 918 litres. Need more space? Remove the second row as well and 3 200 litres is available.

The full interior floor is rubber lined (complemented by durable, sturdy interior plastics), while four lashing eyes allow for cargo to be secured. In terms of payload, 807 kg is the limit, while towing capacity is 650 to 1 300 kg (braked).

At first, we suspected that the 1.6-litre naturally aspirated petrol unit would be underpowered for use in the Caddy

(a two-litre diesel is also available, in two states of tune). However, coupled to a five-speed manual gearbox, its 81 kW and 155 Nm is delivered smoothly and proved to be just enough (OK, the Caddy wasn't loaded to maximum capacity...) for our purposes.

It also proved to be more frugal than we had expected. VW claims it'll return 7,2 l/100 km on the combined cycle, and we managed to match this with a mix of long-distance and town driving during our time with the vehicle.

With its well-sorted, typically VW ride characteristics, the Caddy proved a comfortable long-distance cruiser – though we did notice more road noise than expected, the Caddy riding on optional 16-inch Bendigo rims fitted with 205/55 rubber.

Also fitted to our car (and all well worth opting for) was rear park-distance control with audible and visual feedback; the Comfort Package (cruise control and front fog lights); The Light & Sight Package (Bi-xenon headlamps with LED daytime running lights); the Composition Media interface with Bluetooth, Apple and Android connectivity, multifunction leather-covered steering wheel and rest assist; as well as front side and curtain airbags.

Dual front airbags are standard, as is traction and stability control, anti-lock brakes with VW's Automatic Post-collision Braking System, and an electronic diff lock.

Beyond options, the Caddy Crew Bus 1.6 retails for a reasonable R289 400. It's backed up by a two-year/unlimited mileage warranty, and 12-year anti-corrosion warranty. A three-year/60 000 km service plan is optional with the 1.6. **F**

SPEC YOUR CADDY HERE





PACKED IN ECO-FRIENDLY WRAPPERS

IT MIGHT HAVE STARTED OUT SMALL WITH SOME PUSHBACK AGAINST SINGLE-USE PLASTIC BAGS, BUT THE DEMAND FOR MORE ENVIRONMENTALLY FRIENDLY PACKAGING IS BECOMING A TREND NO ONE CAN IGNORE. MARISKA MORRIS INVESTIGATES

Packaging often needs to be multifaceted. It must appeal to the customer purchasing the product, be durable and compact to make transportation easier and, most importantly, it has to be affordable. Plastic meets all these requirements. However, more customers are becoming concerned with the impact of plastic on the environment and are demanding environmentally friendly alternatives.

The backlash to plastic straws, that has seen many businesses substitute the product with bamboo or metal alternatives, is a prime example of the pressure put on businesses and the speed at which change within the industry is taking place. While plastic has been a main focus, there has been a backlash against packing materials in general with interesting results.

Online retailer Loop is repurposing the milkman strategy in which the retailer owns the packaging rather than the customer. The glass bottle in which milk was delivered some decades ago belonged to the dairy and customers merely paid to have it refilled.

Similarly, Loop aims to provide its clients with their familiar products in reusable packaging delivered in a tote bag (as opposed to a cardboard box) with the client scheduling a convenient time for Loop to collect the packaging. The customer then has the option of refilling, or receiving their deposit back on the packaging.

The online retailer is working closely with manufacturers that are innovating in terms of their packaging. Pantene, a hair-product manufacturer, is designing refillable aluminium bottles for its products, for example.

Tom Szaky, CEO of Loop and recycling company TerraCycle, has an interesting reason behind switching to reusable products. In an interview with *Vogue*, Szaky notes: "Recycling is a solution to the system of waste, but not the root cause. It's like taking Tylenol (paracetamol) every

morning because you have a migraine. The Tylenol is a solution to the symptom, but you aren't solving the reason you have a migraine."

Some governments are also pushing back against traditional packaging materials. In the United States, New York, California and Hawaii have banned single-use plastic bags, while Maine has banned food containers made from polystyrene foam. Transport companies might soon have to align their businesses to the change in the packaging industry.

It might simply require switching from traditional plastic manufactured from fossil fuel to bioplastic, which is made from a variety of bio-based materials including food waste, or replacing cardboard boxes with renewable, reusable alternatives. While it might seem like an expensive investment, studies have shown there is potentially a great return on investment.

The 2015 Global Corporate Sustainability Report by Nielson estimated that 66 percent of consumers are willing to spend more on a product if it comes from a sustainable brand. This percentage is even higher among millennials, who are quickly becoming the dominant buying market. Biodegradable packing also has the potential to lower the carbon footprint of companies and appeal to more manufacturers.

As environmentally friendly consumption moves into the mainstream, it is nearly impossible for transport operators and manufacturers to ignore the impact of their product, packaging and transportation. However, it also offers businesses the opportunity to innovate and penetrate new markets. **F**

READ THE FULL ARTICLE IN *VOGUE* ON NEW TRENDS IN PACKAGING



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DAIMLER MAKES TRACKS INTO THE FUTURE

“EVERYTHING INDICATES WE ARE ON THE RIGHT TRACK”, WAS THE MESSAGE FROM THE 2019 DAIMLER TRUCK & BUS ANNUAL PRESS BRIEFING. JARLATH SWEENEY FROM FLEET MAGAZINE REPORTS

The Daimler Truck & Bus annual press briefing is always an interesting affair, and the 2019 conference was made more interesting by the choice of venue, the Unimog Museum at Gaggenau, South West Germany (Daimler claims that the Gaggenau plant is the oldest automotive plant in the world).

As Daimler is a global company operating across all markets with a range of products that sell to a wide customer base, its annual report delivers an immediate and precise indication of how the various sectors within those markets are performing.

Martin Daum, member of the Board of Management, and responsible for Daimler Trucks & Buses, began his presentation on a high note; commenting that “2018 was the most successful year in the history of Daimler Trucks”.

He reported record sales of 517 300 vehicles, realising a revenue of €38.3 billion (R613 billion), a figure significantly higher than 2017. An improved return on sales figure of 7.2 percent was also delivered in 2018, with earnings before interest and tax (EBIT) up from €2.3 to €2.7 billion (R36 to R43 billion).

While cautiously optimistic regarding the outlook for the remainder of 2019, Daum anticipated “a slight increase in

unit sales and with the aim to achieve a return on those sales of seven to nine percent”. In 2019 Daimler intends to invest heavily in research and development (R&D) and Daum calls for legislation that supports the transport industry.

“We are committed to investing €1.4 billion (R22 billion) in R&D every year,” he commented, adding that Daimler will move directly from Level 2 (partial) automated vehicles straight to Level 4 (highly) automated.

“We think it is possible not only sometime soon, but realistically sooner than we realise and we have committed €500 million (R8 billion) to this technology. It will be only the beginning, and we have the funds to do it.”

Head of Mercedes-Benz Trucks, Stefan Buchner, continued with the good news and reported sales of 144 000 units stating that 2018 was the “best sales and order intake since 2008”.

In addition, he highlighted customer feedback that “describes the new Actros, which will hit the market in June, as the best package on the market”. He also stated that Mercedes-Benz has reduced costs by over €400 million (R6.4 billion) and this will be realised in the 2019 figures.

Buchner then explained that Daimler’s FleetBoard Telematics business has acquired the “habbl” logistics



A fully electric Mercedes-Benz e-Actros (main) is entering service in Germany. Martin Daum (above left) says 2018 was the most successful year yet for Daimler Trucks. Manfred Schuckert (above right) says the European truck industry is headed for significant change.

software system developed by Eikona AG. "Our Digital Services and Solutions unit guarantees that our customers obtain the right solution for their needs from a single source. With habbl, we now have a new and pioneering product in our portfolio," he explained.

One highlight of the event was the official handover of a fully electric Mercedes-Benz e-Actros 6x2 to Logistik Schmitt of Bietigheim. This 25-t gross vehicle mass (GVM) truck will run a daily route over three shifts between Otigheim and the Mercedes-Benz plant at Gaggenau, achieving a daily mileage of 168 km. When presenting the e-Actros to Logistik Schmitt, Buchner stated: "There is every indication we are on the right track."

Being on the right track is becoming increasingly important for the company and this was clearly explained by Manfred Schuckert, who gave an overview of the industry's current discussions with the European Council and the Commission on the subject of heavy-vehicle emissions and the methodologies used for measuring those emissions. Importantly, large passenger vehicles are not currently within scope of the proposals, though this may change.

The limits are measured using the Vehicle Energy Consumption Calculation Tool (VECTO). Within VECTO there are a number of parameters that take account of each vehicle's specifications, on-board technologies and duty cycle.

From these parameters it is proposed that a baseline for vehicle emissions be set using new trucks registered from July 2019 to June 2020. The aim is to then reduce levels by 15 percent by 2025, with a total reduction of 30 percent by 2030, with all figures to be reviewed in 2022.

The subject is highly complex and, while nothing is

agreed, negotiations are ongoing and agreement on final tolerances is expected soon. However, what is known is that if a manufacturer exceeds the agreed limits, the proposed penalties are punitive, to say the least.

At present, it is suggested to levy a fine of €4 000 (R64 000) per gram/tonne kilometre (gtkm) over the agreed limit between 2025 and 2029. This amount may increase to €6 800 (R108 000) per gtkm from 2030.

Schuckert explained that if a particular model exceeds the agreed limits by just one gtkm, and the manufacturer produces 40 000 units of that model, the company is liable to a fine of up to €160 million (R2,5 billion).

"What is coming will change the industry a lot, and we will need to put new technology into these vehicles, and this will mean that vehicles will become more expensive," he concurred. This point was also noted by Daum, who added the reductions in CO₂ will make transport more expensive, and this must be communicated.

It is easy to see why manufacturers such as Daimler are directing resources towards alternative drivetrains. What does not seem to be appreciated is that the industry has already delivered dramatic reductions in emission levels. In 1996, average fuel consumption of the Euro-1 Mercedes-Benz SK 1844 was 40,8 //100 km, and today, the equivalent truck, a Euro-6 Actros 1845, achieves 31,9 //100 km – a reduction of almost 22 percent.

The main question from the event is: Are Daimler and Mercedes-Benz on the right track, as Buchner claims? It would appear so, as far as the figures and financial reports read. Sales are positive and the company is investing heavily in future technologies and alternative drivelines to ensure it stays on the right track when the environment gets tough. **F**

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



MORE TRADE ROUTES FOR RUSSIA

OVER THE NEXT SIX YEARS, RUSSIA AIMS TO SPEND AROUND R1,3 TRILLION ON EXPANDING AND IMPROVING ITS TRANSPORT INFRASTRUCTURE. MARISKA MORRIS TAKES A CLOSER LOOK

Although Russia is nearly 14-times larger than South Africa in its circumference, it has one of the lowest population densities in the world with only 8,4 people per square kilometre compared to South Africa, which has a population density of 44,7 people per square kilometre. With so few people in such a large country, it is not surprising that the transport infrastructure is a bit lacking – but not for much longer...

The Russian government has plans to invest 6,3-trillion rubles (R1,38 trillion) by 2024 in upgrading and expanding the country's road infrastructure. The programme will include changes to highways, airports, railways and ports. The Severny airport in Grozny is expected to see renovations costing 15,7-billion rubles (R3,4 billion).

HIGH-SPEED RAILWAY

One of the big projects planned with this investment is a high-speed railway line between Moscow and Saint Petersburg, which aims to halve the current railway travel time of four hours. Russian Economic Development

Minister, Maxim Oreshkin, claims that with reduced railway travel time between these two cities, more people will opt for this mode of transport.

This, in turn, will take some of the pressure off the airports, as a flight between these two cities currently takes just over an hour. The new railway is expected to carry around 33-million people a year and cost around 1,13 trillion rubles (R248 billion) to construct.

The high-speed railway was originally planned to run from Moscow to Nizhny Novgorod, but Russian President Vladimir Putin ruled in favour of the route to Saint Petersburg, as it is expected to see more traffic and have the most significant impact on travel time.

MOST EXPENSIVE RUSSIAN ROAD

At an estimated construction cost of about one-trillion rubles (R219 billion), the planned 80-km four-lane highway



between Dzhubga and Sochi will be the most expensive road in Russia; however, it is desperately needed to reduce traffic in this region.

The current route between Dzhubga and Sochi is a single-lane road that takes close to four hours to travel in ideal conditions, although most drivers can expect a drive of about six hours or more.

The new highway will reduce the travel time, but it is also hoped that it will unlock the region as a potential tourist destination. The construction of the road will be expensive in part because of the mountains in the region. It will have around 26 tunnels and 32 bridges with construction to be completed by 2037.

While the Dzhubga to Sochi highway will be the newest addition to the Russian road network, there are still many projects that need to be finalised, such as the Moscow to Saint Petersburg route (M11) that will see another 141 km added this year. In 1999, Russia only had around 365 km of highway. In 2018, an additional 2 054 km of road networks were built with another 5 029 km expected by 2024.

New and better road networks in the cities are just as important as connecting the various regions of Russia; especially as both Moscow and Saint Petersburg are listed as some of the most congested cities. Moscow ranked first and Saint Petersburg ninth on the INRIX 2018 Global Traffic Scorecard.

In addition, some Russian cities have very poor public transport infrastructure. Mikhail Isayev, Mayor of Saratov, made headlines when his campaign urging residents to use public transport resulted in him arriving at work two hours late. He argued that this was a result of poor snow-clearing work.

AIRPORT IN NORTH-EASTERN RUSSIA UPGRADED

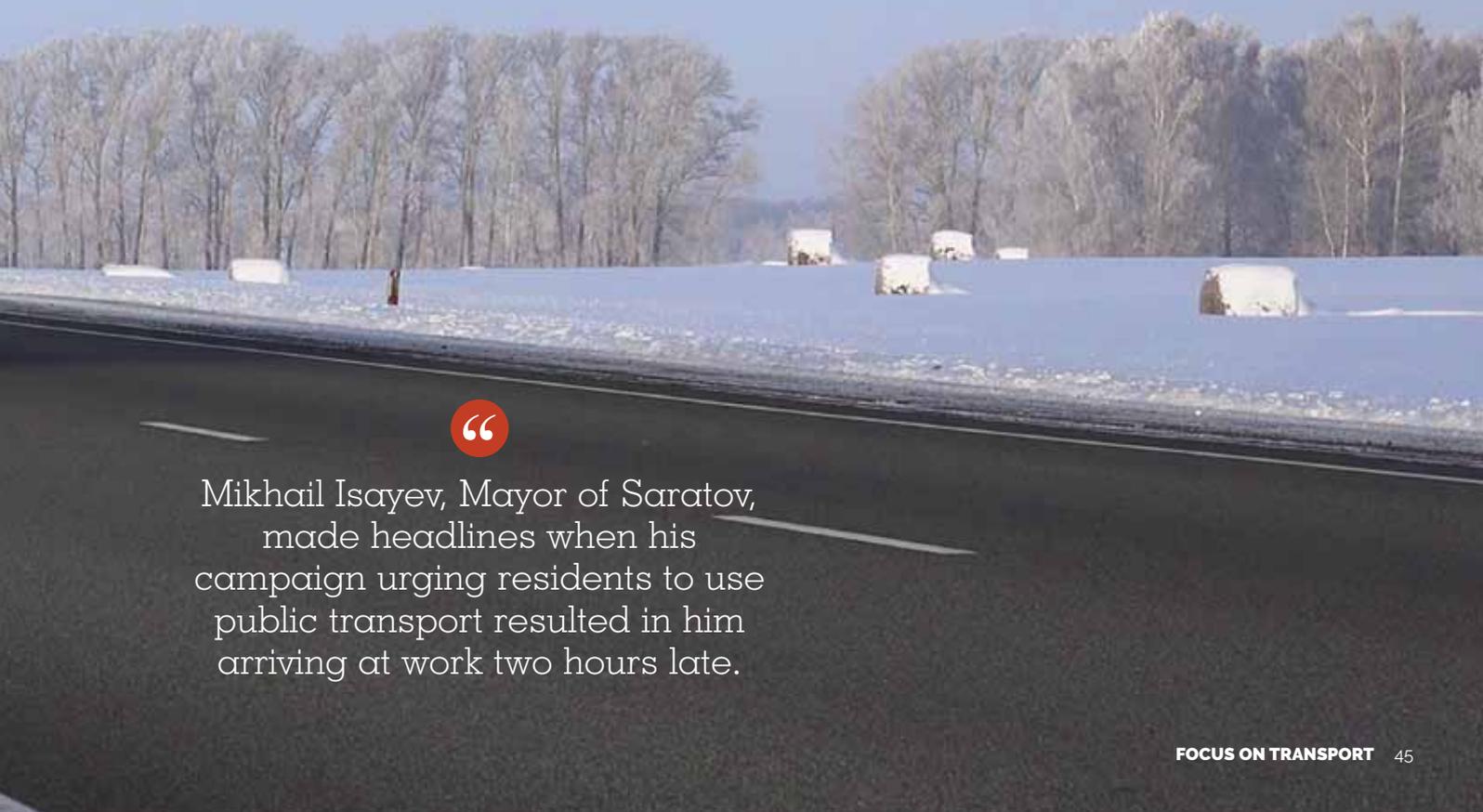
Chukotka is the far north-eastern region of Russia and is situated close to Alaska, in the United States. In fact, it is possible to swim the three kilometres between the two countries as Lynne Cox did in 1987. The region is very sparsely populated with only 643 km of road networks and no railways. Most people rely on air travel to access the region.

A budget of 3,4-billion rubles (R747 million) has been allocated to upgrade the airports in the region, as Chukotka is expected to become an economic hub with its natural resources such as oil, coal and gold. The region also recently received the first Russian floating nuclear heat power plant.

BERINGOVSKY PORT RENOVATIONS

In addition to better airport facilities, the Chukotka region will also receive an investment of 1,25-billion rubles (R274 million) into its Beringovsky Port, which handles over 700 000 t of coal per year from the Nagornaya Mine. With the upgrades, the port will have the capacity to handle around 1,3-trillion tonnes of coal.

With a larger highway network, better rail and port infrastructure, transport operators in Russia will have more options to choose from when transporting goods across the vast country. There is also the opportunity to reduce transport costs and delivery time. With such big plans, it will be interesting to see how the future roads of Russia are paved. **F**



Mikhail Isayev, Mayor of Saratov, made headlines when his campaign urging residents to use public transport resulted in him arriving at work two hours late.

GLOBAL FOCUS NEWS

MAN WINS DESIGN AWARDS

MAN Truck & Bus has received not one, but two sought-after iF Design Awards. The first accolade, the iF Design Award 2019 in the "Automobiles/Vehicles/Bikes" category, was awarded to the new MAN Lion's City bus. The MAN CitE fully electric concept distribution truck, on the other hand, scooped the iF Gold Award in the "Professional Concept Mobility" category, leaving behind other top-class design studies in the passenger car and motorcycle business.

It's not hard to see why the MAN CitE, which we wrote about last year, came up trumps. Its styling is breathtaking; there were gasps of admiration when it was revealed at last year's IAA. The CitE impressed the iF Design Awards jury members, too, who praised MAN's design team for managing to fundamentally rethink the concept of an urban distribution truck.

"The sophisticated driver-cab design creates an open and transparent atmosphere in the truck driver's workplace while integrating all communication devices. The exterior design won us over with integrated functional areas and clearly defined bodywork and style elements," the jurors enthused. According to the iF experts, this makes the vehicles "utterly innovative and forward-looking".

The MAN Lion's City's accolade marked the fourth year in a row that a bus designed by MAN Truck & Bus has received the iF Design Award. This is something no other bus manufacturer has been able to achieve.

The jury was impressed with its modern and high-end appearance, and commented favourably on its distinctive LED headlights and sweeping windscreen.



FORD TRUCKS TACKLES EUROPE

Ford Trucks is tangibly demonstrating its intention to conquer the lucrative European truck market with a European tour for the F-Max, the 2019 International Truck of the Year. The truck has gone on an eight-country tour, while its manufacturer is working hard on expanding its dealership and after-sales network in Western Europe.

Ford Trucks is already

successful in the Middle East, parts of Africa, Russia and Turkic Republics – but now it has its eye set on Europe. A spokesman for the company has told **FOCUS** that Ford Trucks aims to increase the number of markets in which it operates from 36 to over 50 by the end of 2020. We've driven the F-Max; it's an incredible vehicle. Accordingly, we have no doubt that the company's growth plans are no pie in the sky.



UBER FREIGHT AND SAP JOIN FORCES

Uber Freight, the Uber business unit that helps truck drivers connect with shipping companies, has joined forces with SAP – and their collaboration is set to work wonders for the logistics industry. Uber Freight will be integrated into the SAP Logistics Business Network. The benefits of this move include access to real-time quotes and actual freight capacity as well as simplified load management.

There are considerable environmental benefits to the collaboration, too. Every year, underutilised trucks generate a whopping 200-million tonnes of emissions! With better planning and freight utilisation, those emissions can be reduced – drastically.

Inefficiencies in the logistics business also affect the bottom line, of course. "Finding and booking freight can be the most expensive and often the most complex piece of the supply chain," explains Hala Zeine, president, SAP Digital Supply Chain.



"This combined solution will remove roadblocks and offers a simpler, more automated approach that streamlines operations, delivers tangible cost savings and ultimately creates a better customer experience. Adding Uber Freight to our SAP Logistics Business Network will help our customers optimise their logistics and put their customers at the heart of their digital supply chain," Zeine adds.

According to Bill Driegert, senior director, Uber Freight, an efficient, digitalised supply chain is critical to the business success of the world's biggest shippers. "Uber Freight is partnering with SAP to bring shippers and carriers together at the level where freight decisions are being made. This innovative tech-forward approach to freight means shippers can spend less time sourcing quotes and capacity and more time getting goods to market," he tells **FOCUS**.



FORD AND RIVIAN JOIN FORCES TO BUILD EVS

Ford Motor Company has invested US\$ 500 million (about R7,1 billion) in a company called Rivian, which specialises in electric vehicles (EVs). They will work together to develop an all-new, next-generation battery electric vehicle for Ford's growing EV portfolio using Rivian's skateboard platform.



Rivian already has developed two clean sheet EVs. The company's launch products – the five-passenger R1T pickup and seven passenger R1S SUV – will deliver up to 644 km of range and are said to "provide an unmatched combination of performance, off-road capability and utility". Deliveries will commence late next year.

At this stage Ford is keeping mum on exactly what vehicles will be developed with Rivian. However, we do know that they will be in addition to two Ford EVs that have already been announced: a Mustang inspired crossover and a zero-emission version of the best-selling F-150 pickup. While the Mustang is coming next year, a launch date for the electric F-150 has yet to be announced.

FISKER ORBIT TESTING TO START (WE THINK)

So, first deliveries of the incredible Fisker Orbit shuttle, developed for smart cities, campuses and airports, were meant to commence in August 2019. However, we're now being told that testing of this electric, connected and autonomous shuttle will commence then. It will seat between eight and 12 people, with standing and sitting room, and it will be hailed via an app.

The Orbit looks quite a lot like the Mercedes-Benz Urbanetic, which we first saw at the IAA last year. The Urbanetic is still a concept vehicle, although it did hit the streets of Vegas in January this year. This is something we have yet to see with the Orbit.

The Orbit is the result of an alliance between Fisker and Hakim Unique Group, one of China's top 500 private enterprises and a leader in global smart city expertise, infrastructure and investments. Fisker has been responsible for technology development and product design, while the Hakim Unique Group is responsible for marketing and operations in China/Asia.

Technical details pertaining to the Orbit are sketchy at best. However, the founder of the company, Henrik Fisker, recently told *Business Insider* that the shuttle will travel over predetermined routes in controlled environments (aka corporate campuses and airports).

While passengers will be able to stop the Orbit to board or exit the vehicle, they won't be able to make it travel outside its route. Apparently Fisker already has customers for the Orbit, although these so-called "very large tech companies" have yet to be named.



IVECO IS OFFICIAL PARTNER OF ALFA ROMEO RACING

Iveco, the newly appointed official truck partner of Alfa Romeo Racing, has delivered a fleet of 12 Stralis trucks and one Daily van to the team. The vehicles will ensure safe and efficient transportation of the team's equipment to all the Formula One European Grand Prix venues throughout this season.

According to Thomas Rücker, business director of Iveco Schweiz, the company is very proud of the partnership. "Iveco has a long tradition of partnerships and participation in the world of sports, and in particular racing, where our trucks can be seen competing in the Dakar Rally and the FIA European Truck Racing Championship. We look forward to the new racing season and wish Alfa Romeo Racing success," he tells **FOCUS**.

Frédéric Vasseur, team principal Alfa Romeo Racing and CEO Sauber Motorsport AG, is equally upbeat about the partnership. "It is a pleasure to welcome Iveco to Alfa Romeo Racing as official truck partner. Having a reliable and safe means of transportation for our equipment is an essential aspect of our logistical operations in Formula One. With Iveco, our team has an experienced partner by its side and we look forward to this collaboration," he concludes.



[@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

COCA-COLA REFRESHED WITH SMART TRUCKS

Seventy-eight percent – that's the projected number of reduced loads that will need to be transported between Bloemfontein and Upington by the 44-pallet performance-based standard (PBS) trailer that has been added to the Coca-Cola Beverages South Africa (CCBSA) fleet.

The PBS trailer is 27,9-m long and can transport 44 pallets, compared to the conventional 30-pallet trailer.

"This five-year pilot project is part of an ongoing programme for CCBSA to continuously develop new ways of delivering to our customers, while contributing towards minimising damage, improving safety and reducing congestion on South Africa's road infrastructure," says CCBSA logistics director, Flora Jika.

PBS specifies the performance required of a heavy vehicle on particular routes, bearing in mind both safety and the nature of the road infrastructure itself.

"Performance-based standards provide greater leeway for vehicle designers to come up with innovative ideas. Trucks and trailers designed in this way are often called 'smart trucks,'" Jika comments.

CCBSA and the Department of Transport (DoT) are exploring a partnership aimed at designing, manufacturing and operating a number of projects to demonstrate the performance-based standards concept, and the impact it could make on South Africa's logistics industry from multiple perspectives, especially safety and productivity.

As part of this partnership, CCBSA has already made two of its state-of-the-art simulators available to the DoT for one day a week for the purpose of training truck and bus drivers across the country. These simulators are used by CCBSA to train its own drivers, including those who will be driving the new PBS vehicles.

"CCBSA views safety as non-negotiable, which is why we are collaborating with the DoT to test the PBS vehicles, and why we are making our simulators available to a wider group than just our own drivers," Jika says.

"We are very excited by the potential of this project to redefine safety and productivity in the road-freight industry in this country," she concludes.



STUDY: TRANSPORT AND LOGISTICS BUSINESSES VULNERABLE TO CYBERSECURITY RISKS!

Almost two-thirds of companies in the transport and logistics sector agree that they must strengthen their cyber defence capabilities, but say they lack the skills and technology to do so. This is the overall picture painted by the latest study undertaken on behalf of Inmarsat, a world leader in global, mobile satellite communications.



The study adds that businesses recognise their approaches to cybersecurity must be strengthened, but are not yet taking the practical steps to safeguard the deployment of their industrial connected devices.

The study, which surveyed 125 businesses across the transport industry, revealed that 64 percent of respondents reported that their processes to combat cybersecurity threats could be stronger, and two-thirds (66 percent) said more could be done to protect against mishandling of data.

However, despite recognising the enhanced security threats of industrial connected devices, just 38 percent have invested in new security technologies and only 39 percent have partnered with security specialists for assistance.

Tara MacLachlan, vice president for industrial Internet of Things (IoT) at Inmarsat Enterprise, says: "While industrial IoT presents immensely exciting possibilities for businesses across the transport and logistics sector, it also increases the risk that they will face cybersecurity issues.

"Truly secure industrial IoT deployments must have built-in security from the ground up. This must include secure access management, secure execution environments, enhanced data encryption, as well as smart validation and authentication between sensors, gateways and the software orchestration platform.

"Transport and logistics businesses need to collaborate with specialist providers who can offer a fully managed IoT service that considers security at every stage," she concludes.

NEW MODELS FROM JMC

Chinese brand JMC has launched the latest versions of two of its most popular sellers in South Africa – the fifth generation Vigus double-cab bakkie and the Carrying Plus, a four-tonne truck. The company has also revealed plans to put on sale here a seven-seat mini-van from next year, which will wear a Changan badge.

Speaking at the launch of the Vigus and Carrying Plus at an event in Midrand, JMC spokesman James Chen said the brand was looking to capitalise on the ten years' worth of experience it had gained in the local market.

"JMC is in South Africa to stay," he said. "We've learnt a lot from our first decade here – in all, we're beginning to feel like a truly South African company."

Local expertise was used to develop aspects of the Ford-powered Vigus and Isuzu-based Carrying Plus. "We anticipate that the latest versions of the models will build on the solid foundations of their predecessors," Chen said.

The ladder-framed Vigus – which, in 2014, replaced the Boarding in JMC's bakkie line-up – has proved popular in both lifestyle and commercial sectors. It is powered by a 2.4-litre, turbocharged, four-cylinder diesel engine that produces 103 kW and 310 Nm. Transmission is through a five-speed, manual-shift, Getrag gearbox.

Styling upgrades include a re-designed front end and increased ground clearance for the 4x2 version which, at 220 mm, now matches that of the transfer-case equipped, 4x4 model. The derivatives are priced at R308 000 and R365 000 respectively.



The latest Carrying Plus – which is said to boast improved aerodynamics – is offered in drop-side, tipper and box-van configurations. Two wheelbase options (2 800 mm and 3 360 mm) and two cabin widths (1 880 mm and 2 050 mm) are available. All derivatives feature a dual-tyre rear axle.

According to Chen, to ensure durability the vehicle underwent a vigorous test schedule that exceeded two-million kilometres. "Mechanical downtime is the thief of productivity in the commercial vehicle market and, with this in mind, the engineers at JMC worked closely with top automotive suppliers to ensure the Carrying Plus proves rugged and reliable," he said.

The Carrying Plus is priced from R286 990.

SATC 2019 SET TO BE THE MOST DISRUPTIVE YET

Disruptive transport technologies will take centre stage at the 38th annual Southern African Transport Conference (SATC) when it comes to the Council for Scientific and Industrial Research (CSIR) Convention Centre in Pretoria between July 8 and 11.

Endorsed by the Department of Transport and the International Road Federation, SATC has become the region's premier transport conference and exhibition. Each year it hosts internationally lauded plenary speakers and welcomes more than 700 transport professionals, academics, students and engineers.

The 2019 edition looks set to continue this tradition. Apart from the presentation of research papers, SATC

also serves as a forum to debate current transport-related issues at national, provincial and municipal levels.

For everyone involved in transport – whether it be road, rail, sea or air – the SATC well worth attending, especially in this age of disruption...

Follow the SA Transport Conference social media accounts for updates leading up to the event.

WANT TO REGISTER FOR THE 2019 SATC?
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TRADE EXPO TO MAXIMISE BUSINESS GROWTH IN BOTSWANA

Electra Mining Botswana is the Botswana home of Africa's leading mining, industrial and power-generation expo. Powered by Electra Mining Africa, this niche trade show has been specially designed to maximise business growth in Botswana.

Taking place at the Gaborone Fairgrounds from September 10 to 12, this will be an all-encompassing event showcasing the latest technologies, machinery, products and solutions related to mining, industrial and power generation.



The recently launched A-OSH Expo Botswana is taking place alongside this event. Botswana has a growing need for occupational health and safety (OHS) awareness and its importance. There is currently no OHS Act in Botswana and employers are not compelled to comply with OHS standards.

"A-OSH Expo Botswana is an ideal vehicle to promote OHS in Botswana," says event director Charlene Hefer.

"We are excited to have partnered with local Botswana Company, TRM Group, with its focus on promoting a safer, healthier and environmentally friendly workplace, and increasing health and safety awareness in the country as a whole," she continues.

In addition to new products and live demonstrations, a full programme of free-to-attend seminars will also take place alongside the event. Hefer says: "The seminars will provide an excellent learning opportunity for exhibitors and visitors at the show. Speakers will address a variety of topics pertinent to both industries, and will add value with their knowledge and expertise."

"With its local and international participants and leading brands on show, Electra Mining Botswana and A-OSH Expo Botswana will be of benefit to exhibitors who want to expand their footprint in Botswana and also to visitors who want to source the latest products and services, and to learn about new technologies and solutions," concludes Hefer.

SCAN HERE TO REGISTER FOR ELECTRA MINING BOTSWANA 2019 AND A-OSH EXPO BOTSWANA 2019



COMMERCIAL VEHICLE SALES REPORT FOR APRIL 2019

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: 9 810
Fiat Chrysler Automobiles South Africa	30
Ford Motor Company	1 676
GWM	156
Hyundai Automotive SA	264
Isuzu Motors South Africa	1 242
JMC	26
Kia South Africa	124
Mahindra	244
Mazda South Africa	22
Mercedes-Benz SA - estimate	85
Mitsubishi	76
Nissan	1 437
Opel	17
Renault	19
Suzuki Auto	70
Toyota	3 904
Volkswagen SA	418

Medium Commercial Vehicles 3 501 – 8 500 kg	Total: 577
FAW	4
Ford Motor Company	4
Hyundai Automotive SA	25
Isuzu Motors South Africa	128
Iveco	29
JMC	22
Mercedes-Benz SA - estimate	121
Peugeot Citroën South Africa	2
Tata	20
Toyota	123
VECV South Africa	4
Volkswagen SA	95

Heavy Commercial Vehicles 8 501 – 16 500 kg	Total: 404
FAW	60
Isuzu Motors South Africa	105
Iveco	4
MAN Automotive	13
Mercedes-Benz SA - estimate	38
Powerstar	12
Tata	27
Toyota	67
VECV South Africa	2
Volvo Group Southern Africa	76

Extra-Heavy Commercial Vehicles > 16 500 kg	Total: 950
Babcock DAF	38
FAW	16
Isuzu Motors South Africa	24
Iveco	19
MAN Automotive	130
Mercedes-Benz SA - estimate	190
Powerstar	39
Scania	136
Tata	9
Toyota	31
VECV South Africa	1
Volvo Group Southern Africa	317

Buses > 8 500 kg	Total: 64
Isuzu Motors South Africa	2
Iveco	12
MAN Automotive	20
Mercedes-Benz SA - estimate	9
Scania	16
Tata	4
Volvo Group Southern Africa	1

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

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The Exhibition showcases the products and services of OEM's and a variety of industry leaders. The **SABOA Conference & Exhibition** provides opportunities for all participants to engage, exchange and establish relations for future collaboration. This event experience is for you if you are involved in the industry or plan on entering the market. Attendance is open to all members and non-members of SABOA.

**For more information visit
www.saboa.co.za or contact Cynthia on
011 511 7641 or email cynthia@saboa.co.za**



NEW HORIZONS FOR MCV

CAPE TOWN-BASED BUS BUILDER MCV SA, PART OF AN INTERNATIONAL CONGLOMERATE THAT IS A GLOBAL LEADER IN TRANSPORT SOLUTIONS, HAS PLANS TO BECOME THE LARGEST BUS MANUFACTURER IN SOUTH AND SUB-SAHARAN AFRICA

Job creation is among the priorities that have helped to drive Cape Town bus builder MCV SA's local operations. The company, which in 2007 acquired the famous De Haan's Bus Factory in Parow, now employs about 250 people who produce an average of 30 buses a month on a one-shift basis.

"There is no reason why MCV can't become the largest manufacturer of buses in South Africa," says Awny Sadek, the company's general manager. "We have the expertise, the manufacturing processes and the technology. Since we took over De Haan's, we have taken great care to develop our workforce. Our focus has been on creating more employment opportunities and developing skills, and in that we have succeeded.

"But we want to achieve even more. The buses we build are world class and meet stringent global standards.

Although we are part of an international conglomerate, the vehicles we manufacture are designed and built for Africa. With 89 percent of components locally sourced, we are a proudly South African company looking to become an industry leader in the sub-Saharan region – and there is no reason why we can't succeed in that aim, too."

With its head office and main plant in Egypt, MCV represents a large corporate entity, employing more than 6 000 workers globally and producing vehicles at facilities in the United Kingdom, the Far East, South Africa, Cuba, Algeria, Nigeria, and, soon, Australia.

"MCV SA is continuously evolving and improving, making use of the best international industry knowledge developed by us and our sister companies. Our quality control is top class. Not only do we comply with criteria laid down by the premium vehicle manufacturers whose engines and chassis we use – Mercedes-Benz, Volvo,

MAN and Scania (as well as truck conversions) among them – but we also meet international benchmarks.

“Locally, our knowledge of requirements and attention to customisation detail, in combination with the international design expertise that MCV offers, helps to give us a significant competitive edge,” Sadek maintains.

Interestingly, among recent visitors to MCV SA’s Parow plant was a delegation from Zimbabwe – led by that country’s Minister of Industry and Commerce, Nqobizitha Mangaliso Ndhlovu – which

BELOW AND RIGHT: Zimbabwe’s Minister of Industry and Commerce, Nqobizitha Mangaliso Ndhlovu, tours the MCV Cape Town operation with his delegation and general manager of MCV SA, Awny Sadek.



was made up of members of the motor industry as well as representatives of other sectors of the economy.

Following a presentation by Sadek on MCV SA’s bus building history, capabilities and technologies, the delegation embarked on a tour of the factory before undertaking a test ride in one of the buses just off the assembly line – a luxury tourer built on a Volvo chassis.

The drive through Parow saw members of the delegation inspecting aspects of the vehicle’s fit and finish, with Sadek pointing out special features and unique ideas. Immediate feedback from the delegates was that the locally built, proudly South African bus offers value for the money;

preferences, as long as they meet local regulations.”

Among the products on the assembly line at the time of the delegation’s visit was a 65-seat S121 commuter bus, and a 70-seat luxury bus, which feature anti-corrosive treated, closed profile, welded tubular sections – all of the work carried out on site.

Comments from members of the delegation regarding the vehicle included “excellent workmanship” and “looks strong and durable.” In response, Sadek told them: “MCV SA is proudly South African and with products like these, we have every reason to believe that we will achieve our goal of becoming South Africa’s largest bus producer.” **F**

“
MCV SA is continuously evolving and improving, making use of the best international industry knowledge.

is durable and smart looking; and feels stable and very comfortable on the road.

The bus was used as an example to represent MCV’s seven-vehicle range, a selection that spans anything from 22-seat city commuters to 75-seat luxury cruisers. Sadek says that whether small or large, each of the buses manufactured in Parow can be tailored to meet individual customer requirements thanks to flexible design. “We offer efficient solutions to fit the tastes of specific operators,” he says. “Our assembly processes can be adapted quickly to accommodate individual

IN THE NEXT ISSUE

TYRES



There is much happening within the tyre industry, not least of which is a new tyre that's being produced by the Prometion Tyre Group.

FLEET MANAGEMENT



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